



BRICA
Istanbul Summit

TUSIAD



China
Federation
of
Industrial
Economics

Conference Report

18-19 October 2018

www.bricaistanbul.com

Introduction

The Belt & Road Industrial and Commercial Alliance (BRICA) is a multilateral cooperation mechanism established in May 2015 in Beijing by the China Federation of Industrial Economics (CFIE) with the purpose of advancing the Belt and Road Initiative initiated by the Chinese government along the historic Silk Road.

Currently, 31 business associations from 29 countries in Africa, America, Asia and Europe are BRICA members. One of its founding members is TÜSİAD, which, upon invitation, represents Turkey as the only business organisation from our country.

The opening ceremony was held on 16-17 June 2016 in Beijing, the first BRICA summit outside China was organised on 1-2 April 2017 in Cairo, hosted by the Egyptian Business Association (EBA) in cooperation with CFIE. The event was also attended by TÜSİAD.

The success and impact of the Cairo Summit motivated TÜSİAD to put its name forward as candidate for the 2018 summit, and propose Turkey as venue. In September 2017, TÜSİAD's Board of Directors visited China where it held a meeting with CFIE to talk about the event in detail. As a result, CFIE decided to appoint TÜSİAD as host of the BRICA 2018 Summit to be held in Istanbul on 18-19 October.

The event featured 13 different sessions with 70 speakers from different countries. At the summit, which was attended by 750 representatives from 27 countries, the multi-dimensional opportunities – sectoral, geographic and digital - created by the Belt and Road Initiative as well as the challenges it faces were discussed in detail.

PROGRAMME

18 OCTOBER

- 09. 00 Registration and Networking
- 10. 00 **Welcoming Speeches**
- 11. 25 Group Photo
- 11. 30 Coffee Break
- 11. 45 **Introductory Session: Belt and Road Initiative (BRI)**
- 12. 30 Lunch sponsored by TFI Tab Food Investments
- 13. 30 **Turkey: Crossroads of the Continents**
- 14. 30 **Regions / Continents from BRI perspective**
- 15. 45 Coffee Break
- 16. 15 **Digital BRI**
- 17. 30 End of the First day

19 OCTOBER

- 09. 30 Welcome Coffee
- 10. 00 **Regulatory Cooperation & Dispute Settlement**
- 11. 00 **Banking – Finance - Insurance**
- 12. 15 Lunch
- 13. 30 **Paralel Sessions 1**
 - Transportation – Logistics
 - Smart Cities
- 14. 30 Coffee Break
- 14. 50 **Parallel Sessions 2**
 - EPC - “Engineering, Procurement, Construction”
 - E-Commerce
- 15. 50 **Parallel Sessions 3**
 - Tourism - Culture
 - Think – Tank and Academic Approach
- 16. 50 End of the Summit

WELCOMING SPEECHES



Xiong Meng

Executive Vice Chairman & Secretary General CFIE & BRICA

“There is an idiom in Turkey: “Mountains never move but people always meet.” Though separately located at the east and west ends of Asia, China and Turkey were linked closely by the ancient Silk Road more than a thousand years ago, leaving a glorious mark on the history of human civilization exchanges.

At present, “The Belt & Road” initiative marks the history of long-term friendship between the two peoples and the wisdom of renewed cooperation and win-win situation. As a hub country across Eurasia and an important emerging market, Turkey is the region’s largest economy, an important hub and commodity distributing center. It is also an important emerging investment market and consuming market in the world. Turkey has become an important partner country along “The Belt and Road” with its superior location advantage, complete industrial system and abundant labor resources.”



Xiong Meng



Korhan Kurdoğlu



Korhan Kurdoğlu

China Network President of TÜSİAD / President of Ata Group

“Since our foundation, we have contributed to Turkey’s China policy with the publication of statements of opinion. In China, we have launched various initiatives with the purpose of promoting the image of Turkey, the Turkish business community and the TÜSİAD brand. We have visited a number of national and provincial institutions and hosted delegations from those organisations at TÜSİAD, among them our Chinese counterpart and BRICA founder, the China Federation of Industrial Economics (CFIE), the China Council for the Promotion of International Trade (CCPIT), the All-China Federation of Industry & Commerce (ACFIC), and the Silk Road Fund, a 40 billion dollar institution established by the Chinese government. The BRICA Istanbul Summit we celebrate today, is the fruit of the relationships we have established with those contacts.

The Belt and Road Initiative, which has brought us together, offers unique opportunities. These opportunities are not limited to China alone, but include the development of all countries along the historic Silk Road, economic cooperation among them and even the cultural exchange between civilisations. BRICA was founded in 2015 on the basis of the Belt and Road Initiative with the purpose of establishing a multilateral cooperation mechanism in which, today, 29 countries from Africa, Asia, Europe, Latin-America and the Middle East participate. BRICA actively encourages these countries to establish commercial relationships, advance their economies and develop cultural and interpersonal ties.”



Yu Hongyang

Ambassador of The People's Republic of China To Ankara



The Ambassador Yu indicated that the “One Belt, One Road” initiative has yielded efficient results in the past five years: “Turkey is a natural partner to build the “Belt and Road” initiative. In the past five years, China and Turkey have achieved remarkable results in cooperation under the framework of “One Belt, One Road”. China is willing to work together with all countries in the world, including Turkey, to build the “Belt and Road” into the most extensive international cooperation platform in line with the trend of economic globalization, thus the “One Belt, One Road” will be built to better benefit the people of all countries.”



Yu Hongyang



Emin Önen

*Video message
from the Ambassador*



Emin Önen

Ambassador of the Republic of Turkey to Beijing



“BRICA constitutes one of the most important aspects of the Belt and Road Initiative (BRI) as it aims to connect business circles and companies around the world under the common roof of the Initiative and establish contacts among the countries on the “Ancient Silk Road”.

The Ancient Silk Road played a prominent role in our relations with China throughout centuries. We believe that Turkey and China, as the geographic gates of the Silk Road in Europe and Asia, are now tied again hand in hand, this time, for the Belt and Road Initiative. Turkey is the Western, China is the Eastern gate of BRI, which will give a fresh air to the international system currently challenged by protectionism and unilateralism.

Turkey is a natural partner of the BRI thanks to its strategic location along the Belt. Turkey is the connection for both East-West and North-South axes, with access to major markets in Europe, Asia, the Middle East and North Africa worth 24 trillion USD of GDP and to 1.6 billion people in 57 different countries with 4-hour flights from Istanbul.”



Suma Chakrabarti

President of EBRD

"We see the integration as a powerful force for promoting competition and innovation, driving efficiency in the market and encouraging reforms by governments.

Turkey has enormous innate advantages when it comes to exploiting the potential of the new East-West corridors that are taking shape. For centuries, this country has always been a hub, a conduit and a catalyst for the flow of capital, people and ideas back and forth along these routes. The EBRD stands ready to support cross-border projects in the transport, energy and technology sectors.

As our biggest country of operation for many years, we should not be surprised that Turkish companies, often supported by EBRD, are leading the way. Let me take you on a very brief tour of some of the projects. We can start the tour close to home, not far from where are today with The Eurasia Tunnel, linking Asia and Europe, here in Istanbul. We are very proud to have contributed US\$ 150 million to its financing, Financing which has had such real impact on the life of this great city and its people...

The EBRD's focus is overwhelmingly on the private sector. It currently accounts for around 75 per cent of our investment. In Turkey, that figure stands at a remarkable 97 per cent. We have been active on the ground for years in many of the countries up and down the new Silk Road. This local presence and knowledge is vital to how we work. No one, I would argue, has a better insight than the EBRD in to what foreign investors want to make them commit more to these markets."



Suma Chakrabarti



Erol Bilecik



Erol Bilecik

President of TÜSİAD

"The Belt and Road Initiative was initiated five years ago. Today, it comprises 68 countries with a combined economic size of 21 trillion dollars, and it is considered the biggest economic project of the century.

TÜSİAD is one of the founding members of the Belt and Road Industrial and Commercial Alliance (BRICA) which may be described as the business pillar of the Belt and Road Initiative. BRICA - and I say this with great confidence - has the power not only to change the course of world trade, but of the history of trade. For this reason, TÜSİAD is very excited and satisfied to host the second BRICA Summit in the city of civilisations, Istanbul, where East and West meet.

The main purpose of this multilateral cooperation mechanism, which currently counts business associations from 29 country and four continents among its members, is to develop the partnership and relationship between the countries along the Silk Road. The main question we will try to answer during this summit is: What role will the private sector play in the Belt and Road Initiative?"



Dr. Berat Albayrak

Treasury and Finance Minister of the Republic of Turkey



"Since the 1990s the global economy has changed considerably. At the centre of this change lies the economic rise of developing countries. Thirty years ago, developing countries were seen as a risk in the global system, as a problem and at the centre of similar things that needed correcting. Today, with their competitive production infrastructure, they are emerging markets, the engine of the global economy, and the most important players.

As a result of this change, today we have a multipolar global economic order. This modern economic system is shaped by the principles of innovation, competitiveness and speedy market access, which owe their existence to the strengthening and broadening of the physical and social infrastructure. The Belt and Road Initiative provides us with the opportunity to holistically improve the transport infrastructure step by step. For this reason and in this context, Turkey has been strongly supporting the Belt and Road Initiative since its inception. The comprehensive infrastructure move Turkey has been implementing since November 2002 has provided the Initiative with a great advantage."



Gala Dinner



Ruhsar Pekcan

Trade Minister of the Republic of Turkey

"The historic Silk Road was one of the important institutions connecting cultures and economies. We are very pleased to see that this historic connection is revitalised in a strong fashion under the roof of the Belt and Road Initiative. The Initiative is of great importance to us as it promises to put the economic and trade relations in the Eurasian region on a more balanced and sustainable footing. To achieve this objective requires more than just a state-focused view; rather, we must act with the inclusion of all stakeholders. This is the only way to establish an institutionalised, holistic and more competitive economic and trade network. In this context, this summit in Istanbul is of great importance for the establishment of a common understanding among business circles, civil society organisations and academia. With the objectives of the Belt and Road Initiative in mind, our priority must be to identify and remove the physical obstacles to trade. This means, under the roof of the Belt and Road Initiative, we must invest in infrastructure in order to strengthen logistic channels and to integrate IT and new technologies.

In this context, as Turkey, we support the Caspian Transit Corridor under the Belt and Road Initiative with the aim to overcome the physical obstacles to trade. This Corridor connects China with Europe via the Central Asia-Azerbaijan-Baku-Tiflis-Kars railway line (BTK) to Turkey. Our country has realised several big projects which are important to this Middle Corridor. They include the Yavuz Selim bridge over the Bosphorus, Marmaray, the Eurasia Tunnel and three new and direct rail and road connections between Asia and Eurasia. Our next goal is the Edirne-Kars Railway Project which will link the Middle Corridor of the Belt and Road Initiative via those mega projects and BTK to Europe."





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Introductory Session: Belt and Road Initiative (BRI)

- Economic implications for China and regional & global economy
- Financial Institutions as part of BRI, funding possibilities of the projects

Moderator:

Dr. Constanze Stelzenmüller, Robert Bosch Senior Fellow, Brookings Institution

- Cedrik Neike, Member of the Board, Siemens AG
- Xiangyang Gao, Chairman of the Board, ICBC Turkey
- Mukhtar Hussain, Group General Manager, Head of Belt & Road Initiative, Asia Pacific, HSBC
- Shen Andong, Deputy General Manager, Beijing Automotive Group Co LTD

2013 became a turning point in the quest of a multipolar world order when the Chinese President Xi Jinping introduced the Belt and Road Initiative. Nearly 70 countries gathered around the idea of revitalizing the ancient Silk Road with loose economic ties in the first place. In the 5th year of its initiation, BRI is perceived by some analysts as the strongest chance to maintain balance in the questionably unipolar world order of the post-cold war era. The trend toward a multipolar world, economic globalization and greater IT application paved the way for a new (or very old) trade route with half of the World's GDP (\$21 Trillion) according to the EBRD figures. What expects BRI in its second half decade in a world remembering mercantilism? How will Anglo-Saxon economic world adopt to BRI reality if this project proves its counter-hegemonic sustainability? Is it still early to talk about a multilateral world order given the challenges of the Chinese model of development? Are BRI infrastructure projects enough to strengthen loose economic ties and create common interests in a trade club full of cultural and language barriers?

Conclusion: In order to truly reap benefits from the Belt and Road Initiative, it is most important that all projects are efficient, productive and sustainable. The success of the projects depends on who the project partners are, the type of risks the partnership organisations assume, and, most importantly, on the efficiency of the procedures between the project financers and those organisations.



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Turkey: Crossroads of the Continents

- Business and investment opportunities in Turkey
- Mega infrastructure projects in the context of Silk Road
- Exploring multilateral business opportunities

Moderator:

Güven Sak, Managing Director of TEPAV

- **Yang Guangyao**, Vice President and COO, BOARD Group
- **Selim Kervancı**, Group General Manager Chief Executive Officer, HSBC Turkey
- **Murat Kolbaşı**, DEİK Coordinator, Asia-Pacific Business Councils Chairman and Turkey- China Business Council President
- **C. Müjdat Altay**, CEO, Netaş Communication

Turkey has always been in the position to abridge different cultures and different trade routes throughout the history. The Silk Road was a great opportunity for Ottoman Empire and even their declines correlated strongly. The modern Turkey is no different in taking advantage of international trade and being an influencer in international relations. The EU accession process has also served as a positive function in Turkey's relations with other regions of the world. As it has progressed through the EU process and being in the Customs Union with the EU for more than two decades, Turkey has become economically appealing and a reference for among others democracy, entrepreneurship and a vibrant economy for emerging countries; Turkey has strengthened its relations with the EU, as it has strengthened its regional economic ties. Now, with the prospect of the modernization of the Customs Union to services, agriculture and public procurement, its progressive integration to European energy, digital single market, becoming Europe's Eurasian center is Turkey's most important strength in terms of global competition, and in its national interests. Besides, Turkey has important roles in international organizations such as OECD, UN, NATO, WB, WTO, BSEC and has a lot to share with other BRI countries. Since the BRI has been the most quintessential organization to connect Asia with Europe, Turkey took active role in the foundation of Asian Infrastructure Investment Bank to support the financing of the BRI projects. The old keystone of the Silk Road offers not only business and investment opportunities but also multinational partnerships. Being the Eurasian center of Europe, how can Turkey contribute to the cooperation of the BRI countries? What will be the role of Turkish entrepreneurs in new BRI economy? How will mega infrastructure projects in Turkey trigger multilateral business in the BRI?

Conclusion: In order to achieve maximum benefit from the Belt and Road Initiative, as a matter of priority, it needs to be decided how to proceed. Turkey's possibilities need to be placed into a framework as they are not yet being used sufficiently. While systematically improving its application of technology, Turkey needs to focus on the establishment of brands that are competitive in the Asian-Pacific market.



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Regions / Continents from BRI perspective

- Europe, Asia, Caucasus, Middle East, Africa, Latin America
- Business/Investment environment
- Global vision of FDI; larger investor countries' perspective in the light of BRI

Moderator:

Ersoy Erkazanci, Dubai Correspondent, Bloomberg HT

Keynote:

Lord Robin Janvrin, UK Prime Minister's Trade Envoy

- **Christian Ewert**, President, Amfori
- **Zhang Liwen**, Member of Mazars Global Governance Committee
- **Michael Lövy**, Director, International Relations, Federation of Austrian Industries
- **Li Ge**, Deputy Secretary and Chairman of the Supervisor Committee, XCMG Construction Machinery Co. Ltd.



Lord Robin Janvrin

Belt and Road Initiative is perceived as a revival of the ancient Silk Road. However, the world became smaller and people became more connected since then. Trade is faster, demand is huge and production capabilities are beyond imagination. Today, it is only normal to see that BRI map is overflowing its successor. Restricting businesses to an old map is not possible in today's world where we have new flags, languages, interaction models and more regulated global trade system –thanks to international and interregional treaties. How further can the BRI take the regional cooperation? Will there be new ways of cooperation in Europe, Asia, Caucasus, Middle East, Africa and Latin America? How will new business and investment environment shape diplomacy? How do larger investor countries see the BRI? An easy way to growth or long-term investment?

Conclusion: The Belt and Road Initiative has economic potential not only for the countries along the route but may also nurture the economies of countries and regions close by. The best example for this is the countries on the African continent and in the Middle East. While the Middle East is a complementary economic region for the development of relations between China and Europe, the African continent, with the investments attracted from China, has begun to mend its infrastructure deficiencies and to improve its integration with the world economy. Financial institutions and private sector players who carefully read the local legislation and pay attention to cultural differences in order to reduce their risk exposure will most likely benefit from this great potential.



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Digital BRI

- *Technology & Innovation*
- *Start-ups*
- *Digitalization of industries*

Moderator:

Filiz Akdede, CEO, HP Turkey; President, TÜSİAD ICT Working Group

- **K. Erman Karaca**, CTO, TFI Tab Food Investments / President, TÜBİSAD
- **Fan Hongli**, General Manager, China National Electronics Imp.&Exp. Beijing Co.
- **Hüseyin Gelis**, CEO, Siemens Turkey
- **Mikko Lavanti**, Vice President of Central East Europe and Central Asia, Nokia

The pace of digitalization has more than doubled since we first heard/read/tweeted about the BRI project. Today we have sophisticated digital solutions for complex problems varying from agriculture and food safety to urban and infrastructure; medical sciences to production. Digital BRI is an initiation to share expertise, knowledge, technologies and data to demonstrate the significance of Earth Observation Science and Technology and Big Earth Data applications for large-scale sustainable development. Some of the BRI countries has developed the highest levels of technology and know-how in digitalization and it is expected to see digital solutions in all areas of life. But how far the digitalization trend can go? Shall we witness a paradigm shift in real sector with digital BRI? How will countries cooperate in nurturing innovations? What shall we expect from digital startups? How will digitalization effect payment systems and finance?

Conclusion: It becomes visible that every country and company will have to change its way of doing business. In the future, people will use other modes of production besides serial production, and other business models. Digitalisation will not only permit cloud storage of data but develop algorithms that enable people to create value in a more local fashion. For all countries of the Belt and Road Initiative to keep up with these developments, they must initiate digital change processes and engage in constructive cooperation. That will be to everybody's advantage.



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Regulatory Cooperation & Dispute Settlement

- Implementation challenges of BRI

Moderator:

Dr. İsmail G. Esin, Managing Partner, Esin Attorney Partnership

- Prof. Dr. Ziya Akıncı, President, Istanbul Arbitration Centre
- Dr. Michael W. Bühler, Senior Partner, Jones Day
- Zhi Peng, Genel Sekreter, Secretary General of Zhongguancun M&A Promotion Association and Executive Vice President of Tsinghua Asset Management Group

International business needs cooperation on regulations and dispute settlement to flourish. Therefore, it wouldn't be wrong to say that regulatory cooperation and dispute settlement are two most important pillars of the BRI project. Member countries will need to take solid steps on resolving investment and trade facilitation issues and reducing investment and trade barriers. Some of those may have been accomplished already, but is the pace enough? How will the BRI governments handle notorious antitrust regulations, tax, local employment and environmental laws? How will the MNCs work on highly challenging major infrastructure and commercial projects? How will new-to-China MNCs get in line with Chinese regulations and vice versa? How can different legal regimes around the BRI (common law (Singapore and Malaysia), continental law (Central Asia) and Islamic law (Middle East) region will work together? How will the trade conflicts on major projects affect diplomatic relations? Which institutions are credited for dispute settlement?

Conclusion: The problem foreign investors face is different investment agreements in different countries and being subject to changing rules. To remove this obstacle would require a standard agreement for all countries; that, however, does not seem possible today. The idea of a single legal entity authorised to take binding decisions on all issues to facilitate trade is attractive, but it is a process which will take years to establish the expertise and define the areas of authority. For this reason, it is of great importance to establish courts of arbitration with the expertise to deal with different issues, and which are capable of quickly reaching decisions.



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Banking – Finance - Insurance

- Cooperation possibilities in financial markets
- RMB Use
- Infrastructure financing
- Fintech

Moderator:

Bariş Oran, CFO, Sabancı Holding; Board Member, TÜSİAD

- **William Chui**, Regional Director, Europe, Hong Kong Trade Development Council (HKTDC)
- **Mehmet Şencan**, Deputy Chief Executive, Corporate and Commercial Banking, İşbank
- **Alexis Garatti**, Head of Macroeconomics, Euler Hermes
- **Emre Hatem**, Director, Project Finance and Sustainability, Garanti Bank
- **Dr. Rıza Kadılar**, Senior Country Manager, Natixis Turkey; Chairman, China Institute Turkey
- **Zhi Peng**, Secretary General of Zhongguancun M&A Promotion Association and Executive Vice President of Tsinghua Asset Management Group

The BRI is one of the most complicated international projects of the 21st century. More than 60 states and countless companies are involved in the BRI. According to the Asia Development Bank only the infrastructure spending will exceed \$ 1.5 trillion annually by 2030. All those investments are to increase the volume of multilateral trade and the interaction between countries from Asia, Europe, Middle East, Africa and Latin America. Public and private sectors will need a series of insurance and reinsurance services to diversify their risks in this huge international investment and trade atmosphere. How will fintech contribute to integration of such a huge market with different regulations? How are financial institutions getting prepared for the BRI projects? How will BRICA support the financial expansion of the BRI? What will be the future of the BRI focused green bonds in a world with ever increasing demand in sustainable business?

Conclusion: The Belt and Road Initiative may also serve as a platform where micro and macro risks are combined allowing for speedy reaction, and thus become a new form of information exchange. Reliable data and reliable data mining are very important factors of risk analyses. For the initiative to be successful and to have a long-term effect, projects must be prepared with sustainability in mind. Otherwise there is no success.



19 OCTOBER 2018 - PARALEL SESSIONS 1



Transportation – Logistics

- Opportunities and challenges arising from BRI for Logistics
- Smart logistics, new technologies, efficient services
- Development and current situation of rail, land, maritime and airline transport
- Custom harmonization among BRI countries

Moderator:

Cem Gürdeniz, Director, Koç University Maritime Forum (KÜDENFOR)

Keynote:

Enver İskurt,

Deputy Minister of Transport and Infrastructure of the Republic of Turkey

- **Henry des Longchamps**, Principal of CPCS Transcom Limited
- **Taner Horoz**, CEO, Horoz Lojistik
- **Zhang Jianwei**, Vice Chairman, SINOTRANS & CSC Holdings Co. Ltd
- **Matej Zakonjšek**, Head of Cabinet of Commissioner for Transport, European Commission
- **Özgür Soy**, CEO, Kumport Liman Hizmetleri ve Lojistik San. ve Tic. A.Ş.



Enver İskurt

As the markets get more interconnected and the international next day delivery becomes a standard in many businesses, transportation and logistics become even more important than before. Member countries are scattered around different continents with diversified needs and production capacities. Obviously, it requires a broad integration of sophisticated transportation and logistics needs and it will be hard to expect BRI get fully functional until the hard infrastructure (roads, rail line, maritime lines and airports) and the soft infrastructure (policies and agreements overseeing transportation and logistics) investments are completed. Will the new transportation routes create new production centers? What kind of opportunities and challenges are ahead? What kind of new technologies shall the BRI countries rely on? What is the current situation of rail, land, maritime and airline transport? What needs to be improved? What needs to be aligned? Is customs harmonization among the BRI countries possible? What kind of efforts the BRI governments should put in customs harmonization?

Conclusion: The long route connecting China to Europe is not free of uncertainties. As a matter of priority, trade must be accompanied by a political language that approaches the trade wing of the European Union, otherwise various problems may occur in the long run. Transborder agreements and legislation must be examined to make sure they do not contain provisions that stand in the way of the Belt and Road Initiative, in order to achieve speedy success.



19 OCTOBER 2018 - PARALEL SESSIONS 1



Smart Cities

- *Opportunities and challenges arising from BRI for the Future Cities*
- *Environmental Technologies & Sustainability*
- *New and Renewable Energies*
- *Urban Development*

Moderator:

László Pintér, Ph.D., Professor and Head of Department, Dept. of Environmental Sciences and Policy, Central European University (CEU); Senior Fellow, International Institute for Sustainable Development (IISD)

- **Leonardo Cerciello**, Vice President Sales for Asia, Africa & Middle East, Telecom Italia Sparkle
- **Berrin Benli**, Founder, Novusens Smart City Institute
- **Marcus Ross Manning**, Commercial and Compliance Team Lead, Future Cities Catapult
- **Fernando Tomás Casado**, Manager Smart Cities, IDOM

As the world population and the life expectancy increase, people need more space to live. The global economy paves the way to cities so that more people can join production and service forces. More business requires more people, more people need more space in cities. Urban population skyrocketed to 4.2 billion from 751 million in 1950. That alone is a clear indication that our future is located in the cities of tomorrow. UN predicts 60% of the world population will be living in the cities and has introduced United Smart Cities program for a sustainable city life. Habitat for Humanity is campaigning for urban development and decent housing. How will NGOs, academy and business work together to create a sustainable city life? What are the opportunities and challenges in the BRI countries? What kind of environmental technologies shall we rely on for clean air and water for everyone? Are the BRI countries investing in sustainable city life? How will new energy sources affect urban development in the BRI region?

Conclusion: The demand in smart cities will rise with population growth and economic development. It must be ensured that the first that comes to mind in the context of smart cities is not the fear of all pervading and controlling technology. The Belt and Road Initiative shows primarily that economic growth and urbanisation go hand in hand and foster variety. It must not be forgotten that urbanisation must create liveable spaces for people. Smart cities are a tool and service used to achieve the final goal.



19 OCTOBER 2018 - PARALEL SESSIONS 2

EPC - “Engineering, Procurement, Construction”



- Opportunities and challenges arising from BRI for EPCs
- The role of the largest EPCs and EPC solutions along the BRI
- EPC financing

Moderator:

Şule Topçu Kılıç, Deputy Head, Turkey, Infrastructure, Energy, Natural Resources, EBRD

- Gürbüz Alp Kireç, Vice President, Tekfen Holding, Contracting Group
- Xiong Lixin, Vice General Manager, Powerchina International Group Limited
- Tunca Ataoğlu, Regional Director, BTY
- Erdoğan Fidan, Founder Partner of Fidan & Fidan Law Firm, Istanbul

The BRI requires highly sophisticated infrastructure projects and substantial investments in all levels to get fully integrated. Huge infrastructure projects come with challenges in engineering and procurement especially when the deadlines and political pressure are taken into consideration. If engineering is about giving life to our dreams, procurement is giving life to engineering! EPC projects may be one of the most promising topics among all the BRI projects for construction companies. What kind of challenges will the EPC companies face in the BRI projects? How will the business from different cultures of the BRI countries come along with each other in complicated procurement processes? What kind of challenges will the BRI bring for EPCs? What can be learned from IFI's procurement strategies? Who will be playing key role in EPC financing? Governments or green bonds?

Conclusion: The extension of the area of influence of the Belt and Road Initiative is based on a wide range of infrastructure projects. These can be subdivided in two groups: EPC (Engineering, Procurement and Construction) and PPP (Private-Public Partnership). EPC and PPP projects offer different configurations and advantages; their most important feature however is the question of the applicable law: administrative law or private law. EPC contracts which assume no risk under administrative law can be qualified as PPP projects under private law. To avoid any discrepancy between rights and obligations, private law is more practical for PPP.



19 OCTOBER 2018 - PARALEL SESSIONS 2



E-Commerce

- Opportunities and challenges of BRI for E-commerce
- Cross-border e-commerce as a new trading channel
- Internet security

Moderator:

Emre Ekmekçi, President of International Hepsiburada.com

- **Zhang Mei**, General Manager, Kunming Meilin Science and Technology Co.,Ltd.
- **Yasin Beceni**, Managing Partner at BTS&Partners
- **Emre Güzer**, CEO PayU Turkey & Global Product Strategy PayU

The Millennials perceive mobile phone as an ordinary medium for buying or selling things varying from daily grocery to a lift in the city for a special night out. Even though it seems perfectly normal to shop online, course online, get educated online this is a paradigm shift for people who were born before 1990s. A tide of digitalization made it possible to organize businesses, data and trade digitally and easier with a lot less people. The world has adapted to this paradigm shift with a number of turmoil but so far so good. A dot.com bubble, a bunch of IT security scandals were left behind and most of the countries are trying to adopt themselves with the new way of commerce, e-commerce. This new way brought its own inspirational wave of start-up culture and even fed a lot of new business lines before changing the names in the richest people and most valuable brands charts. What is next? How will digital MNEs shape cross-border trade in the BRI map? Is e-commerce becoming the new trading channel? If so, are the regulations in line with each other in different BRI countries? Who will protect the e-commerce customers? Are the internet security standards in different BRI countries overlap with each other? How will developing e-commerce affect entrepreneurship? What kind of social affects will the elimination of jobs due to digital solutions have? Will digital payment systems replace money? How will this affect the trade?

Conclusion: For e-commerce it is more important to establish a common ground between people on a political level and based on understanding instead of regulations and through the imposition of rules. Countries should primarily reach a principled understanding, for example, with respect to actions regarding customs, consumer protection rules and the introduction of alternative instruments of payment. If no agreement on principles is reached, the consequence will be very different local applications.



19 OCTOBER 2018 - PARALEL SESSIONS 3

Tourism - Culture



- *The main drivers for China's outbound tourism*
- *New tourism trends in BRI countries & in the world*
- *People-to-people bonds; cultural / academic programs*

Moderator:

Ali Güreli, Vice President, Turkish Tourism Investors Association

- **Erkunt Öner**, Chairman and CEO, Tura Turizm
- **Sun Ho**, Chairman, Chang Cheng Insurance Brokers Ltd.
- **Hakan Öztürk**, Ali Bey Hotels & Resorts & JOALI Maldives Coordinator, Gürallar Group
- **Alp Üstüngör**, Chairman, Turkey China 86 Platform

The ancient Silk Road was defined as the 'greatest route in the history of mankind' between the East and the West. Silk Road was not only a trade route; it was a corridor for cultures to interact and a melting pot for civilizations to evolve reciprocally. Even though the BRI is more than the ancient Silk Road, it is built on a similar philosophy: connecting the east and the west. Today, the BRI is not limited with China, Central and Western Asia and the Indian sub-continent; it abridges countries from 4 continents. Ever-growing population increases the demand in tourism which makes preserving the naturel and historical values more important than ever. If the countries are willing to count on tourism incomes, it is in their interest to integrate SDGs to their tourism policies. Since tourism's role in increasing intercultural interaction is none to second, BRI countries need to plan their tourism strategies zealously. How will the BRI shape tourism industry that stands for 10% of the World's GDP with 1 in 10 jobs globally? The phenomenon of Chinese tourist may be a great opportunity for many European countries but what are the main drivers for China's outbound tourism? How will new tourism trends in the BRI countries & in the world shape our vacations? Is Turkey, once a keystone in the Silk Road, close to being a trend setter in BRI tourism? What is the next step to strengthen people-to-people bonds?

Conclusion: The relationship between China and Turkey goes back hundreds of years. The first contact was not on a diplomatic level alone, it was accompanied by works of great craftsmanship such as the rare and precious Chinese porcelain. The Belt and Road Initiative should also be recognised as a meeting platform for tourism and culture, including the establishment of awareness for modern Turkish art in China and vice versa. It should further include art classes, the organisation of events und promotional projects. The number of flights between the two countries should be increased and visa procedures reduced to a minimum. State organisations and tourism agencies should visit China and promote Turkey and its advantages.



19 OCTOBER 2018 - PARALEL SESSIONS 3



Think – Tank and Academic Approach

- Assessment of the opportunities & challenges arising from BRI by international think-tanks from economic, geopolitical, social perspectives

Moderator:

Dr. Bahadır Kaleağası, CEO, TUSIAD

- **Dr. Constanze Stelzenmüller**, Robert Bosch Senior Fellow, Brookings Institution
- **Dr. Altay Atlı**, Lecturer, Koç University, Department of International Relations
- **Wang Wen**, Executive Dean, Chongyang Institute for Financial Studies, Renmin University of China
- **Andrew Caine**, Associate Fellow, Asia-Pacific Programme, Chatham House and Co-Founder of Asiability.

Think tanks have important role in nurturing new policies. They can be standing at the intersection of academia, politics and the market forces. Some of the BRI member countries benefit widely from think tanks and their output; some of them are still new to the idea. Will the BRI be a chance for spread of think tanks from Europe to Asia? How do leading think tanks evaluate the BRI projects? What kind of economic, geopolitical and social opportunities are seen?

Conclusion: For think-tanks it is most important to find common ground, to complete the puzzle of missing pieces in the overall picture, and to strengthen the relationship with other think-tanks in order to ensure the correct understanding and promotion of the Belt and Road Initiative. Think-tanks must provide the technical information and interpretations regarding the Initiative which are needed by private sector players and associations representing the business community.



The BRICA Summit in numbers

- The 2-day event with 13 sessions and 70 speakers examined in detail the Belt and Road Initiative and the role of the business community in this Initiative.
- This international summit was attended by 750 participants from 27 countries.
- 150 foreigners attended the summit, about 70 of them from China alone.
- Leading representatives of the national and international business community, high-level government representatives, academicians, economists and ambassadors participated in the summit.



BRICA in the media

- 68 press articles and 523 internet news ensured visibility of the BRICA Istanbul Summit.
- 41 journalists representing national and global publications covered the summit.
- All mainstream newspapers covered the event in their news.
- Bloomberg HT, A Para, and TRT reported live from the event, while Ulusal Kanal, ATV, TRT1, and NTV included the event in their news bulletins.
- The economy channels Bloomberg HT, and A Para interviewed TÜSİAD President Erol Bilecik and other leaders participating in the summit. Bloomberg reported about the BRICA Summit for 2 days.
- The newspaper Dünya prepared a special supplementary to be distributed on the 2nd day of the event. This supplementary contained BRICA-related information, statements of opinion of spokespersons and news about the summit's first day.



Bloomberg HT / Main News Bulletin



Bloomberg HT / Financial Center



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ve CEO'nun Hırvatistan'ın Gölge ve karanlığı "Dünya Kızıl ve Yal" parafinde parlatı-
lıp, "İzmirin Türkiye'ye olan, İstanbul
ve global ekonomisi içindeki önemi
medyaların hesarete tutulmuş bulunan
İstanbul'da bu yivtenle dilerselemesi
önemlidir. Dikimiyi ve toplama

25



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