

Turkey - Industry Best Prospects

Automotive:

Best Subsector Prospects:

- Tires, brake linings, gearboxes and clutches
- Power steering, hydraulic systems, bearings, and v-belts
- Shock absorbers, brakes, clutch rings, filters, bumpers, lights and signaling equipment

Civilian Aerospace:

Best Subsector Prospects:

- Aircraft/aircraft parts – MRO services (maintenance, repair and overhaul including airframe/component maintenance, rotatable logistics and/or fleet management options), large civil aircraft, regional aircraft, business and general aviation, helicopters, engines, design and avionics.
- Satellites and launch services – A total of 17 satellite programs are expected to come into orbit from 2012-2020. Over the next five years satellite contracts will amount to \$2 billion (projected).
- Civil aviation and air traffic control systems – pilot training, equipment & software, radar and flight control personnel training, airport ground support and ancillary (support) systems (integrated computer systems for air traffic control, engineering and operations), ILS systems/automated landing systems, navigation aids, airport security systems.
- New airport projects – in the next few years airport investments will continue under the BOT model through international tenders. These investments may be upgrades to existing airports or construction of new airports.

Defense

Best Prospects Include:

- Air platforms
- Aircraft parts and components
- Naval Systems
- Electronics
- Telecommunications equipment
- Radars/Sensors
- Space systems
- Land systems/parts & components
- Unmanned systems
- Cyber warfare
- Arms and ammunition

Education Services

Best Prospects Include:

- Areas of study to include: Masters in Business (MBA) courses, Engineering/Technical fields, English as a second language, Social Sciences, Mass Communications, Medicine, and Natural/Physical Sciences
- Professional language training in Law, Business Administration, Marketing
- Boarding Schools
- Business and certificate courses for professionals in Turkey, particularly computer based programs
- Distance education programs

Electrical Power and Renewable Energy Industries

Best prospects include:

- Smart Grid Systems such as SCADA, smart metering, CRM and loss control systems
- Solar energy power generation engineering and design services
- Concentrated solar power generation systems
- Thin-film PV panels supply and manufacturing equipment
- Wind turbines and generators
- Geothermal power plant equipment
- Engineering and design of geothermal power plants
- Geothermal and geophysical engineering services
- Wind and solar measurement equipment and services
- Energy storage systems
- Gas turbines and generators
- Fluidized bed coal burners
- Boilers and steam generators
- Hot air cooling systems
- Energy Efficient systems
- Biomass, ethanol, biodiesel, energy efficiency services and equipment
- Fuel cells
- Hydroelectric turbines and coal gasification systems
- Nuclear consultancy and nuclear power plant equipment

Environmental Technologies

Best prospects include:

- Water pumps
- Filters
- Pollution control equipment
- Design and operation of water/wastewater plants

- Leakage detections systems
- Membrane technology
- Industrial Wastewater remediation systems

Information and Communications Technologies:

Best prospects include:

- Cyber Security Solutions
- Cyber Forensics Solutions
- Consumer Electronics
- Notebook PCs
- Audio Visual Equipment
- Wireless equipment/services
- IPTV
- Smart Phones
- 3G related technologies/services
- Fiber Optic Solutions

Medical Technologies & Healthcare

Best prospects include:

- Advanced pre-screening and diagnostics devices
- Advanced point-of-care devices
- Advanced surgical devices
- Remote patient monitoring devices
- Cancer treatment devices
- Clinical chemistry and laboratory devices
- Dental devices
- Implants used in orthopedics and traumatology
- Ultrasound and Imaging equipment
- E-health and M-health systems
- Telemedicine systems

Oil and Gas

Best prospects include:

- Shale (unconventional) gas exploration and production equipment
- Horizontal drilling and Hydrocracking equipment and services
- Offshore/Onshore Oil and Gas Drilling and Production Equipment and Services
- Turbines, Compressors and Pumps For Pipeline Applications
- Measurement and Process Control Equipment for Pipeline Operations

- Industrial Automation, Control And Monitoring Systems and Other Equipment and services for Refineries, Gas Processing and Petrochemical Plants
- Seismic Processing and Interpretation
- Petroleum Software Development
- Sulfur Removal and Disposal Technologies
- Well Stimulation
- Field Abandonment Services
- Geothermal Exploration, Drilling, Production and Processing Equipment and Services
- Engineering and Industrial Construction Companies
- Scada Systems
- Pipeline Construction Equipment
- Remote Controlled Digital Gas Meters
- Pressure Reduction Valves
- CNG Service Station Equipment
- LNG Facilities
- Refinery Equipment and Technology Supply
- Underground Storage Surface and Sub-Surface Facilities

Plastics and Materials Processing Machinery

Best prospects include:

- Plastics Raw Materials: Materials with shortages in local production (PP, HDPE, PVC, PS) as well as materials with no local production (LLDPE, ABS) are considered best prospects.
- Plastic Production Machinery: Cutting, splitting, and shaping machines, injection machines, and extrusion machines have the best chance for success in the Turkish Market.

Safety & Security

Best prospects include:

- Video Surveillance Systems - CCTV/video surveillance, video management, video analytics.
- Electronic Access Control Systems - Proximity & smart cards, electromechanical locking solutions, biometrics
- Physical Security - Fencing, grilles, bullet resistant glazing, mechanical window coverings, safes, locks
- Scanning Equipment - Narcotics/explosive/metal detectors, scanning & screening equipment
- Article Surveillance Systems - RFID systems, proximity tag systems
- Personal Protection Products - Examples: goggles, bullet proof vests, mace
- Consultancy Services - Risk analysis, risk management, disaster recovery, business continuity, organizational resilience
- National Security - Counter terrorism, border security, critical infrastructure, command and control, law enforcement equipment

- Fire & Rescue - Fire/smoke detection, fire suppression, fire proofing, leak detection, protective gear
- IT Security - Cyber terrorism

Transportation (non-aviation)

Best prospects include:

- Railroads - U.S. firms may be most competitive in high-tech products, including signalization, electromechanical products for the subject projects.