

MARCH  
2014



ANKARA



# **KOSGEB, ITS SUPPORTS AND SERVICES**

# KOSGEB and ITS GOAL



■ KOSGEB, established in 1990 with the law 3624

■ It aims

- To increase the share and effectiveness of SMEs
- To strengthen the competitiveness power of SMEs
- To realize the integration in Industry

■ KOSGEB, is an affiliated body of **Ministry of Science, Technology and Industry**

■ KOSGEB's target group are SMEs in sectors of:

Industry	Mining Manufacturing Energy
Service and Trade	Construction Trade Transportation Tourism Innovation and Communication Technical activities Administrative activities



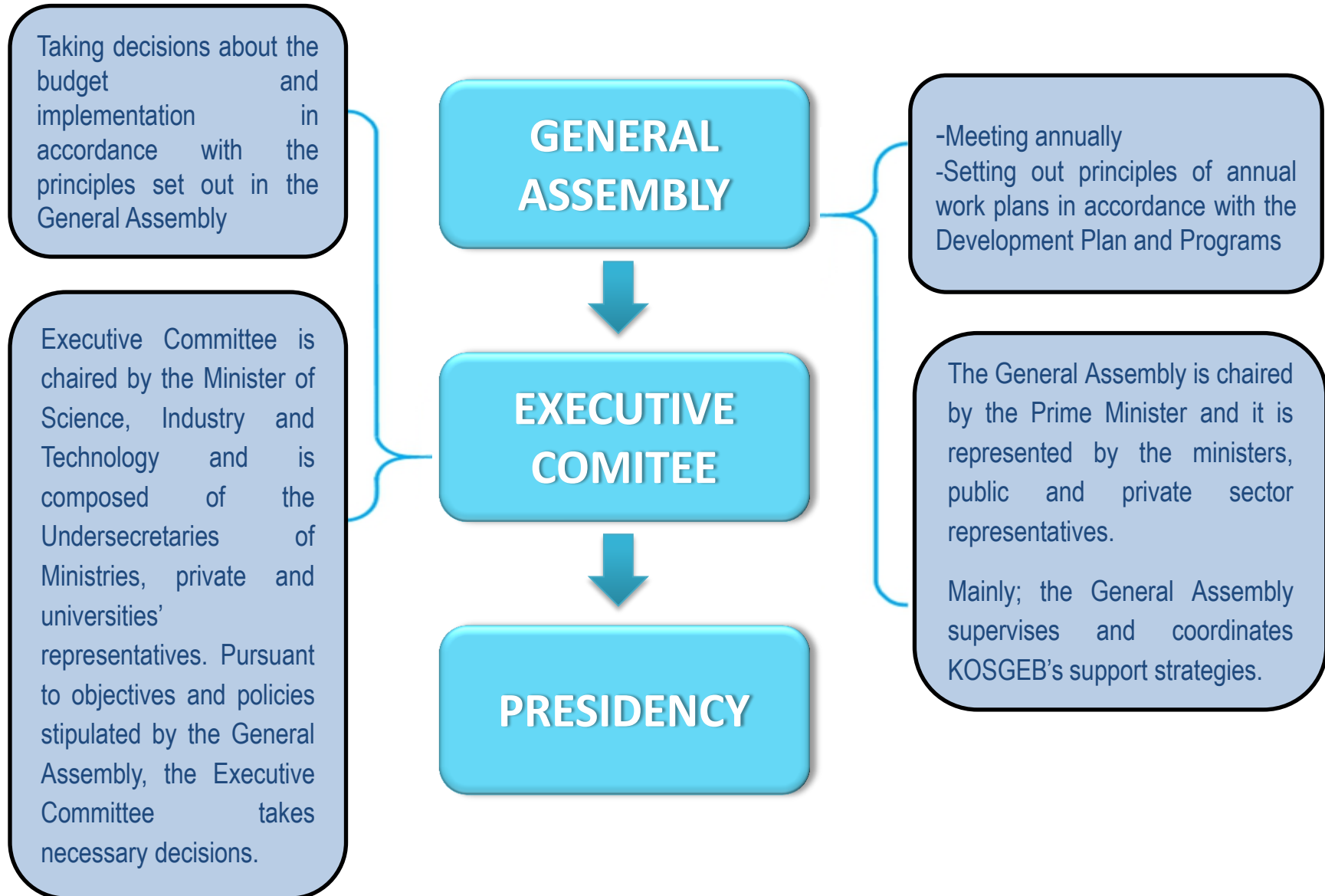
# KOSGEB Service Centers



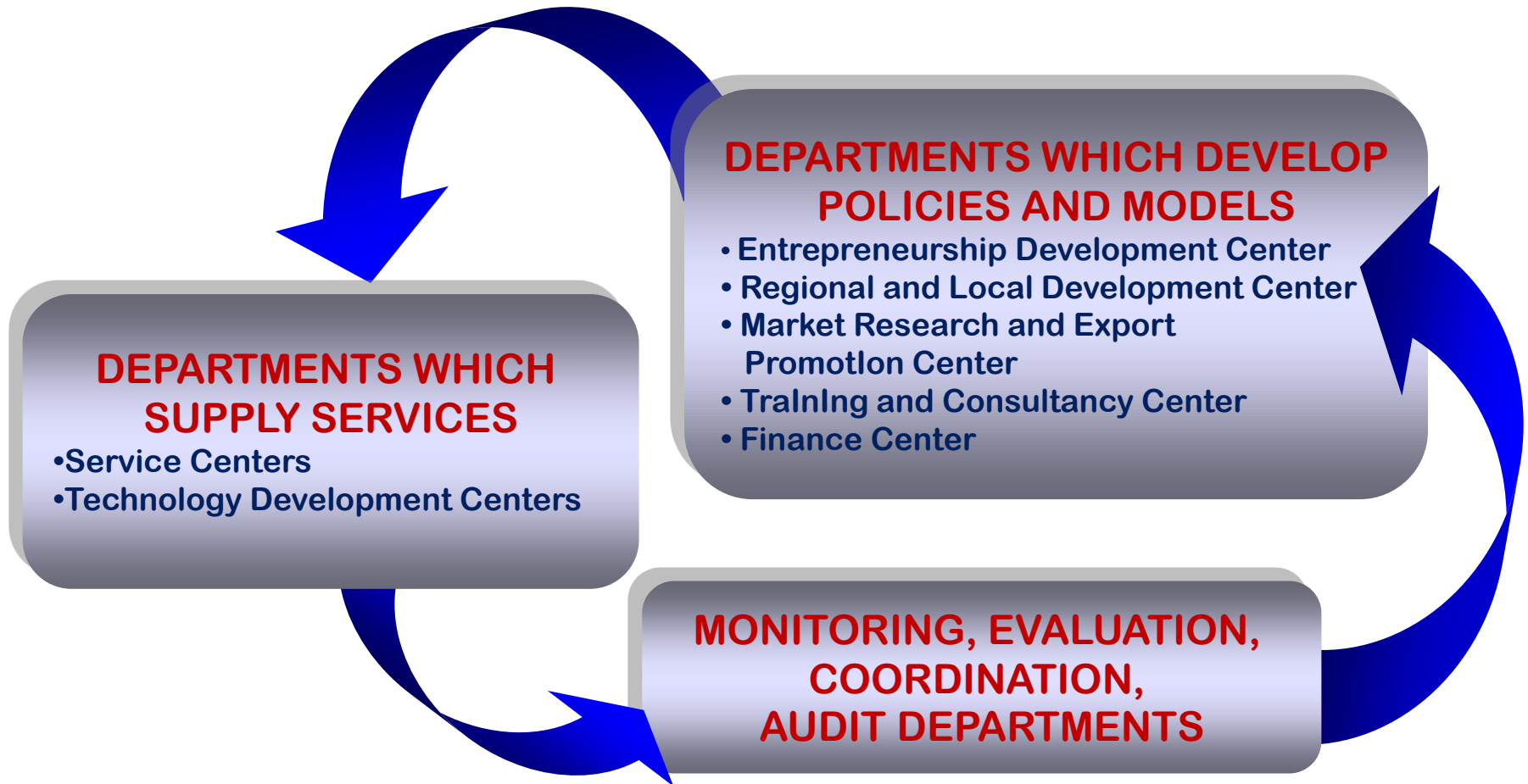
-  In 81 cities
-  88 Service Center Directorates
-  41 Technology Development Centers (TEKMER)



# KOSGEB'S STRUCTURE

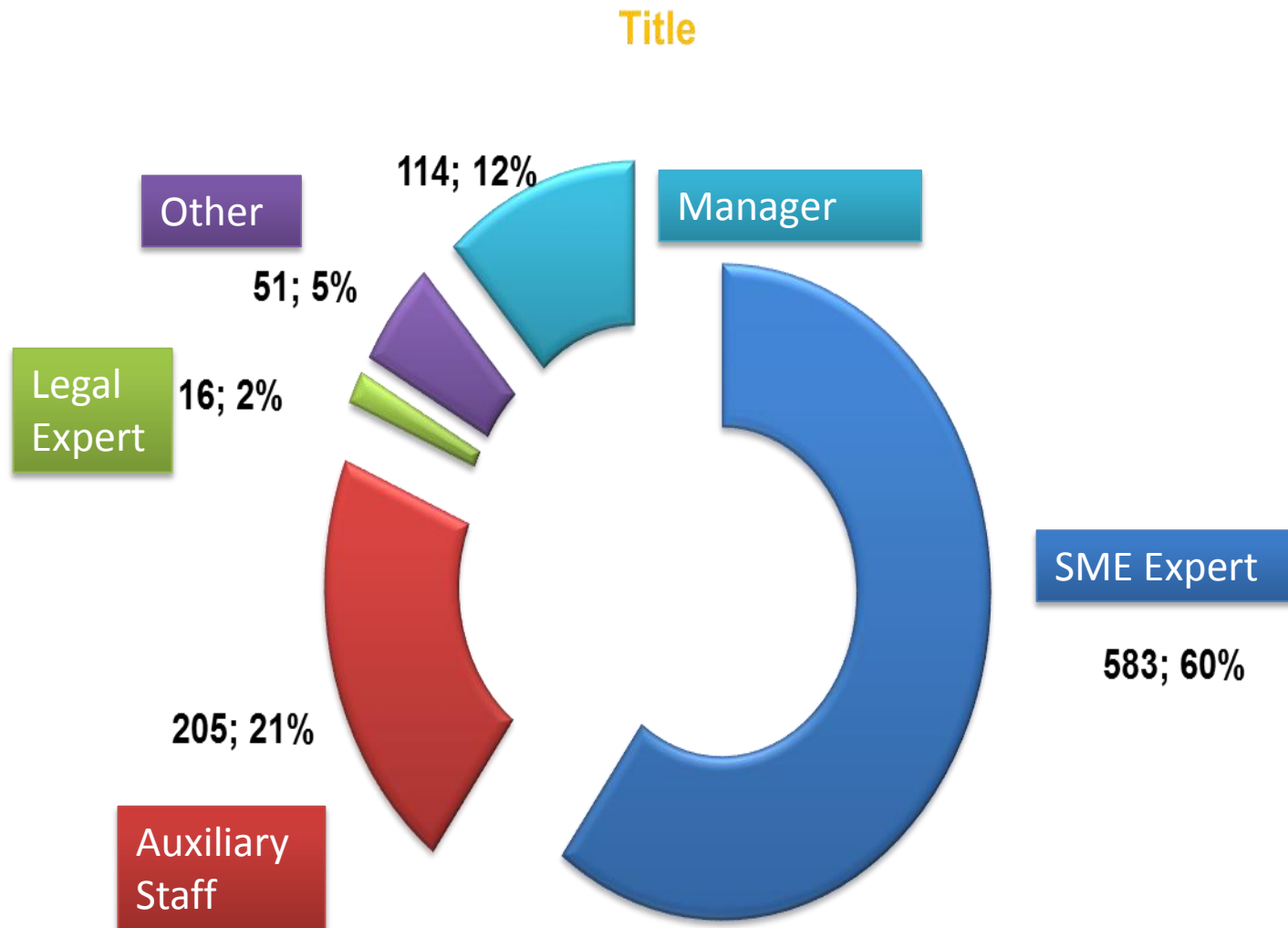


# FUNCTIONAL CYCLE OF PRESIDENCY UNITS



# HR STRUCTURE OF KOSGEB

Number of Employees: 969



# KOSGEB's Target Group



## Aim of KOSGEB's Target Group's Enlargement

- KOSGEB: "National Responsible Authority for SMEs"
- Supporting of «high value-added sectors»

	Before 2009	After 2009
Sector	Manufacturing Industry	Industry, Service and Trade
SME Number	400 Thousand	3,2 Million



Service Center Located Turkish Cities



2009 > 33  
2011 > 66  
2013 > 81



# SME Definition in Turkey



## What is an SME?









- Less than 250 employees
- Less than 20 million USD annual net sales or annual revenue

Type	Employees	Revenue (million USD)	Net Sales (million USD)
Micro	<10	$\leq 1$	$\leq 1$
Small	<50	$\leq 4$	$\leq 4$
Medium	<250	$\leq 20$	$\leq 20$

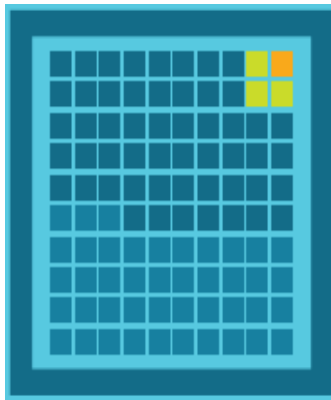
# Importance of SMEs






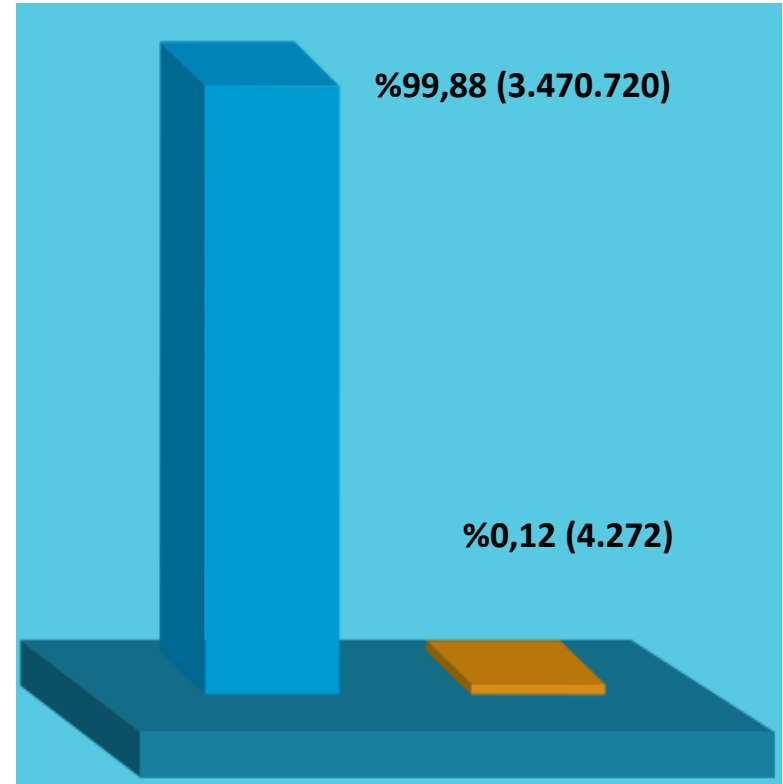
Share in economy;



-  %99,88 of total enterpsies
-  %76 of total employment
-  %53 of total added value
-  %63 of total sales
-  %54 of total investments
-  %62,6 of total exports
-  %25,6 of total credits
-  %36,8 of total commercial R&Ds

Scale



-  **0,69** Medium (50-249)
-  **4,78** Small (10-49)
-  **94,40** Micro (1-9)

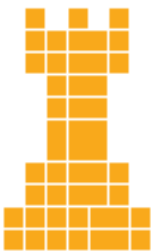


-  1-249 SME
-  250+ Large Enterprise

# KOSGEB Strategic Plan (2011 – 2015 )



**Vision:** To be a model organization in the world, which is effective in determining SME and entrepreneurship policies, which encourages the SMEs to undertake an important role in global market



**Mission:** Increasing the exporting capacities of SMEs  
Providing access to the valuable information and the networks

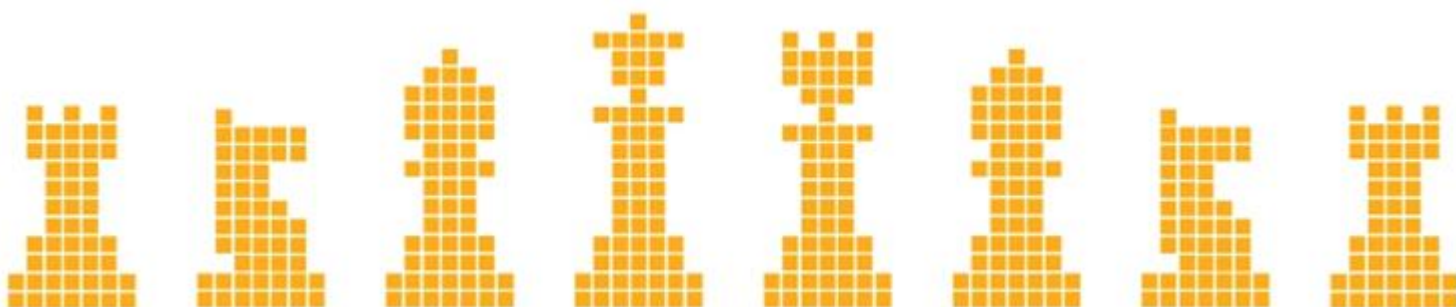
- Internationalization of SMEs
- Increasing the innovation levels

# KOSGEB Strategic Plan (2011 – 2015 )

## Strategic Objectives
















- SO 1. IMPROVING AND SUPPORTING ENTREPRENEURSHIP
- SO 2. IMPROVING SMES' R&D AND INNOVATION CAPACITY
- SO 3. IMPROVING MANAGERIAL SKILLS AND INSTITUTIONAL PROFICIENCY OF SMES
- SO 4. ENSURING CONTINUOUS TRAININGS FOR PROVIDING HIGH QUALITY SERVICE

**Total objectives : 13**



# KOSGEB Portal → [kds.kosgeb.gov.tr](http://kds.kosgeb.gov.tr)

- online
- needs-based
- user friendly
- realtime

 intranet	 support	 loans credits
 e-mail	 statute	 accounting
 human resources	 purchase	 service procurement
 inventory stock	 monitoring	 integrated information
 awarding	 distant training	 calendar

## KOSGEB SUPPOTS AND SERVICES

**SUPPORTS  
WITHIN THE  
KOSGEB  
SUPPORT  
REGULATION**

**CREDIT  
SUPPORTS**

**LABORATORY  
SERVICES**

**INFORMATION  
AND  
GUIDANCE  
SERVICES**

## KOSGEB SUPPORTS



# KOSGEB SUPPORTS

## SUPPORTS UNDER KOSGEB REGULATION

SME PROJECT SUPPORT PROGRAMME

THEMATIC PROJECT SUPPORT PROGRAMME

COOPERATION- COLLABORATION  
SUPPORT PROGRAMME

R&D, INNOVATION AND INDUSTRIAL PRACTICE  
SUPPORT PROGRAMME

ENTREPRENEURSHIP SUPPORT PROGRAMME

GENERAL SUPPORT PROGRAMME

EMERGING ENTERPRISES MARKET SME  
SUPPORT PROGRAMME

## SUPPORTS UNDER CREDIT PROGRAMMES

EMPLOYMENT CREDITS

EXPORT CREDITS

MACHINERY & EQUIPMENT CREDITS

EMERGENCY STATE SUPPORT CREDITS

ENTERPRISE CAPITAL SUPPORT CREDITS



# 1. SME Project Support Program

## Aim :

- Promoting projects developed in order to attain flexible solutions to enterprise specific problems,
- Establishment of project culture and consciousness at SMEs,
- Improving project making capacity of SMEs

## Program ve Project Limits

Project Duration



6 – 24 months (+12 months)

Support Limit



75.000 USD (grant)

Support Ratio



1. and 2. Region % 50  
3., 4., 5. and 6. Region % 60

## 2. Cooperation Collaboration Support Program

### Aim :

- “Common solutions for common problems”
- At least 5 business come together to enhance their capacity and competitiveness, Benefiting from economies of scale to provide resource-conserving, Developing cooperation culture

### Program ve Project Limits

Project Duration



6 – 24 months (+12 months)

Support Limit



125.000 USD (grant)  
250.000 USD (reimbursable)

Support Ratio



1. and 2. Region % 50  
3., 4., 5. and 6. Region % 60

# 3. R&D, Innovation and Industrial Implementation Support Program



## Aim:

To support the potential enterprises wishing to establish their own technologically oriented enterprise and existing SMEs wishing to add a technological dimension to their ongoing activities

- Developing SMEs and entrepreneurs possessing new ideas and inventions based on science and technology,
- Supporting innovation activities,
- Commercializing results of R&D and Innovation Projects

### 3. R&D, Innovation and Industrial Implementation Support P.



<b>R&amp;D INNOVATION SUPPORT PROGRAMME</b>		<b>Upper Limit (USD)</b>	<b>Support Ratio (%)</b>
<b>Workshop Allocation Support</b>		<b>No Charge- Totally Free</b>	
<b>Rent Support</b>		<b>6.000</b>	<b>75</b>
<b>Machinery, Equipment, Raw Material, Software &amp; Service Costs Support (Grant)</b>		<b>50.000</b>	<b>75</b>
<b>Machinery, Equipment, Raw Material, Software &amp; Service Costs Support (Soft Loan)</b>		<b>100.000</b>	<b>75</b>
<b>Staff Costs Support</b>		<b>50.000</b>	<b>75</b>
<b>Seed Capital Support</b>		<b>10.000</b>	<b>100</b>
<b>Project Development Supports</b>	<b>Consultancy Support</b>	<b>12.500</b>	<b>75</b>
	<b>Training Support</b>	<b>2.500</b>	
	<b>Industrial and Intellectual Property Rights Support</b>	<b>12.500</b>	
	<b>Project Publicity Support</b>	<b>2.500</b>	
	<b>Foreign Fair, Congress, Conference, Technological Cooperation Support</b>	<b>7.500</b>	
	<b>Test, Analysis and Calibration Support</b>	<b>12.500</b>	
<b>INDUSTRIAL IMPLEMENTATION PROGRAMME</b>		<b>Upper Limit (USD)</b>	<b>Support Ratio (%)</b>
<b>Rent Support</b>		<b>9.000</b>	<b>75</b>
<b>Staff Costs Support</b>		<b>50.000</b>	<b>75</b>
<b>Machinery, Equipment, Raw Material, Software And Service Costs Support</b>		<b>75.000</b>	<b>75</b>
<b>Machinery, Equipment, Raw Material, Software And Service</b>		<b>100.000</b>	<b>75</b>

# 4. Thematic Project Support Program



## Aim :

- Ensure compliance of SMEs with national and international legislation and the priorities
- Promoting professional organizations for developing projects for the benefit of SMEs

Thematic Program Based on Call		Professional Organization Project Support Program
Project Duration	KOSGEB determines by call itself	24 months (+ 12 months)
Support Ratio		1. ve 2. region %50 3., 4., 5. ve 6. region % 60
Support Limit		75.000 USD (grant)

# 5. Entrepreneurship Support Programme

## Aim :

- To support entrepreneurship
- To spread the culture of entrepreneurship
- To establish successful and sustainable enterprises
- To develop entrepreneurship with establishing business incubators

## Sub-Programs

1. Business Start-up Training
2. New Entrepreneur Support
3. Business Plan Award
4. Business Incubator Support

## 6. Emerging Enterprises Market SME Support Program



### Aim :

- Ensuring being processed in the Borsa Istanbul (BIST) Emerging Enterprises Market and providing opportunity to procure funds from capital markets

Sup Topics	Limits (USD)	Ratio %
Market counselor consultancy fee, commission to intermediary fee	30.000	75
Independent auditing service fee	10.000	75
Capital Market Board (SPK) registration fee, Borsa Istanbul (BIST) Market Emerging Enterprises Market List acceptance fee Central registration establishment expenditure	5.000	100
Comission to the intermediary body	5.000	75

# 7. General Support Program

## Aim:

- Enabling SMEs to produce high quality and efficient goods/services, encouraging general enterprise development activities of the SMEs, promoting marketing activities of SMEs in order to expand their domestic and international market shares

GENERAL SUPPORT PROGRAM SUPPORTS		LIMITS (USD)	SUPPORT RATIO (%)
1	Support for participating in the industrial fairs	30.000	% 50 % 60
2	Support for participation trips abroad	10.000	
3	Promotion support	10.000	
4	Matching support	15.000	
5	Qualified personnel support	20.000	
6	Consultancy support	15.000	
7	Training support	10.000	
8	Energy efficiency support	30.000	
9	Design support	15.000	
10	Industrial property rights support	20.000	
11	Certification support	10.000	
12	Support for general test-analysis, calibration and test-analysis related to CE marking	20.000	
13	Independent Audit Support	10.000	



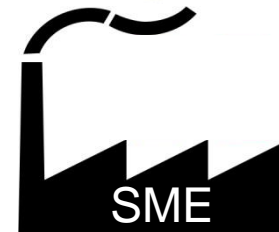
## KOSGEB CREDIT SUPPORTS



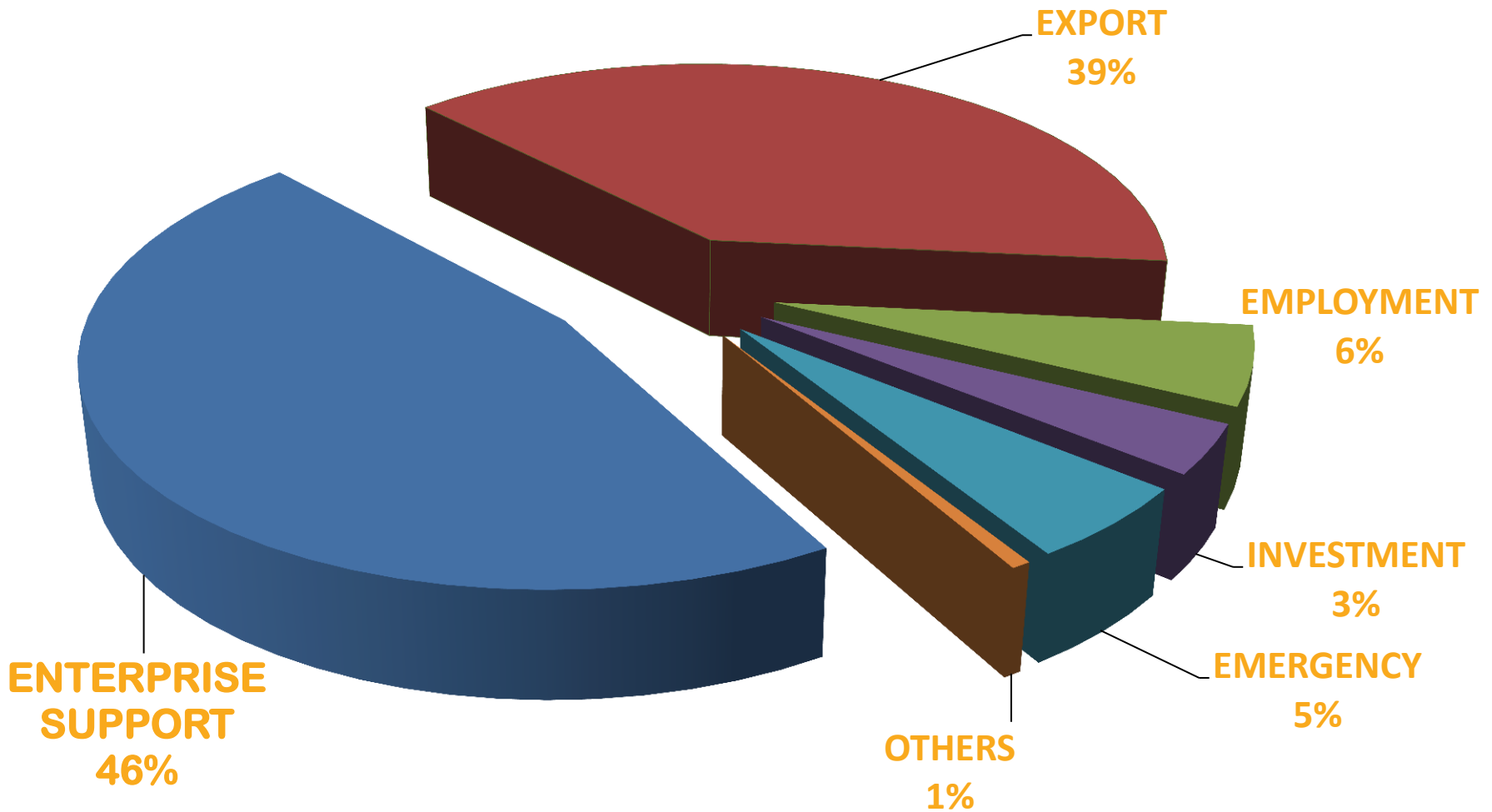
# STRATEGIES OF KOSGEB CREDIT SUPPORT PROGRAMMES



- KOSGEB covers the interest rate
- Banks cover the risk
- On-line implementing & monitoring
- KGF became a part of the Protocols



# Distribution of SME Credit Programs





## **KGF A.S.**

The Fund has been created to provide security for bank loans given to the SMEs.

## **THE KGF'S PRIORITIES IN EVALUATION**

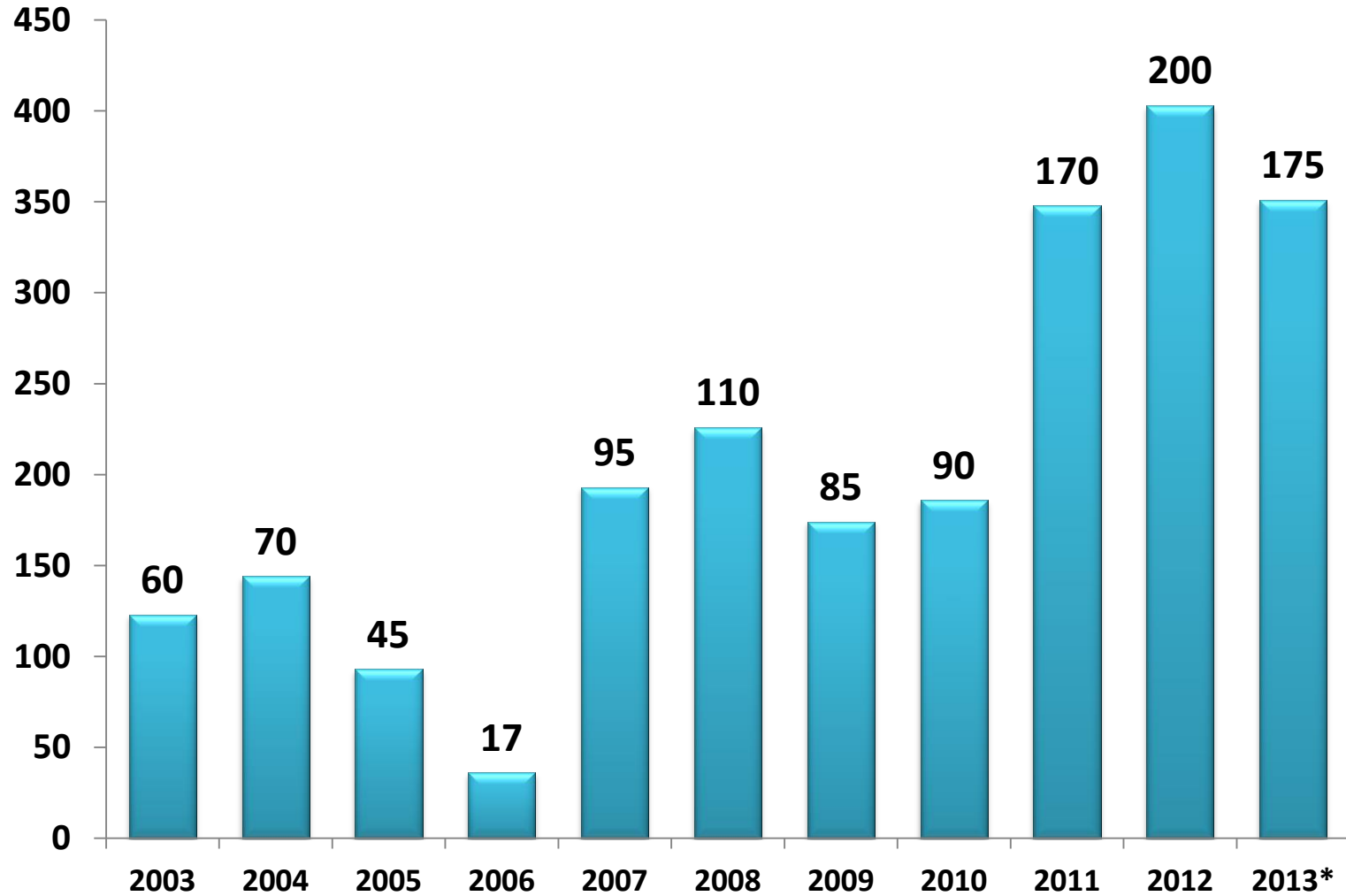
### **SMEs**

young entrepreneurs /  
women entrepreneurs  
profitable / realizable  
/achievable  
management team  
employment  
acceptable risks  
environmentally-conscious

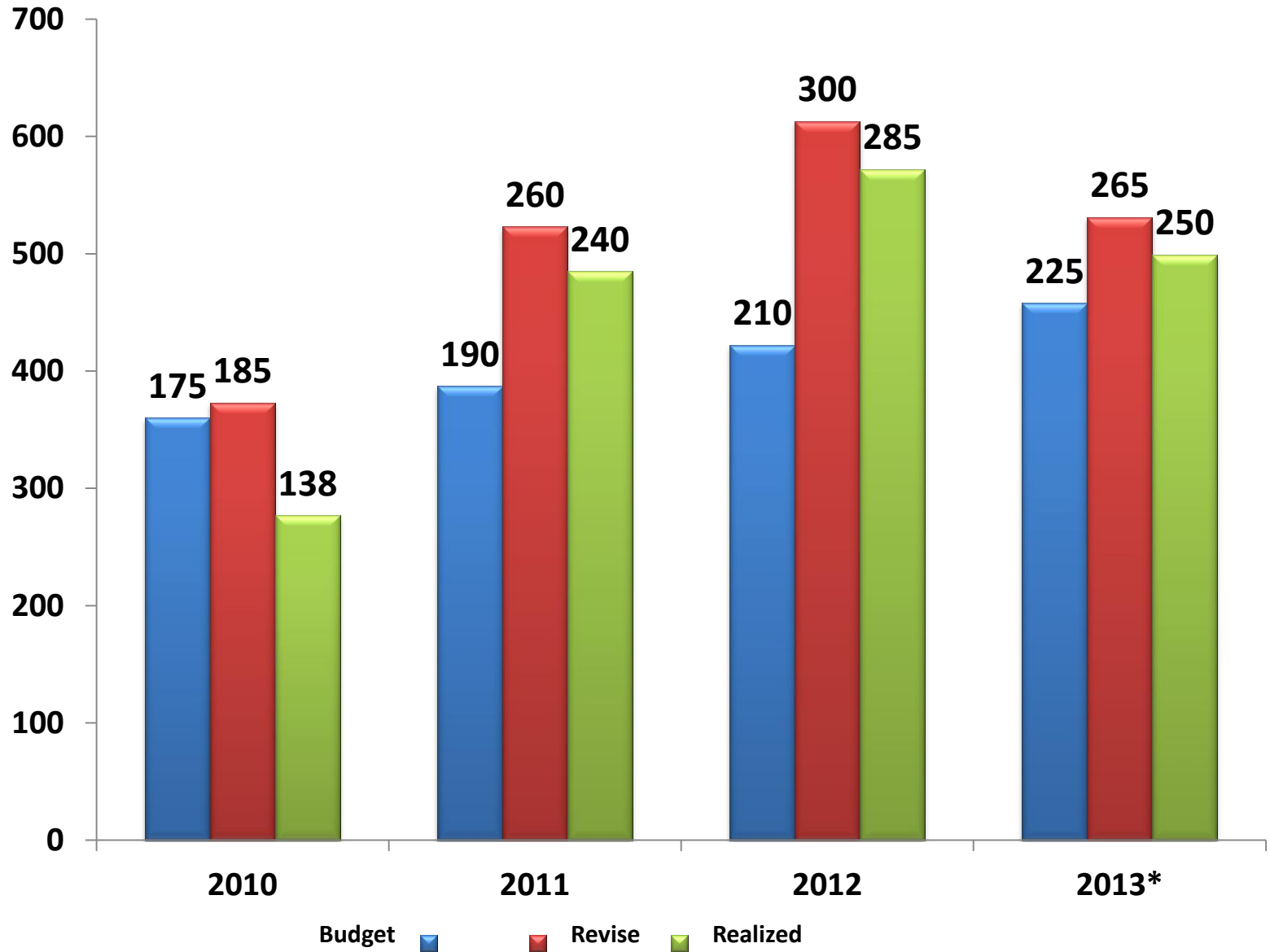
## SUPPORT REALIZATIONS



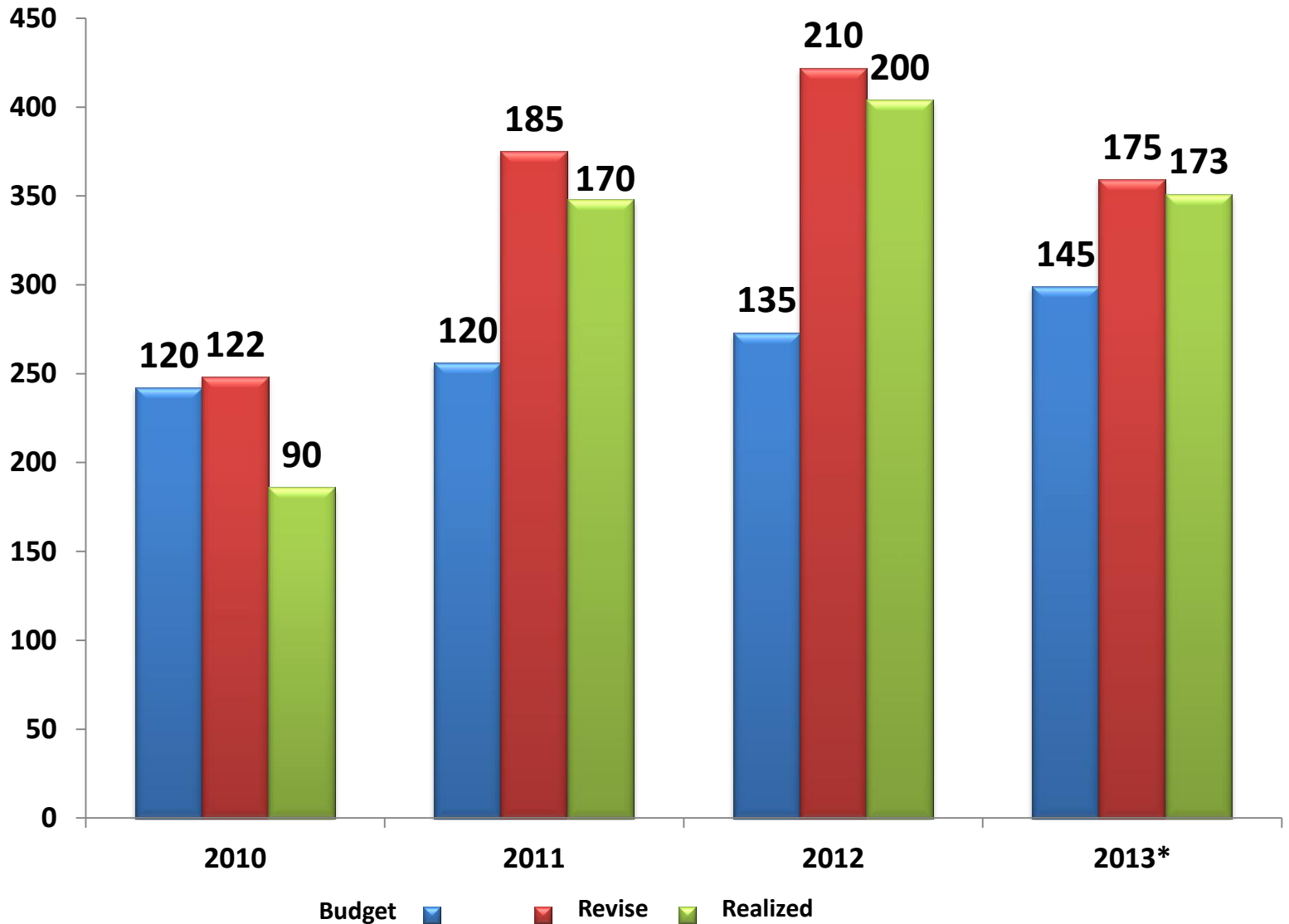
## 2003 – 2013 Support Amounts (million USD)



## 2010 – 2013 General Budget Realization (million USD)



## 2010 - 2013 Support Budget Realization (million USD)





## Realized KOSGEB SME Credit Programs (2003 - 2013)

Program Name	Number of SMEs	Credit Amount	KOSGEB Subsidy	Created Employment
		Million (USD)	Million (USD)	
Enterprise Development	168.800	2.711,68	309,01	0
Export	23.557	3.002,02	68,39	0
Employment	7.908	331,90	82,91	30.386
Investment	2.144	208,03	40,64	2.237
Emergency	7.392	299,25	59,78	0
Others	2.145	34,13	4,62	0
<b>Total</b>	<b>211.946</b>	<b>6.587,01</b>	<b>565,35</b>	<b>32.623</b>

## LABORATORY SERVICES

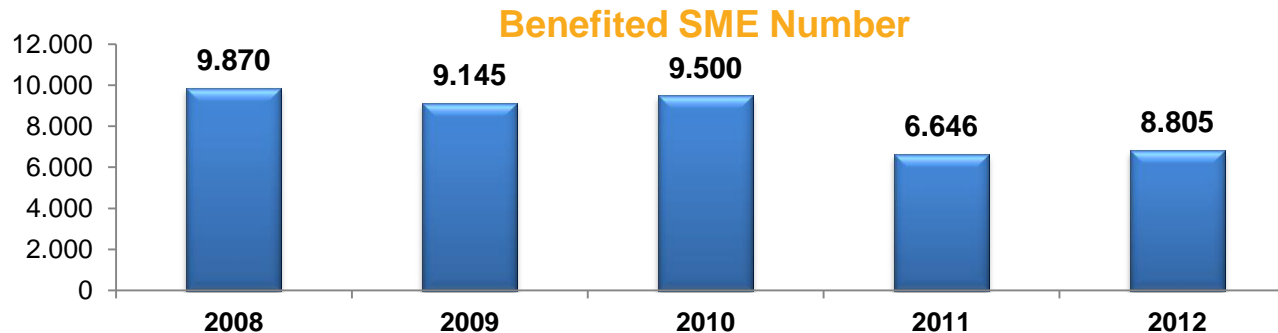


# Laboratory Services

## 1. KOSGEB Laboratories

To provide sustainable test and analysis services for SMEs KOSGEB has 11 Laboratories

- ❑ For metal engineering
- ❑ For plastic and oil based engineering
- ❑ For environment and eco-textile engineering



## 2. Esim A.Ş.

- Consulting and certification services (international certification/accreditation) for the electrical and electronics sector of SMEs
- KOSGEB has joined in partnership in 1999
- The SME's also benefit from KOSGEB Support Services in accordance with the Support Regulations of KOSGEB

**INFORMATION  
AND GUIDANCE SERVICES**



# Information and Guidance Services

## 1. KOSGEB Call Center **444 1 567**



- 7 days 24 hours working Call Center
  - Real time information with tax number or id number
  - SMS based system
- 

## 2. WEB Site **[www.kosgeb.gov.tr](http://www.kosgeb.gov.tr)**



- Online Registration
  - KOBİ Portal
  - E-SME
  - E-Personnel Affairs
  - Internationally Awarded System
- 

## 3. Erupean SME Network (**CIP-EEN**)



- Internationalizaiton, cooperation, and innovaiton services for SMEs
- KOSGEB is coordinating 5 of 7 centers

# INTERNATIONAL RELATIONS



## BILATERAL RELATION

- MoUs with 42 counterparts from 36 countries
- Experience Sharing Programs
- SME Expert Exchange Programs

## MULTILATERAL RELATIONS

- EU Relations (COSME, European SME Week, SBA, EEN, IPA)
- OECD Activities (Entrepreneurship and SME Working Group)
- CICA (Sub Economic Group)
- ECO (Entrepreneurship and SME Steering Committee)
- ICO (COMCEC, ICCIA, SESRIC)
- BSEC (SME Working Group)
- D-8 (SME Task Force)



**THANK YOU**