

‘WELCOME TO TURKEY’

BULGARIA



Erasmus+



SPAIN



SCOTLAND



ITALY



GREECE





Erasmus+

***WHERE CAN A
YOUNG ENTREPRENEUR
GET
FINANCIAL SUPPORT ?***



✓ *You decided to set up your own business, so you are entrepreneurs now.*

✓ *You need financial support. **Which institutions can you get financial support from?***



Which institutions can you get financial support from in Turkey?

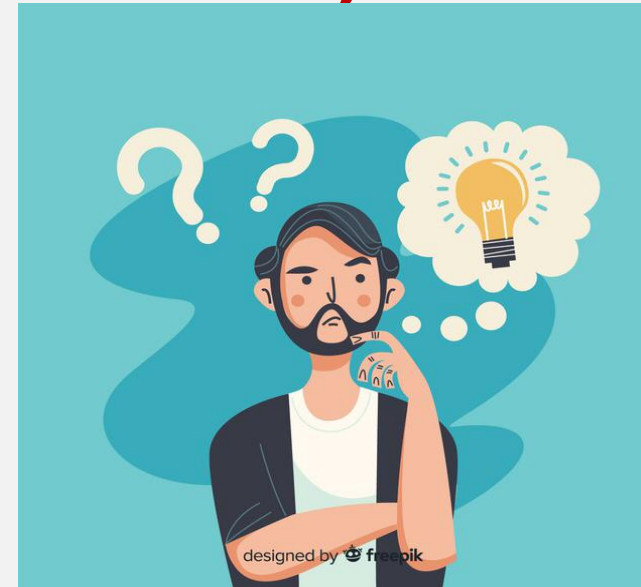
(Except from fundings of Banks and Ministry of Trade)

1- KOSGEB (TURKEY [State Supported])

2- ISGEM (TURKEY [State Supported])

3- ERASMUS FOR YOUNG ENTREPRENEURS (EU-Turkey)

4-MELEK (ANGEL) INVESTORS (International)



1-KOSGEB

Small and Medium Enterprises Development and Support Administration

- **KOSGEB** supports entrepreneurs who want to start a new business and want to extend their current business in Turkey.
- **KOSGEB** Entrepreneurs Loan is a support given to entrepreneurs who want to start a new business as grant + loan under certain conditions. The aim of this program is to support entrepreneurship, make it widespread and establish successful businesses, which is the main factor in the solution of economic development and employment problems



'THE THINGS THAT WE HAVE TO DO TO GET LOAN FROM KOSGEB'

2018-1-ES01-KA229-050819-5

- **Entrepreneurship Education:** We need to complete education provided by our foundation. After this education, you'll get **a certificate from KOSGEB.**
- **Company Establishment:** After the certificate that you take, you can establish your company. When the companies are established without certificate; or rather, the establishment of the company without certification will deprive them of this loan.
- **Company Partnership Structure:** The established company can have shareholders. Even 30% of your share is enough to involve in the establishment of the company.

‘THE THINGS THAT WE HAVE TO DO TO GET LOAN FROM KOSGEB’

- **Support Rate :** There is a support rate of **%60 for male** entrepreneurs and **%70 for female** entrepreneurs.
- **How and when the financial support can be received?** You must get your all expenditure invoices that you will spend for your company. **By sending your expenses to KOSGEB, within 2-3 months you will take this expenditure costs back from KOSGEB.** But we have to state that VAT won't be included in this. **Note: You can't sell the fixtures for 3 years that you bought for your company.**



ENTREPRENEURSHIP

HOW CAN YOU APPLY FOR AN ENTREPRENEURSHIP LOAN FROM KOSGEB?



2018-1-ES01-KA229-050819-5

Citizens of the Republic of Turkey who are over the age of 18 and people who receive applied training support or business start-up consultancy training given by KOSGEB

Young entrepreneurs who have participated in and graduated from the development program of young entrepreneurs organized by the institution at the university borders,

‘New KOSGEB Entrepreneur Support’

SUPPORT FACTOR	TOP LIMIT (TL)	SUPPORT RATE (%) (Region 1, 2)	SUPPORT RATE (%) (Region 3, 4, 5, and 6)
Business Organization Support	2.000		
Establishment Period Machinery, Equipment, Office Hardware and Software Support	(No repayment) 18.000	60	70
Operating Expenses Support	30.000	80% is applied for Woman Entrepreneurs, War Veterans, First degree martyr relatives and Disabled Entrepreneurs.	90% is applied for Woman Entrepreneurs, War Veterans, First degree martyr relatives and Disabled Entrepreneurs.
Total of Non Repayment Supports	50.000		
Fixed Investment Support	(With repayment) 100.000		

- ❖ **2.000 (two thousand) TL support is provided for business establishment expenses without repayment**
- ❖ **At the Establishment Period, within the scope of Machinery, Equipment, Office Hardware and Software Support, a support of 18,000 (eighteen thousand) TL is provided for machinery, equipment, software and office equipment purchased / to be purchased within 24 (twenty four) months from the date of establishment of the business with a no re-payment.**
- ❖ **Within the scope of Operating Expenses Support, a maximum of 5,000 TL per month and 30,000 (thirty thousand) TL are provided for workplace rental and personnel net wages appeared within 24 (twenty four) months from the establishment date of the enterprise.**

- ❖ ***In the establishment Period*** Machine, Equipment, Software and Office Equipment Support and Operating Expenses Support upper limits; can be increased up to 50% (fifty) by Board Decision if it is needed in order not to exceed the total cost of the upper limits determined for these support elements. In this case, the upper limit of the Machinery, Equipment, Software and Office Equipment Support for the Establishment Period cannot exceed 27,000 (twenty-seventy thousand) TL, the upper limit of the Operational Expenses Support cannot exceed 45,000 (forty-five thousand) TL and the total of the upper limit of both supports cannot exceed 48,000 (forty-eight thousand) TL.
- ❖ ***Within the scope of Fixed Investment Support***, 100,000 (one hundred thousand) TL support is provided for the machinery, equipment and software purchased / to be purchased within 24 (twenty four) months from the date of establishment.

APPLIED ENTREPRENEURSHIP EDUCATION OF KOSGEB



Applied Entrepreneurship Education, in line with the general goal of expanding the entrepreneurship culture in the country and establishing successful businesses; it is organized in collaboration with **KOSGEB** and stakeholder institutions/organizations in order for entrepreneurs to have knowledge and skills in starting and running business, to become aware of their roles and responsibilities in this process and to gain knowledge and experience that can prepare a business plan for their own business ideas.

One of the prerequisites for applying to New Entrepreneur Support is to complete this education.

Applied Entrepreneurship Educations are provided free of charge to everyone.



BUSINESS PLAN AWARD BY KOSGEB



*In case entrepreneurship is given as a separate course by the higher education institutions within the formal education system, **25,000(twenty five thousand) TL to the most successful business plan holder, 20,000 (twenty thousand) TL to the second, 15,000 (fifteen thousand) TL to the third is granted**, provided that they have established their business from the students who have taken the first three degrees among the students who have taken this course as a result of the award winning competitions organized by **KOSGEB** and the relevant university.*

*Also, as a result of awarding/non-awarding the competitions, approved by KOSGEB, organized by domestic or overseas organizations, for their offers, their business ideas/business models/business plans, to competitors who have entered the top three, **for businesses or existing businesses to be established in Turkey,100.000(up to one hundred thousand) TL can be awarded.***

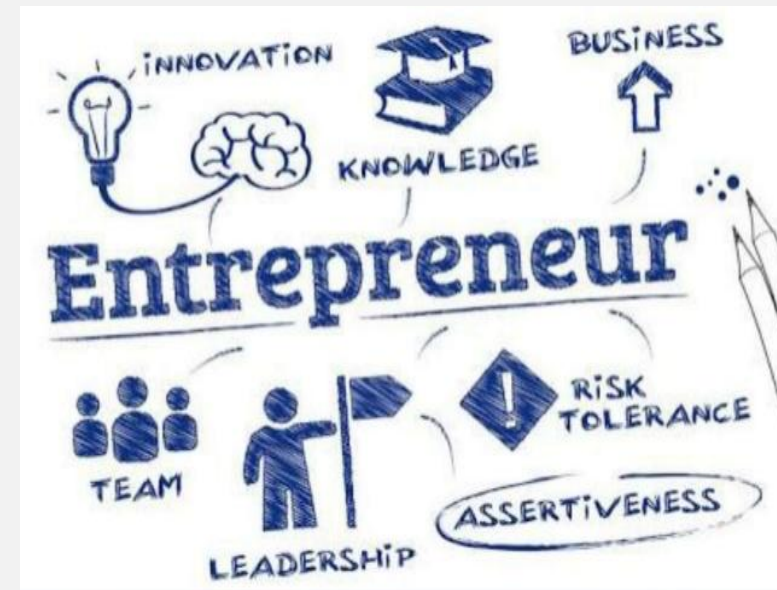
2- **iŞGEM** (BUSSINESS DEVELOPMENT CENTER)

- **iŞGEM** (**Business Development Centre**) is a subsidiary of **KOSGEB**. It is a business establishment model that supports and facilitates the new entrepreneurs starting a business, and minimizes the risks enterprises face at the beginning stages. Among the entrepreneurs within its organization, people who have started a business within 1 year can benefit from **iŞGEM** support.



TRADITIONAL ENTREPRENEUR SUPPORT by KOSGEB

This support is provided to enterprises established within the last year as of the date of application and in the status of real persons without re-payment within the scope of the organization support.



TRADITIONAL ENTREPRENEUR SUPPORT by KOSGEB

	Established enterprises with the statue of real person	Established enterprises with the statue of equity company
Establishment Support	5.000 TL	10.000 TL
	For first performance period	For second performance period
Performance Support	-5.000 TL for enterprises which total number of premium days are 180-539	-5.000 tl for enterprises which total number of premium days are 360-1079
	-10.000 TL for enterprises which total number of premium days are 540-1079	-15.000 tl for enterprises which total number TL of premium days are 1080-1439
	- 20.000 TL for enterprises which total number of premium days are 1080 and above	-20.000 tl for enterprises which total number TL of premium days are 1440 and above

*** For the enterprise that reaches the minimum premium number of days; and *in case of entrepreneur's being young, female, disabled, veterans or first degree martyr in the case of the next of kin of the entrepreneur, 5.000 TL is added by İŞGEM to the amounts determined during each performance period.***



Advanced Entrepreneurial Machine Equipment And Software Support

	Support Amount	Support Rate*
Low Medium-Low Technology Level	100.000TL	% 75
Medium High Technology Level	200.000TL	
High Technology Level	300.000TL	

* The machinery, equipment and software decided to support; 15% is added to the support rate if it is received in accordance with the Domestic Goods Communiqué SGM 2014/35 numbered and discriminated in the up to date Official Gazette dated 13/09/2014 and numbered 29118 by the Ministry of Industry and Technology.

Advanced Entrepreneurial Mentorship, Consultancy And Business Coaching

	Support Amount	Support Rate
Mentorship And Business Coaching Support	10.000TL	% 75

European Commission Entrepreneurship 2020 Action Plan

This plan belongs to the European Commission it is based on three important pillars: To increase Europe's entrepreneurial potential, remove barriers to entrepreneurs and to spread the entrepreneurial culture:

- Entrepreneurship training and practice to support business development and growth.***
- Removing existing management barriers and supporting entrepreneurs in the business world.***
- The rejuvenation of entrepreneurship culture in Europe and the protection of new generation entrepreneurs.***

The entrepreneurship Action Plan aims to enable member states and participating countries to develop their own support services for their entrepreneurs. In this way, good practices will be transferred; new tools and methodologies will be developed to help create surplus value.

Are you thinking of starting your own business? Or you already have a successful business and want to open up to the new markets and get new ideas?

Erasmus For Young Entrepreneurs is just for you...

Erasmus for Young **Entrepreneurs** is a two way entrepreneur exchange program funded by the **European Union**. This program is supported by grant. With this Erasmus Program for Young Entrepreneurs, it is aimed to:

- **Bring together new entrepreneurs and experienced business.**
- **Opportunity to mature the business idea of the entrepreneur in the business where he will be a guest, the possibility of internationalization**
- **Support host businesses in R&D**
- **Create a natural business network**
- **Ensure the mobility of intermediary national organizations.**



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3- ERASMUS FOR YOUNG ENTREPRENEURS

Main Objectives of Erasmus for Young Entrepreneurs Program

The general objective of **Erasmus for Young Entrepreneurs** is to facilitate exchanges of experience, learning and networking for new EU entrepreneurs by means of working with an experienced entrepreneur in another EU country.

- **To provide new entrepreneurs with management skills**
- **To help experienced entrepreneurs develop their own business plans / activities with their experience**
- **To contribute to business learning by working with host entrepreneurs in specific business projects**
- **To encourage host entrepreneurs to research, develop and test new business concepts, to support new entrepreneurs ' ideas about products and services**
- **To increase entrepreneurship awareness in order to increase the potential of the European Single Market and internationalize it.**
- **Intensify business relations and networks between entrepreneurs in different participating countries** with the aim of internationalizing SMEs and disseminating innovative products and methods in the European Single Market.

Young entrepreneurs may participate in the Erasmus program as a new entrepreneur or host entrepreneur.

ERASMUS FOR YOUNG ENTREPRENEURS

New Entrepreneurs:

- They are entrepreneurs who plan to start a company or set up their company within three years. There is no age and sector restrictions.

Host Entrepreneurs:

- Entrepreneurs whose companies have been operating for more than three years can benefit from the Program as a Home Entrepreneur and can train and train new entrepreneurs from EU countries. Host entrepreneurs can take advantage of the current information and new ideas of new entrepreneurs regarding the services or products they offer with this program.

Once online applications are accepted, they are carried out through local contact points.

Digital Entrepreneurship

- **A Pan-European awareness campaign (Watify) and Euromenters Union have been established to promote digital entrepreneurship.** These structures support European entrepreneurs and help them understand the opportunities that digital technology offers to entrepreneurs. Experiences about the business development potential of digital SMEs, the challenges they face, how to overcome them and how to use social media are shared on the Watify platform

Melek Investors Association



Supports for Entrepreneurs With No Money.

Everyone wants to set up their own business.

Turkey is full of entrepreneurs who have business idea and who can't find financial support for

those. Many business ideas do not go beyond the project phase because of lack of sufficient capital.

The number of projects which can remediate this problem and provide capital support to

entrepreneurs is increasing day by day. **KOSGEB**

and development agencies providing capital support to entrepreneurs are leading the most

important institutions. Recently, a new one

has been added to these supports ; Turkey

Melek Investors Association.

4-MELEK(ANGEL) INVESTORS

- **MELEK INVESTORS ASSOCIATION WILL SUPPORT BUSINESS IDEAS**

Melek Investors Association was established to reach entrepreneurs who have idea but no money. On the one hand, there are entrepreneurs who have a business idea but have no money, and on the other hand, there are investors who have money and want to make the right investments.

- - **Is it the only capital Support provided to entrepreneurs in Melek investment?**
- **In Melek investment, mentoring is more important than money.** Entrepreneurs should also benefit from the experience of the Melek investor. When a partnership is established only by giving money, this business becomes stock purchase. But **in Melek investment, the golden rule is that you will both give money and share your knowledge.** You will find your experiences how to do business, how to discover markets.

- - **What are top priorities in projects supported by Melek investors?**
- Melek investors look for the person who can manage the process properly rather than the business idea. When they find the right man to manage, they transfer both their capital and experience to that person and his project.
- - **How much is the capital support given to the projects?**
- Melek Investors generally support business projects that require capital of 10 thousand to 500 thousand dollars.
- - **How will those who have a business idea reach their projects to Melek Investors?**
- Applications can be made on the institution's website.
- CV

Be simple: Prepare in a clear and understandable way that you can share with your family at the dinner table.

Be practical : Your plan shouldn't be like a book, prove that the work can be used in daily life practice.

Be sincere : Don't forget, muscles and eyes don't lie.

Prepare well for the presentation : Make the presentation to your mother, father, friends and mirrors repeatedly.

Talk to the Devil's lawyers : Let the experienced people that you trust in their mind around you lower the boom on you regarding your idea and plan. Let no questions left not be asked.

Show your self-confidence : Your control over the subject must be understood from the way you sit, your posture and the way you answer during the presentation.

Faith : If you don't believe in your plan unconditionally, then why should

**THINGS TO BE
CAREFUL
ABOUT WHEN
FACING AN
INVESTOR**

We visited some institutions that support the entrepreneurs in Aksaray

On 11/11/2019 A group of students from Erasmus+ project went to see the assistant secretary general Ayhan Üymez from **Aksaray Chamber of Commerce** and Industry to learn how to get a money source & sponsor for our brand that is called Miss Soaps and then they were directed to see Hakan Koçak the **Manager of the Small and Medium Industry Development Organisation**.



On 13/11/2019, our Erasmus + students were informed by Hakan Koçak, the manager of **Aksaray Small and Medium Industry Development Organization (KOSGEB)**, about how they could find money source & sponsors for our soap brand.





Thanks for watching!