

MODERNIZATION OF BORDER CROSSING

POINTS IN TURKEY:

New Prospects for Silk Road Region and Joint Border Crossing Model

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Why is it necessary to modernize the border crossing points of Turkey?

- ✓ The existing ineffective and inefficient structure needs to be changed to a new one with modern facilities and technological innovations.
- ✓ Turkey's foreign trade has reached at \$ 330 billion, in 2008.
- ✓ 40 % of Turkey's foreign trade is conducted through the border crossing points.

The Union of Chambers and Commodity Exchanges of Turkey – TOBB

- ✓ Highest level representative of Turkish private sector.
- ✓ 1.3 million members





What is GTI?

- ✓ GTI is a private company incorporated in 2005 in order to modernize and operate border gates in Turkey.
- ✓ Totally owned by Turkish Chambers and their federation, TOBB.
- ✓ Operations are based on PPP projects where economic benefit is greater than private profits.
 - ✓ Private sector's efficiency and profit-seeking principle and public service consciousness is delicately balanced.

How GTI Operates?

- ✓ Operates with the model “Build-Operate-Transfer” → no burden for public treasury
 - ✓ Build: All investment by TOBB GTI
 - ✓ Operate: Operation of commercial facilities***
 - ✓ Transfer: Transfer of facilities to the public free of charge

*** Operation of only commercial facilities; customs procedures are still undertaken by Customs Authorities



B-O-T Model

- ✓ Concession agreement
 - ✓ Cost of the project
 - ✓ Concession period
 - ✓ Rights and responsibilities
 - ✓ Project Finance

First Step for the Facilitation of Border Crossings

- ✓ Modernized and operating 6 border gates in Turkey.
 - ✓ Kapıkule (TR-Bulgaria)
 - ✓ Hamzabeyli (TR-Bulgaria)
 - ✓ İpsala (TR-Greece)
 - ✓ Habur (TR-Iraq)
 - ✓ Cilvegözü (TR-Syria)
 - ✓ Sarp (TR-Georgia)

KAPIKULE BORDER GATE (TR - BULGARIA)

Before Modernization

After Modernization



HABUR BORDER GATE (TR - IRAQ)

Before Modernization

After Modernization



CILVEGOZU BORDER GATE (TR - SYRIA)

Before Modernization

After Modernization



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SARP BORDER GATE (TR - GEORGIA)

Before Modernization

After Modernization



HAMZABEYLİ BORDER GATE (TR - BULGARIA)

Before Modernization

After Modernization



İPSALA BORDER GATE (TR - GREECE)

Before Modernization

After Modernization



Customs and Tourism Enterprises (GTI)
has invested
\$190.000.000
by its own capital
to the modernization projects until now.

\$17.000.000
of tax has been paid to the government.

First Step for the Facilitation of Border Crossings

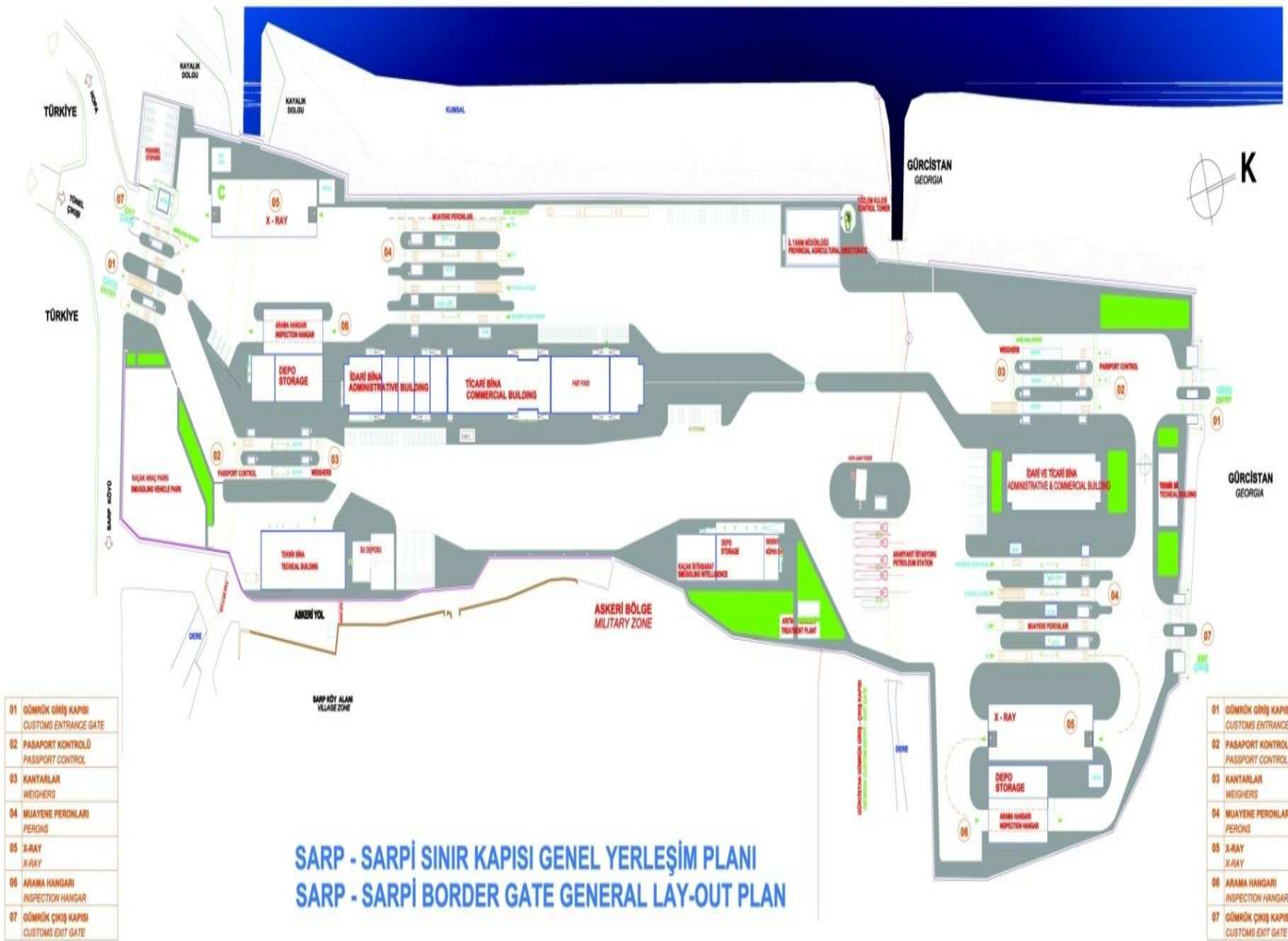
- ✓ Commissioned to take over 9 additional border gates.
 - ✓ Dereköy – BULGARIA - Kırklareli
 - ✓ Nusaybin - SYRIA - Mardin
 - ✓ Akçakale - SYRIA - Şanlıurfa
 - ✓ Öncüpınar – SYRIA - Kilis
 - ✓ Yayladağı - SYRIA - Hatay
 - ✓ Karkamış - SYRIA – Gaziantep
 - ✓ Esendere – IRAN – Hakkari
 - ✓ Dilucu – AZERBAIJAN – Iğdır
 - ✓ Türkgözü – GEORGIA - Ardahan



Second Step for the Facilitation of Border–Crossings

Turkey – Georgia Joint Border Crossing Model

Joint Border Crossing at Sarp-Sarpi



SARP - SARPİ SINIR KAPISI GENEL YERLEŞİM PLANI
SARP - SARPİ BORDER GATE GENERAL LAY-OUT PLAN

01	GÜMRÜK GİRİŞ KAPISI CUSTOMS ENTRANCE GATE
02	PASAPORT KONTROLÜ PASSPORT CONTROL
03	KANTARLAR WEIGHERS
04	MUAYENE PERONLARI PERONS
05	X-RAY X-RAY
06	ARAMA HANGARI INSPECTION HANGAR
07	GÜMRÜK ÇIKIŞ KAPISI CUSTOMS EXIT GATE

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What is Joint Border Crossing Model? (JBCM)

- ✓ One border gate, two teams from both countries acting together
- ✓ Objective is to **eliminate redundancies**:
- ✓ Joint and single control of certificates. No duplications



Why JBCM?

- ✓ In the next 5 years, demand over border crossing points is expected to increase extremely
 - ✓ More **efficient** crossings will also stimulate demand
- ✓ Joint Border Crossing Model is the ideal solution to meet the increasing demand
 - ✓ With the realization of the project, **60-70 % of decrease** in the **BORDER WAITING TIME** is expected.
 - ✓ Capacity will increase threefold.

Why JBCM?

- ✓ Investment and operational **costs** will get significantly **lower**.
- ✓ Joint model is the most suitable model for many of the neighbouring countries.

Outcomes of the Projects

- ✓ Effective fight with smuggling and illegal traffic
- ✓ User satisfaction (driver, officer, passenger)
- ✓ More rapid and effective service
 - ✓ No more queues
 - ✓ Process time decreased from 30 minutes to 10 minutes

Highlights

- ✓ Huge investments by TOBB GTI instead of the public budget
- ✓ Tax revenue for the public
- ✓ Only the commercial facilities are operated
- ✓ GTI Know-How:
 - ✓ BOT Model
 - ✓ Construction
 - ✓ Architecture of Border Gates

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TOBB



Thank You...