Another side of the Story

Syrian Crisis
Burden or Opportunity

Fuat OZHARAT
March 2018 - Amman
OVERVIEW

- **351,058** registered refugees
- **Roughly 60,000** unregistered refugees (waiting for the registration process, registered in another city)
- Only %7 percent of all refugees live in the refugee camps.

<table>
<thead>
<tr>
<th>Population</th>
<th>Syrian Refugees</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>TURKEY</td>
<td>79,814,871</td>
<td>3,406,912</td>
</tr>
<tr>
<td>GAZİANTEP</td>
<td>1,874,244</td>
<td>351,058</td>
</tr>
</tbody>
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Approach of Gaziantep to the Syrian Refugee Crisis

- GMM migration policy has a humanitarian approach based on social justice and human rights for refugees and host community.
- In order to cope with the challenges as a municipality we expanded our traditional responsibilities and established a comprehensive ‘refugee policy’ based on:
  - Social cohesion
  - Employment
  - Education
  - Housing
  - Health Care
  - Equal Municipal Services
GAZIANTEP METROPOLITAN MUNICIPALITY REFUGEE RESPONSE

- Directorate of Migration Office
- Ensar Community Center
- Temporary Education Center for Syrian Children
- Social Research Center (Sarmer)
- Art And Vocational Training Centers (Gasmek)
- Municipal Hospital
- Women Shelter
- Sada Women Only Center
- Social Assistance Program
WHERE ARE WE NOW?

- 2011  79 Businesses
- 2017  10,000+
- 2011-2016  $334 Million in 6033 Formal establishments
- 2017  $ 90 Million in 2000 Additional

- 74%  Micro
- 24%  Small
- 2%  Medium

Micro  10 employees
Small  10-50
Medium  50-250
WHERE ARE WE NOW?

• Average Revenue $463.201 /yr
• 39% Wholesale & Retail
• 19% Manufacturing
• 10% Catering & Accommodation
• 31% Others
BUSINESS PROFILE

• 67% University or Higher
• 10% Total Syrians in Turkey

CONTRIBUTIONS & OPPORTUNITIES

• On average Syrian SMEs employ 9.4 people
• 55% of SMEs will hire more (8.2 on average within 12 months)
PRIMARY TRADE ZONES

- 39% Regional Trade
- 23% Turkish Market
- 23% Refugee Market

OPPORTUNITIES

- 39% Will open New Businesses
- 76% Will Keep businesses after War
CHALLENGES

• 40% Language Barrier
• 73% Never Bid on Procurements
• 43% Interested in Bidding on Procurement
• Need of capital with in 12 months on Average $300,000

NEED of TRAINING

• Marketing
• Customer Service
• Import Export Laws
• Management