

11 January 2002

Baskan Gida obtains 35 million dollar financing

Victor Politis, President of PRI Project Development, stated that the Turkish private sector is very attractive for international sources of financing and said, "The private sector should not wait for Ankara to take the initiative. If they do, they will lose even more business."

A press conference was held yesterday at the Hilton Hotel about the \$35 million financing that Giresun-based Baskan Gida received from international banks. Politis, who spoke at the press conference, emphasized that Turkish firms should seek financing from international markets. Politis also mentioned that obtaining international financing requires a complicated process and added that the Turk Eximbank should focus its operations on providing performance guarantees to exporters. Politis said, "Eximbank is competing with commercial banks. It should instead be there to insure the performance of good exporters. If that were possible, the export sector would enjoy a high growth rate."

Pessimism: the biggest enemy of the economy

Politis stated that pessimism is the biggest enemy in emerging economies and said, "Pessimism is probably the worst single enemy of an economy. Thinking negative when you have everything is very bad. Waiting for Ankara to come up with initiatives to support the private sector is the worst approach." Politis noted that the most important thing when looking for financing in international markets is to convince international banks that there is no political risk involved in investing in Turkey. Politis also talked about the family business concept and elaborated that it is very difficult in such structures for different people to reach consensus. He also expressed that the Turkish market is actually a good market for the foreign banks.

Export to 26 countries

At a speech he made at the press conference, Baskan Gida Executive Board member Ismet Baskan stated that they obtained the 35 million dollar facility from international markets without providing any local bank guarantees but with the image they created. Mr. Baskan also stated that Baskan Gida was established in 1953, exports to 26 countries and has always been one of the 10 largest exporters in the country.