



GOODWILL AND COOPERATION AGREEMENT between Horgos International Chamber of Commerce (“KHORCOS ICC”) and IDEC Istanbul Digital Economy Club (“IDEC”)

霍尔果斯国际商会(“霍尔果斯 ICC”)与 IDEC 伊斯坦布尔数字经济俱乐部(“IDEC”)商誉与合作协议

Istanbul Digital Economy Club has been authorized by the Republic of Türkiye Ministry of Interior, Directorate General for Relations with Civil Society, with the registration number 34-291-056.

伊斯坦布尔数字经济俱乐部已获得土耳其共和国内政部与公民社会关系总局的授权, 注册号为 34-291-056。

Preamble

前言

Recognizing the strategic importance of Horgos as a vital dry port facilitating trade between China and Kazakhstan and the potential it offers as a gateway for Turkish companies to access the Chinese market, Horgos ICC and IDEC (hereinafter referred to as “the Parties”) enter into this Goodwill and Cooperation Agreement.

鉴于霍尔果斯作为促进中国和哈萨克斯坦之间贸易的重要陆港的战略重要性, 以及它作为土耳其公司进入中国市场的门户的潜力, 霍尔果斯市国际贸易商会和 IDEC (以下简称“双方”) 达成本商誉与合作协议。

The purpose of this agreement is to establish a collaborative framework to enhance trade, investment, and business activities between Türkiye and KHORCOS leveraging KHORCOS as a key logistics and storage hub.

该协议的目的是建立一个合作框架, 以加强土耳其和霍尔果斯之间的贸易、投资和商业活动, 充分利用霍尔果斯作为一个重要的物流和仓储中心。

Article 1 – Objectives

第一条-目标

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Beyoğlu / İstanbul Türkiye

<https://www.ideclub.org>

1. To facilitate the presence of Turkish companies in KHORCOS that want to open up to the Chinese market by producing in KHORCOS , by providing guidance, logistical support and networking opportunities.
- 1.通过在霍尔果斯生产、提供指导、后勤支持和网络机会，为希望打开中国市场的土耳其企业在霍尔果斯提供便利。
2. To position KHORCOS as a strategic storage and logistics hub for Turkish businesses seeking to enter the Chinese market.
- 2.将霍尔果斯定位为寻求进入中国市场的土耳其企业的战略仓储和物流中心。
3. To promote awareness of KHORCOS ' advantages among Turkish public institutions, private sector entities and business organizations
- 3.促进土耳其公共机构、私营部门实体和商业组织对霍尔果斯优势的认识。
4. To develop initiatives that enhance trade, investment and digital economic activities between Türkiye andKHORCOS
- 5.制定加强<s:1>基耶省与霍尔果斯之间贸易、投资和数字经济活动的倡议。
6. To foster knowledge-sharing and capacity-building activities for Turkish businesses regarding the benefits of theKHORCOS Free Trade Zone.
- 6.促进土耳其企业就霍尔果斯自由贸易区的好处进行知识共享和能力建设活动。

Article 2 – Scope of Cooperation

第二条合作范围

1. **Business Delegations & Trade Missions**
 - o Organizing regular trade delegations and business missions from Türkiye to KHORCOS to explore trade and investment opportunities.
 - o Hosting reciprocal visits from Chinese businesses and stakeholders to Türkiye to strengthen bilateral trade relations.
 - o 商务代表团和贸易代表团 定期组织<s:1>基耶省贸易代表团和商务代表团前往霍尔果斯，探索贸易和投资机会。举办中国企业和利益相关方赴越南进行互访，加强双边贸易关系。
2. **Investment and Business Facilitation**

- o Providing Turkish businesses with necessary information and guidance regarding regulatory frameworks, incentives, and business setup procedures in the KHORCOS Free Trade Zone.
- o Establishing a support office or representative desk in KHORCOS to assist Turkish enterprises with logistics, warehousing, and trade operations.
- o 投资和商业便利化 为土耳其企业提供有关霍尔果斯自由贸易区监管框架、激励措施和商业设立程序的必要信息和指导。在霍尔果斯设立支持办事处或代表处，协助土耳其企业开展物流、仓储和贸易业务。

3. Promotion and Public Awareness

- o Conducting joint promotional campaigns, forums and conferences in Türkiye and China to highlight the benefits of KHORCOS as a trade hub.
- o Engaging with Turkish government agencies, business associations and media to enhance awareness of trade opportunities in KHORCOS.
- o 推广和公众意识 在霍尔果斯和中国开展联合推广活动、论坛和会议，以突出霍尔果斯作为贸易中心的好处。与土耳其政府机构、商业协会和媒体合作，提高对霍尔果斯贸易机会的认识。

4. Logistics and Supply Chain Collaboration

- o Exploring strategic partnerships with logistics firms to optimize supply chain solutions for Turkish companies using KHORCOS as a distribution center.
- o Identifying key sectors that can benefit from KHORCOS' logistical advantages, such as consumer goods, textiles, automotive, food and agriculture.
- o 物流与供应链合作 探索与物流公司的战略合作伙伴关系，为以霍尔果斯为配送中心的土耳其公司优化供应链解决方案。确定可以从霍尔果斯物流优势中受益的关键行业，如消费品、纺织品、汽车、食品和农业。

5. Digital Economy and E-Commerce

- o Collaborating on digital trade initiatives and cross-border e-commerce solutions to facilitate Turkish exports to China.
- o Developing online platforms to connect Turkish and Chinese businesses for trade and investment opportunities.
- o 数字经济与电子商务 合作开展数字贸易倡议和跨境电子商务解决方案，促进土耳其对中国的出口。发展在线平台，为土耳其和中国企业提供贸易和投资机会。

Article 3 – Implementation Mechanism

The Parties shall establish a joint working committee to oversee the implementation of this agreement and coordinate activities.

1. Regular progress meetings shall be held to review achievements and explore new opportunities.

- Both Parties agree to support each other in securing necessary approvals from relevant authorities to facilitate smooth cooperation.
- This agreement shall remain in effect for an initial period of three (3) years, with an automatic renewal unless otherwise terminated by either Party with prior notice.

第三条-执行机制 双方应成立联合工作委员会, 监督本协议的执行并协调活动。定期召开进度会议, 回顾成果, 探索新机遇。双方同意相互支持对方获得相关部门的必要批准, 以促进合作顺利进行。本协议初始有效期为三(3)年, 并可自动续期, 除非任一方另行通知终止本协议。

Article 4 – Miscellaneous Provisions

- This agreement does not create any legally binding obligations but rather serves as a framework for cooperation.
- Any amendments to this agreement shall be made in writing and agreed upon by both Parties.

3.Disputes arising from the interpretation or implementation of this agreement shall be resolved amicably through consultations.

第4条-杂项规定 本协议不产生任何具有法律约束力的义务, 而是作为合作框架。对本协议的任何修改均应以书面形式进行, 并经双方同意。在解释或执行本协议过程中产生的争议, 应通过友好协商解决。

Signed on this ___4 day of ___15___, 2025, in the presence of authorized representatives:

本协议于 2025 年 __4__ 月 __15__ 日在授权代表出席的情况下签署:

KHORCOS CHAMBER OF INTERNATIONAL COMMERCE:

Name: 霍尔果斯国际贸易商会

Position: _____

Signature: _____



_For IDEC Istanbul Digital Economy Club:

Name: _____

Position: _____

Signature: _____



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