6th World Conference of Trade Promotion Organizations

Beratiye ONCU
Deputy Secretary General of IGEME- TURKEY
12-13 March 2007
Buenos Aires, Argentina
Turkey’s Trade and Economic Relations with Balkan Countries and Balkan Regional Center for Trade Promotion (BCTP)
Main Social and Economic Indicators of Turkey

Population ..................... 72.9 million (2006)
GNP ................................. 381 Billion US$ (2006)
GNP Growth rate ............ 5 % (2006)
Foreign Trade Volume .. 222.1 billion US $ (2006)
Exports .......................... 85.1 billion US $ (2006)
<table>
<thead>
<tr>
<th>Year</th>
<th>GNP (Current Price) (billion USD)</th>
<th>GNP Per Capita (Current Price-USD)</th>
<th>Growth (Real) (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>182,6</td>
<td>2.623</td>
<td>7,9</td>
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<tr>
<td>2003</td>
<td>239,2</td>
<td>3.383</td>
<td>5,9</td>
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<tr>
<td>2004</td>
<td>299,5</td>
<td>4.172</td>
<td>9,9</td>
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<tr>
<td>2005</td>
<td>361,4</td>
<td>5.008</td>
<td>7,6</td>
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<td>2006</td>
<td>381</td>
<td>5.216</td>
<td>5,0</td>
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Source: Turkish Statistical Institution (TURKSTAT)
### Foreign Trade Figures

<table>
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<tr>
<th></th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
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<th>2004</th>
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<tbody>
<tr>
<td><strong>EXPORTS</strong></td>
<td>27.775</td>
<td>31.334</td>
<td>36.059</td>
<td>47.253</td>
<td>63.167</td>
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<td><strong>IMPORTS</strong></td>
<td>54.503</td>
<td>41.399</td>
<td>51.554</td>
<td>69.340</td>
<td>97.540</td>
<td>116.774</td>
<td>137.032</td>
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<td><strong>FOREIGN TRADE VOLUME</strong></td>
<td>82.278</td>
<td>72.733</td>
<td>87.613</td>
<td>116.593</td>
<td>160.707</td>
<td>190.251</td>
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<td><strong>BALANCE</strong></td>
<td>-26.728</td>
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<td>-22.087</td>
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<td>69,9</td>
<td>68,1</td>
<td>64,8</td>
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<td><strong>EXPORTS / GNP</strong></td>
<td>13,9</td>
<td>21,5</td>
<td>19,9</td>
<td>19,8</td>
<td>21,1</td>
<td>20,4</td>
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<td>28,4</td>
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<td>32,6</td>
<td>32,4</td>
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</table>
• Establishment of the Customs Union with the EU (Jan. 1996)

• Turkey was granted candidate status to the EU in the Helsinki Summit, December 1999

• Founding member of the WTO (1995)
1990’s: Political and Economic reforms in Balkans

The main targets of these reforms:

- Establishment of free market economies
- Privatization of the public enterprises
- Liberalization of foreign trade regimes
- Modernization of the industrial infrastructure
The historical and cultural ties

Long-standing friendly and good neighborly relations
Turkey’s Policies Towards the Balkan Countries

Agreements:

- Trade and Economical Cooperation Agreements
- Agreements on Reciprocal Promotion and Protection of Investments
- Agreements on Avoidance of Double Taxation
- Free Trade Agreements
Turkey’s Policies Towards the Balkan Countries

- Joint Economic Commission Meetings
- Joint Committee Meetings
Turkey’s Policies Towards the Balkan Countries

The Turkish Eximbank Credits
The Strategy of Neighboring and Surrounding Countries: 50 countries from the Balkans, Middle East Central Asia, Eastern Europe and the North Africa regions
The Strategy of Neighboring and Surrounding Countries:

Participating in the regional platforms:

- Balkan Regional Center for Trade Promotion (BCTP)
- Association of Balkan Chambers (ABC)
- Stability Pact
- Southeast European Cooperative Initiative (SECI)
- Organization of the Black Sea Economic Cooperation (BSEC)
The Strategy of Neighboring and Surrounding Countries:

Trade Promotion Activities:
- Trade Delegation Programs
- Buyers Missions
- Trade Fair Participations
- Business Council Meetings
## Trade Figures Between Turkey and Balkan Countries (Million $)

<table>
<thead>
<tr>
<th>Country</th>
<th>2004</th>
<th></th>
<th></th>
<th>2005</th>
<th></th>
<th></th>
<th>2006</th>
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<tr>
<td></td>
<td>Import</td>
<td>Export</td>
<td>Volume</td>
<td>Import</td>
<td>Export</td>
<td>Volume</td>
<td>Import</td>
<td>Export</td>
<td>Volume</td>
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<tr>
<td>GREECE</td>
<td>594</td>
<td>1.171</td>
<td>1.765</td>
<td>727</td>
<td>1.126</td>
<td>1.853</td>
<td>1.039</td>
<td>1.598</td>
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<td>ROMANIA</td>
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<td>1.235</td>
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<td>2.284</td>
<td>1.784</td>
<td>4068</td>
<td>2.618</td>
<td>2.341</td>
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<tr>
<td>BULGARIA</td>
<td>959</td>
<td>894</td>
<td>1.853</td>
<td>1.190</td>
<td>1.179</td>
<td>2.369</td>
<td>1.639</td>
<td>1.242</td>
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<td>ALBANIA</td>
<td>16</td>
<td>161</td>
<td>177</td>
<td>16</td>
<td>191</td>
<td>207</td>
<td>12</td>
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<td>225</td>
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<td>S &amp; M</td>
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<td>118</td>
<td>153</td>
<td>85</td>
<td>168</td>
<td>253</td>
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<td>SERBIA</td>
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<td>40</td>
<td>264</td>
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<td>MONTENEGRO</td>
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<td>-</td>
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<td>0,7</td>
<td>7</td>
<td>7,7</td>
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<td>MACEDONIA</td>
<td>52</td>
<td>149</td>
<td>201</td>
<td>52</td>
<td>162</td>
<td>214</td>
<td>56</td>
<td>171</td>
<td>227</td>
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<td>CROATIA</td>
<td>35</td>
<td>118</td>
<td>153</td>
<td>85</td>
<td>167</td>
<td>252</td>
<td>60</td>
<td>213</td>
<td>273</td>
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<tr>
<td>BOSNIA - HERZEGOVINA</td>
<td>11</td>
<td>99</td>
<td>110</td>
<td>15</td>
<td>128</td>
<td>143</td>
<td>9</td>
<td>150</td>
<td>159</td>
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</table>
BALKAN REGIONAL CENTER FOR TRADE PROMOTION
Date of Establishment: October 13, 1998

(Summit of Heads of State and Government of SEE Countries, 12-13 October, Antalya)

Main Targets:

- Strengthening the trade relations and economic cooperation in the region
- Increasing the share of Balkan Countries in world trade
Counterpart Organizations:

- Business and Investment Agency (ALBINVEST) Tirana
- SME Promotion Agency (BSMEPA) Sofia
- Foreign Trade Board (HEPO) Athens
- Economic Chamber (MEC) Skopje
- Trade Promotion Center (RTPC) Bucharest
- Export Promotion Center (IGEME) Ankara
- Ministry for Economic Development Podgorica
- Investment and Export Promotion Agency (SIEPA) Belgrade
Permanent Secretariat of BCTP → IGEME

Chairmanship (on rotation basis):

<table>
<thead>
<tr>
<th>Year</th>
<th>Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>1999</td>
<td>HEPO (Foreign Trade Board, Athens)</td>
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<tr>
<td>2000</td>
<td>IGEME (Export Promotion Center, Ankara)</td>
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<tr>
<td>2001</td>
<td>HEPO (Foreign Trade Board, Athens)</td>
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<td>2002</td>
<td>BTPA (Trade Promotion Agency, Sofia)</td>
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<td>2003</td>
<td>CRCE (Foreign Trade Center, Bucharest)</td>
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<td>2004</td>
<td>MEC (Economic Chamber, Skopje)</td>
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<td>2005</td>
<td>IGEME (Export Promotion Center, Ankara)</td>
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<td>2006</td>
<td>RTPC (Trade Promotion Center, Bucharest)</td>
</tr>
<tr>
<td>2007</td>
<td>HEPO (Foreign Trade Board, Athens)</td>
</tr>
</tbody>
</table>
Main Activities of BCTP

- Publication of the Balkan Trade Bulletin (twice a year)
- Operation of BCTP web page ([www.balkantrade.org](http://www.balkantrade.org))
- Seminars for the staff of counterpart organizations
- Info-stand participation in international fairs
- Seminars on “Business Management System” for businessmen
BCTP WEB SITE

www.balkantrade.org

Counterpart Organizations
Country Information
Trade Events
Company Database
Contents

- Export strategies, foreign trade regimes, social and economic situations in member countries
- Promising sectors
- Lists of international fairs
- Trade inquiries

➢ Published twice a year

➢ Worldwide Distribution
  - by post
  - via internet (BCTP web page)
  - international fairs etc.

➢ Matchmaking the Trade Offers
  (export, import, joint venture, agent, distributor, wholesaler)
INFO-STAND PARTICIPATION IN INTERNATIONAL FAIRS IN MEMBER COUNTRIES

- International Plovdiv Fair
- International Fair in Skopje
- International Izmir Fair
- International Thessaloniki Fair
- TIB International Bucharest Fair
PROJECT: “INCREASING COMPETITIVENESS OF SMES IN THE BALKAN COUNTRIES, STRENGTHENING COOPERATION AND TRADE RELATIONS OF TURKEY WITH BALKAN COUNTRIES”

CONTENT

- SEMINARS ON “BUSINESS MANAGEMENT SYSTEM” IN ROMANIA, BULGARIA AND ALBANIA

- SEMINAR ON “TRADE AND INVESTMENT OPPORTUNITIES IN BALKANS” AND “PLATFORM FOR COOPERATION” IN ISTANBUL

FINANCED BY: The Turkish Government and UNDP

SEMINARS ON “BUSINESS MANAGEMENT SYSTEM”

- 25-26 May 2005, Bucharest, ROMANIA
- 13-14 September 2005, Tirana, ALBANIA
- 29-30 November 2005, Sofia, BULGARIA

Total Participants: 150 company representatives
PROJECT: “INCREASING COMPETITIVENESS OF SMES IN THE BALKAN COUNTRIES, STRENGTHENING COOPERATION AND TRADE RELATIONS OF TURKEY WITH BALKAN COUNTRIES”

SEMINAR ON “TRADE AND INVESTMENT OPPORTUNITIES IN BALKANS” AND “PLATFORM FOR COOPERATION”

9-11 November 2005, Istanbul

Content of the Program

- Seminar on “Trade and Investment Opportunities in Balkans” (9-10 November 2005) 248 participants

- Visit to Trade Fairs (10 November 2005) (11th Istanbul Packaging Industry Fair, Istanbul 5th Food Industries Fair, Istanbul 2nd Food and Beverage Technologies Fair, Istanbul WATECO 2005-Water-Environmental Technologies, Sanitary Installations and Infrastructure Fair)

- Matchmaking Program (Business Meetings) (11 November 2005) Participants: 207 businessmen from the Balkan Countries
PRIME MINISTRY
UNDERSECRETARIAT
FOR FOREIGN TRADE

THANK YOU
EXPORT PROMOTION CENTER OF TURKEY

www.igeme.gov.tr