



6th World Conference of Trade Promotion Organizations

Beratiye ONCU

Deputy Secretary General of IGEME- TURKEY

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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)
Imports	137 billion US \$ (2006)



Gross National Product

	GNP (Current Price) (billion USD)	GNP Per Capita (Current Price- USD)	Growth (Real) (%)
2002	182,6	2.623	7,9
2003	239,2	3.383	5,9
2004	299,5	4.172	9,9
2005	361,4	5.008	7,6
2006	381	5.216	5,0

Source: Turkish Statistical Institution (TURKSTAT)



Foreign Trade Figures

	2000	2001	2002	2003	2004	2005	2006
EXPORTS	27.775	31.334	36.059	47.253	63.167	73.476	85.142
IMPORTS	54.503	41.399	51.554	69.340	97.540	116.774	137.032
FOREIGN TRADE VOLUME	82.278	72.733	87.613	116.593	160.707	190.251	222.174
BALANCE	-26.728	-10.065	-15.495	-22.087	-34.373	-43.298	-51,89
EXPORTS/IMPORTS	51,0	75,7	69,9	68,1	64,8	62,9	62
EXPORTS / GNP	13,9	21,5	19,9	19,8	21,1	20,4	22,3
IMPORTS / GNP	27,3	28,4	28,5	29,0	32,6	32,4	35,9



Integration of Turkey to the World Economic System

- 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



Balkans: Gateway to Continental Europe

- 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



Turkey's Policies Towards the Balkan Countries

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



Turkey's Policies Towards the Balkan Countries

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)



Turkey's Policies Towards the Balkan Countries

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 \$)

	2004			2005			2006		
	Import	Export	Volume	Import	Export	Volume	Import	Export	Volume
GREECE	594	1.171	1.765	727	1.126	1.853	1.039	1.598	2.63
ROMANIA	1.699	1.235	2.934	2.284	1.784	4068	2.618	2.341	4.95
BULGARIA	959	894	1.853	1.190	1.179	2.369	1.639	1.242	2.88
ALBANIA	16	161	177	16	191	207	12	213	22
SERBIA & M	35	118	153	85	168	253	-	-	-
SERBIA	-	-	-	-	-	-	40	264	30
MONTENEGRO	-	-	-	-	-	-	0,7	7	7
MACEDONIA	52	149	201	52	162	214	56	171	22
CROATIA	35	118	153	85	167	252	60	213	27
BOSNIA - HERZEGOVINA	11	99	110	15	128	143	9	150	15
TOTAL	3.401	3.945	7.346	4.354	4.905	9.359	5.473	6.199	11.67



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):

- 1999 HEPO (Foreign Trade Board, Athens)**
- 2000 IGEME (Export Promotion Center, Ankara)**
- 2001 HEPO (Foreign Trade Board, Athens)**
- 2002 BTPA (Trade Promotion Agency, Sofia)**
- 2003 CRCE (Foreign Trade Center, Bucharest)**
- 2004 MEC (Economic Chamber, Skopje)**
- 2005 IGEME (Export Promotion Center, Ankara)**
- 2006 RTPC (Trade Promotion Center, Bucharest)**
- 2007 HEPO (Foreign Trade Board, Athens)**



Main Activities of BCTP

- Publication of the Balkan Trade Bulletin (twice a year)
- Operation of BCTP web page (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**

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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
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www.igeme.gov.tr