REGIONAL COOPERATION FOR PROMOTING TRADE IN THE BALKANS

BALKAN REGIONAL CENTER FOR TRADE PROMOTION

12-14 October 2008, The Hague
Balkans: Gateway to Continental Europe

- The historical and cultural ties
- Long-standing friendly and good neighborly relations
Agreements:

- Trade and Economical Cooperation Agreements
- Agreements on Reciprocal Promotion and Protection of Investments
- Agreements on Avoidance of Double Taxation
- Free Trade Agreements
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)
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>GREECE</td>
<td>727</td>
<td>1.126</td>
<td>1.853</td>
<td>1.045</td>
<td>1.603</td>
<td>2.648</td>
<td>950</td>
<td>2.263</td>
<td>3.213</td>
</tr>
<tr>
<td>ROMANIA</td>
<td>2.284</td>
<td>1.784</td>
<td>4068</td>
<td>2.669</td>
<td>2.350</td>
<td>5.019</td>
<td>3.113</td>
<td>3.651</td>
<td>6.764</td>
</tr>
<tr>
<td>BULGARIA</td>
<td>1.190</td>
<td>1.179</td>
<td>2.369</td>
<td>1.663</td>
<td>1.568</td>
<td>3.231</td>
<td>1.950</td>
<td>2.061</td>
<td>4.011</td>
</tr>
<tr>
<td>ALBANIA</td>
<td>16</td>
<td>191</td>
<td>207</td>
<td>13</td>
<td>214</td>
<td>227</td>
<td>24</td>
<td>295</td>
<td>319</td>
</tr>
<tr>
<td>S &amp; M</td>
<td>85</td>
<td>168</td>
<td>253</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>SERBIA</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>49</td>
<td>279</td>
<td>328</td>
<td>71</td>
<td>475</td>
<td>546</td>
</tr>
<tr>
<td>MONTENEGRO</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0,8</td>
<td>7,7</td>
<td>8,5</td>
<td>0,16</td>
<td>19,9</td>
<td>20,06</td>
</tr>
<tr>
<td>MACEDONIA</td>
<td>52</td>
<td>162</td>
<td>214</td>
<td>56</td>
<td>173</td>
<td>229</td>
<td>55</td>
<td>272</td>
<td>327</td>
</tr>
<tr>
<td>BOSNIA&amp; HERZEGOVINA</td>
<td>15</td>
<td>128</td>
<td>143</td>
<td>9</td>
<td>150</td>
<td>159</td>
<td>22</td>
<td>445</td>
<td>467</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>4.369</strong></td>
<td><strong>4.738</strong></td>
<td><strong>9.107</strong></td>
<td><strong>5.505</strong></td>
<td><strong>6.345</strong></td>
<td><strong>11.850</strong></td>
<td><strong>6.185</strong></td>
<td><strong>9.482</strong></td>
<td><strong>15.667</strong></td>
</tr>
</tbody>
</table>
Turkey - Greece Trade Relations
(1000 $)

Exports
Imports
Volume

Turkey - Greece Trade Relations
(1000 $)
Turkey - Bulgaria Trade Relations
(1000 $)
Turkey - Albania Trade Relations
(1000 $)
Turkey - Serbia Trade Relations
(Montenegro included till 2006)
(1000 $)
Turkey - Montenegro Trade Relations
(1000 $)

Exports

Imports

Volume
Turkey - Macedonia Trade Relations
(1000 $)

1999
2000
2001
2002
2003
2004
2005
2006
2007

Exports
Imports
Volume
Turkey – Bosnia & Herzegovina Trade Relations
(1000 $)

Exports | Imports | Volume


Exports: Increase over time.
Imports: Minimal change.
Volume: Significant increase from 2005 onwards.
Balkan countries appear as promising markets for Turkish contracting firms.

**Total value of the projects is about $ 6 billion.**

- Almost $ 3,5 billion of projects were undertaken in Romania.
- Total amount of projects in Bulgaria is about $ 1,5 billion.
- Turkish contracting companies have undertaken 10 projects in Macedonia, the value of which is approximately $ 125 million.
- The number of projects undertaken in Albania by Turkish companies is 15 with a value of $ 352 million.
- Turkish contracting firms have undertaken only 8 projects with a value of $ 3,1 million in Greece.
Date of Establishment: October 13, 1998

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

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
Strengthening the trade relations and economic cooperation in the region

Increasing the share of Balkan Countries in world trade
Permanent Secretariat of BCTP ➞ İGEME

Chairmanship (on rotation basis):

<table>
<thead>
<tr>
<th>Year</th>
<th>Organization</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>1999</td>
<td>HEPO</td>
<td>(Foreign Trade Board, Athens)</td>
</tr>
<tr>
<td>2000</td>
<td>İGEME</td>
<td>(Export Promotion Center, Ankara)</td>
</tr>
<tr>
<td>2001</td>
<td>HEPO</td>
<td>(Foreign Trade Board, Athens)</td>
</tr>
<tr>
<td>2002</td>
<td>BTPA</td>
<td>(Trade Promotion Agency, Sofia)</td>
</tr>
<tr>
<td>2003</td>
<td>CRCE</td>
<td>(Foreign Trade Centre, Bucharest)</td>
</tr>
<tr>
<td>2004</td>
<td>MEC</td>
<td>(Economic Chamber, Skopje)</td>
</tr>
<tr>
<td>2005</td>
<td>İGEME</td>
<td>(Export Promotion Center, Ankara)</td>
</tr>
<tr>
<td>2006</td>
<td>RTPC</td>
<td>(Trade Promotion Center, Bucharest)</td>
</tr>
<tr>
<td>2007</td>
<td>HEPO</td>
<td>(Foreign Trade Board, Athens)</td>
</tr>
<tr>
<td>2008</td>
<td>SIEPA</td>
<td>(Investment and Export Promotion Agency, Belgrade)</td>
</tr>
</tbody>
</table>
MAIN ACTIVITIES

- Publication of the Balkan Trade Bulletin (once a year)
- Operation of BCTP web page (www.balkantrade.org)
- Seminars for the staff of counterpart organizations
- Training and internship programs for the staff of counterpart organizations
- Info-stand participation in international trade fairs
- Seminars for companies in the region
- Organization of business meetings

Annual working program of the Center is approved at the Executive Committee Meetings held each year
- Counterpart Organizations
- Country Information
- Trade Events
- Company Database
- “News” Section
Content

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

Worldwide Distribution

- by post
- via internet (BCTP web page)
- international trade fairs etc.
- Matchmaking the Trade Offers
  (export, import, joint venture, agent, distributor, wholesaler)

15 issues published till today
INFO STAND PARTICIPATION IN INTERNATIONAL TRADE FAIRS

International İzmir Fair, 31 Aug.-9 Sept. 2007

High-tech Innovators Partenariat organized by HEPO 5-6 October 2007, Thessaloniki

International Technical Fair, Bucharest, 2-6 October 2007
MAJOR EVENTS HELD BY BCTP

Seminar on “Business Management System” in Skopje in cooperation with Economic Chamber of Macedonia

Dates: 24-25 November 2004

Number of Participants: 45

Seminar Topics
- Role of Management in International Competitiveness
- Business Definition in Enterprises
- Developing Strategy for Competitiveness (Product Positioning and Market Segmentation)
- Selecting Enterprise Priorities and Strategic Planning
- Conducting Market Potential Studies and Evaluating Markets
- Communication with the Markets
- Prompting and Responding to Sales Inquiries
- Pricing and Quoting
- Setting Up Channels of Distribution
- Negotiating and Preparing Sales Contract
“Increasing Competitiveness of SMEs in the Balkan Countries, Strengthening Cooperation and Trade Relations of Turkey with Balkan Countries”

Part I:
Seminars on Business Management System

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

150 company representatives
Part II:

- International Conference on “Trade and Investment Opportunities in the Balkans”

☐ 9-10 November, 2005 – İstanbul/TURKEY
   248 participants from BCTP countries and BCTP counterpart organizations

- Matchmaking Program “Platform for Cooperation”

☐ 11 November, 2005 – İstanbul/TURKEY
   207 businessmen from the Balkan countries
X. Executive Committee Meeting  
(January 24, 2008, Belgrade )

DECISIONS

- Info-stand participation in international fairs in Istanbul, Thessaloniki, Bucharest and Belgrade
- Exchange of experts and on the job training programs for BCTP staff
- Publication of the special 10th anniversary issue of the Balkan Trade Bulletin
- Organization of a buyer/seller mission in cooperation with TOBB in Istanbul
- Supporting the activities of Association of Balkan Chambers (ABC) in 2008
BALKAN ECONOMIC SUMMIT AND BUYING MISSION IN ISTANBUL

Date: 25-29 November 2008

Organizers:
- Union of Chambers and Commodity Exchanges of Turkey (TOBB)-Chairman of ABC for the year 2008
- Export Promotion Center of Turkey-İGEME

Expected Participants:
Businessmen from BCTP and ABC member countries, highest executives of the related organisations

Matching Fairs:
- Plast Eurasia İstanbul 2008
- İstanbul Rubber 2008
“Balkan Economic Summit and Buying Mission Program” will comprise of the following events:

- A seminar on “The New Investment Environment in the Balkans” organized by TOBB-ABC
- A one day matchmaking event (bilateral meetings) organized by İGEME-BCTP
- Visit to the 18th International Plastic Industries and Rubber 2008 Fairs
BCTP is willing to welcome new members from the Balkan region.

Therefore, related organizations from Bosnia and Herzegovina and Croatia will be invited to the 11th Executive Committee Meeting by the Permanent Secretariat of BCTP, İGEME.

BCTP’s efforts in strengthening the economic and commercial cooperation among the Balkan countries will continue in the forthcoming period.
THANK YOU

Beratiye ÖNCÜ
Secretary General-BCTP
Deputy Secretary General-İGEME
boncu@igeme.gov.tr

UNDERSECRETARIAT OF THE PRIME MINISTRY
FOR FOREIGN TRADE
EXPORT PROMOTION CENTER OF TURKEY

2008