

Talking Turkey

A major market in Asia minor

Cotgrave Place Golf Club
Stragglethorpe
Nottingham
NG12 3HB

Wednesday 23 April 2008
5.15 pm – 8.00 pm

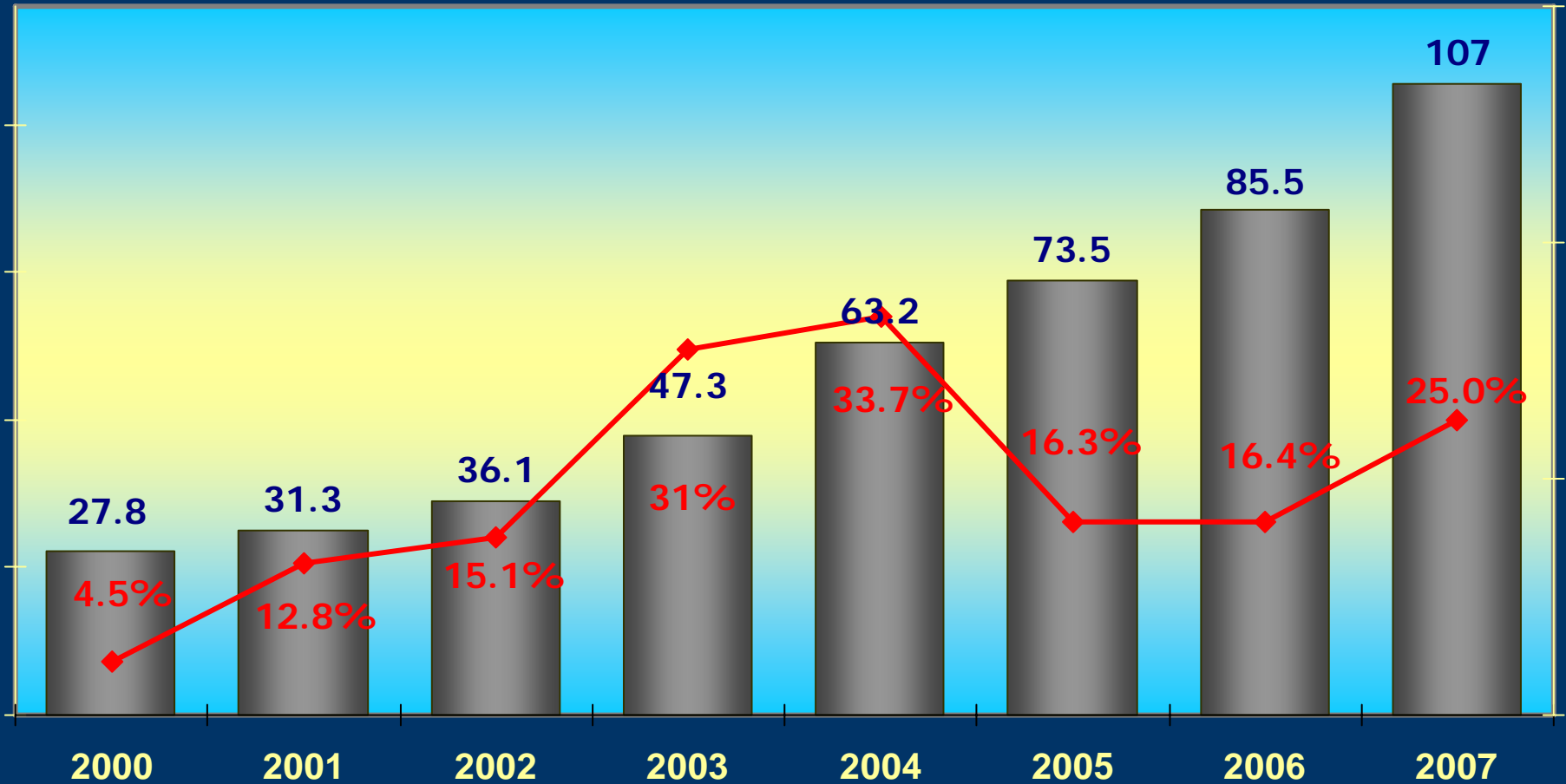


Business with Turkey and the Commercial Counsellors Office

**ZEYNEP YONDEM
Commercial Counsellor
Turkish Embassy**

Turkish Exports

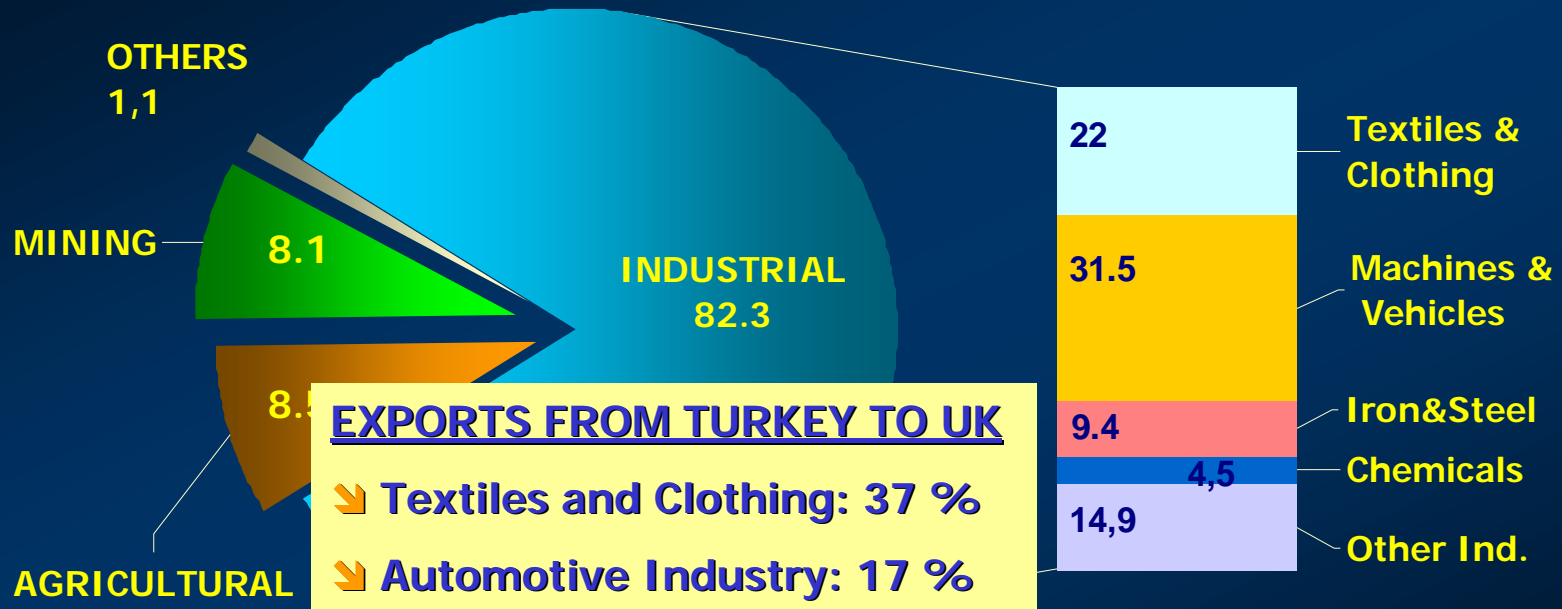
(billion USD and % change)



Exports by sectors

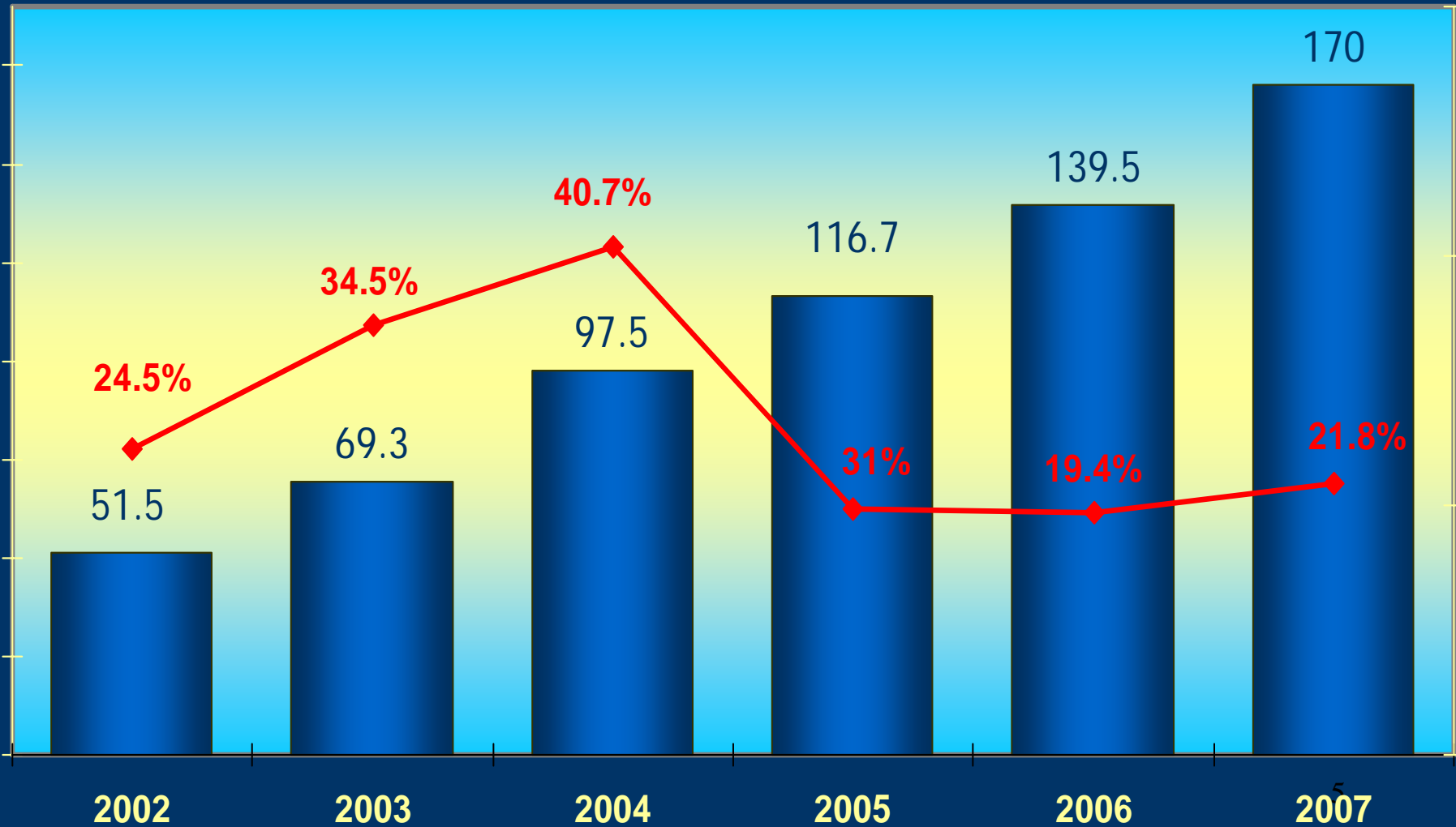
Sectoral Breakdown of Turkish Exports

(%)

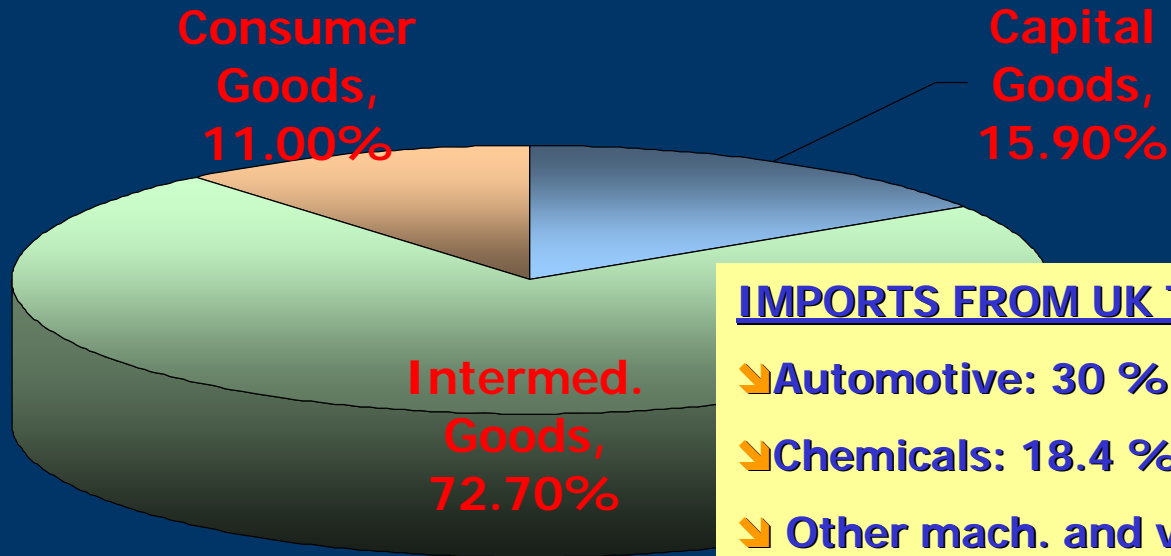


Turkish Imports

(billion USD and % change)



Imports by sectors



IMPORTS FROM UK TO TURKEY

- Oil and natural gas: 19,1 %
- Chemicals: 13,3 %
- Automotive Products: 8,0 %
- Other vehicles and Transp. Eq.: 15,2%
- Office machines and telecom Eq. : 4,8 %
- Electrical machinery and apparatus: 3,7 %

- Automotive: 30 %
- Chemicals: 18.4 %
- Other mach. and vehicles: 16.3 %
- Metal Ores and Scrap: 10.3%
- Non-electrical machinery: 10 %
- Pharmaceuticals: 7 %

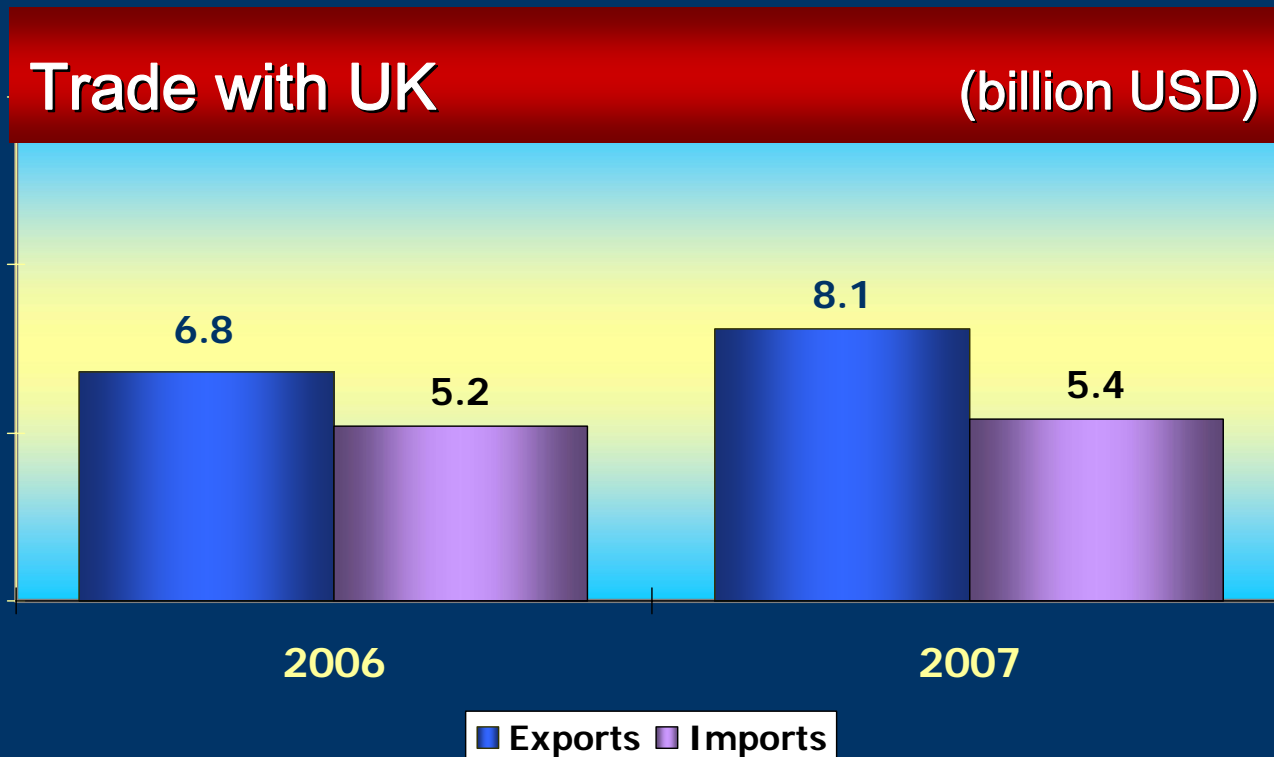
Turkey and EU

Turkey and the EU are in the Customs Union since 1996

- Accession negotiations have started in October 2005
- Turkey is aligning to the EU *acquis communautaire*
- Free circulation of industrial products
- Preferential regime applies in agricultural products
- Common customs tariff applies to third countries
- VAT is paid in importing country
- ATR (Industrial products), EUR1 (Agricultural products)

Trade with UK

UK is 2nd largest export destination and 8th largest import source of Turkey



Business Possibilities

↘ Trade

↘ Outsourcing

↘ Partnerships

↘ Distribution Base

Office of the Commercial Counsellor

The services offered to UK companies are:

➤ Practical business data

- Guide to do business in Turkey
- Business ethics
- Trading and economic highlights
- Exhibitions, major events

www.turkishtrade.gov.uk

Office of the Commercial Counsellor

The services offered to UK companies are:

- **Market and sector information**

- Market data

- Sector reports

- Supplier information

- Sector bodies and associations

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Office of the Commercial Counsellor

The services offered to UK companies are:

✦ Information about rules and regulations

- ✦ Import-Export legislation

- ✦ Customs

- ✦ Standards

- ✦ Regulatory bodies

- ✦ Trade related tax issues

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Office of the Commercial Counsellor

The services offered to UK companies are:

✦ Assistance for finding business partners

- ✦ Providing potential partner lists from different and reliable sources
- ✦ Matchmaking
- ✦ Business advice

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Office of the Commercial Counsellor

The services offered to UK companies are:

✚ Trade mission organisations

- ✚ Missions held simultaneously with major international exhibitions
- ✚ Funded by Turkish government
- ✚ Programs include, briefings, bilateral business meetings, site and exhibition visits
- ✚ Trip logistics arranged

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Thank You...

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the Commercial Counsellors Office**

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