



OAIB

**CENTRAL ANATOLIAN
EXPORTERS UNION**



The Exporters' Unions In General

- Exporters' Unions are sectoral entities which aim to develop trading capacity and the competitiveness of their member companies
- Unions operate as affiliates of Prime Ministry Underscretariat of Foreign Trade, under the roof of Turkish Exporters' Assembly
- Exporters Unions are organized under the 13 General Secretariats all over Turkey. There are 61 Exporters' Unions operating in 24 different sectors.

ORGANIZATION CHART

Prime Ministry Underscretariat of Foreign Trade,

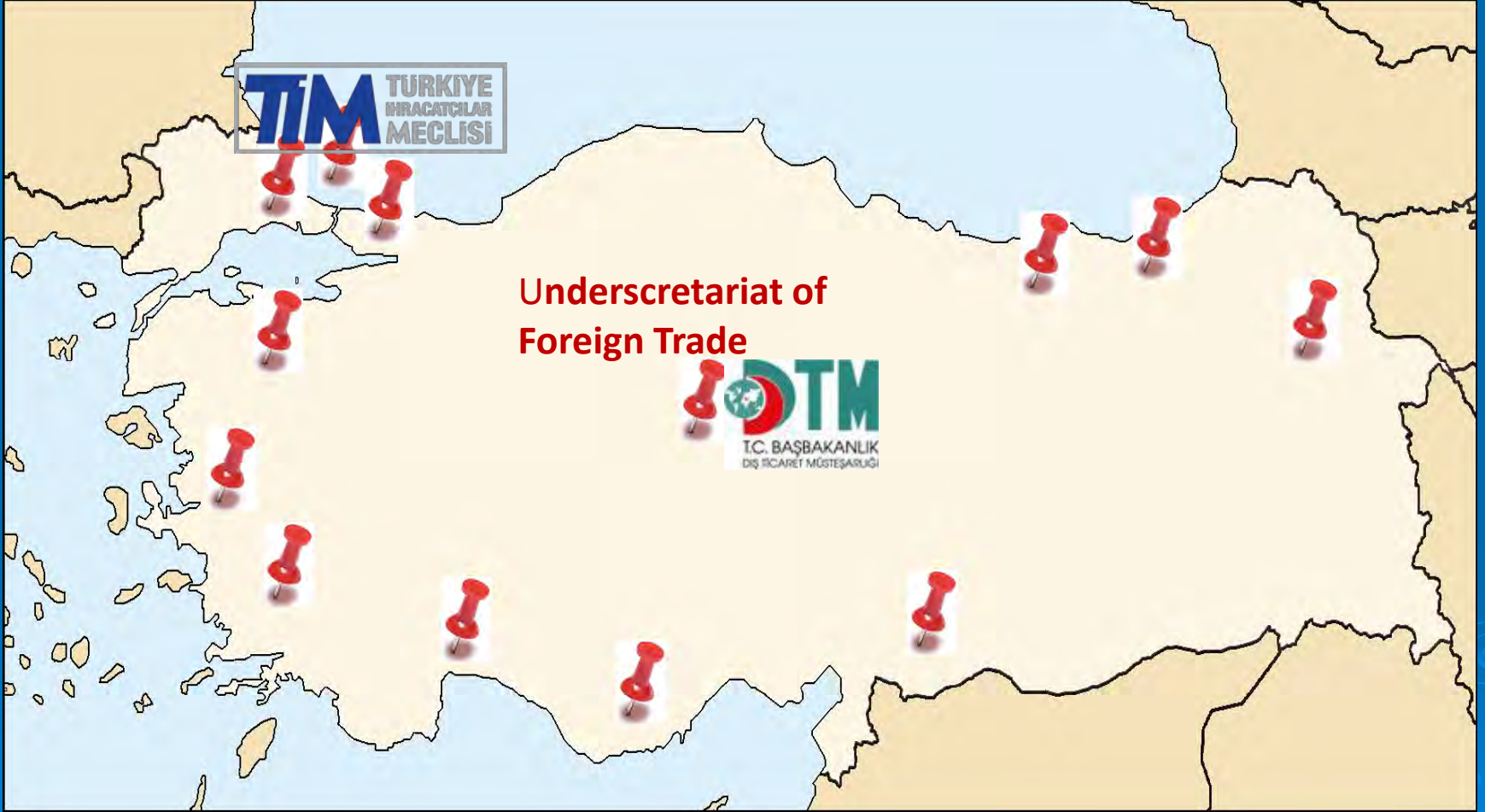


13 GENERAL SECRETARIAT OF EXPORTERS' UNION

TİM TÜRKİYE
HİRCATÇILAR
MECLİSİ

**Underscretariat of
Foreign Trade**

DTM
T.C. BAŞBAKANLIK
DIŞ İCARET MÜŞERAFIĞI





The Exporters Unions

Exporters' Unions have been established with the aim of

- Contributing to the improvement of exports,**
- Carrying out export-related transactions**
- Coordinating business activities and relations of exporters,**
- Finding solutions to their problems and providing guidance.**



Exporters engaged in different sectors join exporters' unions depending on the type of their business operations.

Each exporters' union has a board of directors, whose members are elected by the exporters for a four-year term.



There are 5 exporters' unions within the General Secretariat of the Central Anatolian Exporters' Union (OAIB). These Unions and number of their member are;



- Machinery and Accessories Exporters Union : 9.043 members
- Cement ,Glass,Ceramic & Soil Products Exporters Union : 2.186 members
- Cereals-Pulses, Oil Seeds and Products Exporters Union : 563 members
- Ferrous and Non-Ferrous Metals Exporters Union : 1.199 members
- Wood and Forestry Products Exporters Union : 982 members
- Our General Secretariat has almost 14.000 members.



Amongst these Unions, the

- **Cement, Glass, Ceramic and Soil Products Exporters' Union**
- **Machinery and Accessories Exporters' Union are**

the unique Exporters' Unions in Turkey. Thus, all exporters in Turkey active in these sectors are the members of our General Secretariat.



Export values of our unions in 2010 (USD)

- Machinery and Accessories Exporters Union : 3.5 Billion
- Cement ,Glass,Ceramic &Soil Products Exporters Union : 1.8 Billion
- Ferrous and Non-Ferrous Metals Exporters Union : 1.2 Billion
- Cereals-Pulses, Oil Seeds and products Exporters Union : 338 Million
- Wood and Forestry Products Exporters Union :289 Billion

TOTAL: 7.3 billion USD



For assisting our members to improve their export performance, increasing market share of export of Turkey in international markets and protecting the common interests of our sectors at national and international level, here is the some of the activities we carry out:



EXPORT REGISTRATION

In line with the establishment protocol that regulates structure and functions of the unions

- OAI B registers exports and keep the statistics
- The statistics and reports are used in decision-making processes to build up and steer future policies of the sectors



ECONOMIC RESEARCH AND REPORTING

To improve decision-making process, we prepare and share :

- Market research reports,
- Sub-sectoral reports,
- Country and product profiles,
- Reports of international relations,
- Publicly accessible database.



CONSULTING

- Provides information about target markets,
- Offers practical advises to members on logistics, banking, customs regulations, payment terms, incoterms, insurance, EU, free trade agreements, free zones etc,
- Informes our members about the trade regulations of Turkey and changes thereof,
- Provides information about trade practices of partner countries and changes thereof,
- Advise practical information on market access into the world markets.



COORDINATION & PUBLIC RELATIONS

- **OAEQ acts as a bridge between private sector and the governmental bodies,**
- **Contributes to the development of the sectoral policies by the government,**
- **Communicates and cooperates with other national and international organizations,**



TRAINING

- Organize seminars and courses on production, marketing, foreign trade, etc. to the members
- Cooperates with educational bodies like universities for skilled men power



BUYER MISSION PROGRAMS

***Representatives from purchasing countries active in the sectors of our Union are selected by the Trade Counsellors in the related countries and invited to Turkey.**

***Within the mission program we organize bilateral meetings with Turkish exporters.**

***The participants of the mission also visit the fair and the foreign companies have a chance to see the products of the Turkish exporters at the fair area.**



TRADE MISSION PROGRAMS

We also organize trade missions. Trade Mission is a visit to a target market by a group of business delegates, including representatives from small and medium enterprises and associations and is generally led by government officials from related Ministries, Undersecretariat for Foreign Trade.

With the Trade Mission Organizations private companies develop efforts to increase trade and investment.

Central Anatolian Exporters Union organized trade mission programs to Egypt, Syria, Albania-Montenegro, Iraq, Indonesia, Bulgaria, Kazakhstan, Saudi Arabia, Georgia, Sudan, Republic of Guinea, Tajikistan, China, Hong Kong, Malaysia, South Africa, Morocco, Algeria, Philippines etc.



FAIRS

As of the year 2006 we have started to organize national participation to machinery, food, construction fairs. We have organized national participation to fairs in Bulgaria, Kazakhstan, China and Poland in machinery, Malaysia and Philippines in food and UAE in construction.

Apart from such organizations we also participate to other important international fairs both in Turkey and abroad with info-stands and give information about our member companies and hand out their brochures.

For example, Turkish Ceramic Promotion Group participates to important sectoral international fairs all around the world from the beginning of its constitution (for example; in USA, Italy, Germany, Kazakhstan, UAE, Russia, Morocco, Algeria, Spain etc.).



OTHER FACILITIES

<http://www.oaib.gov.tr>

- Our members can reach to the information of import demands and cooperation offers, which are reported by Turkish Trade counselors in different countries
- “Turkish Exporters’ Guide” contains information about our exporters

www.turkishceramics.com

www.turkishmachinery.org

Ceramic Promotion Group and Machinery Promotion Group ,
organize lots of facilities to improve the awareness of their
sectors in international level



EXPORT AND IMPORT OF TURKEY IN 2010

In 2010;

- Turkey's general export was 113 billion \$
 - % 14 agriculture
 - % 82 industry
 - % 4 mining

- Turkey's general import is 185 billion \$



TURKEY & KAZAKHSTAN

In 2010,

- **Turkey ranked 8th in Kazakhstan's import and 13th in Kazakhstan's export.**
- **Kazakhstan ranked 19th in Turkey's import and 31th in Turkey's export.**



EXPORT-IMPORT STATISTICS OF TURKEY & KAZAKHSTAN

YEAR	EXPORT (Million \$)	IMPORT (Million \$)	TRADE BALANCE (Million \$)	TRADE VOLUME (Million \$)
2004	355,6	442,2	86,6	797,8
2005	459,9	558,9	99	1.018,80
2006	696,8	993,7	296,9	1.690,60
2007	1.079,90	1.284,00	204,2	2.363,90
2008	890,6	2.332,00	1.441,40	3.222,60
2009	633,4	1.348,90	715,5	1.982,30
2010	819,9	2.464,30	1.644,40	3.284,20

When we compare 2010 values with 2009's;

- %29,4 increase in export
- %82,7 increase in import
- %129,8 increase in trade balance
- % 65,7 increase in trade volume



\$

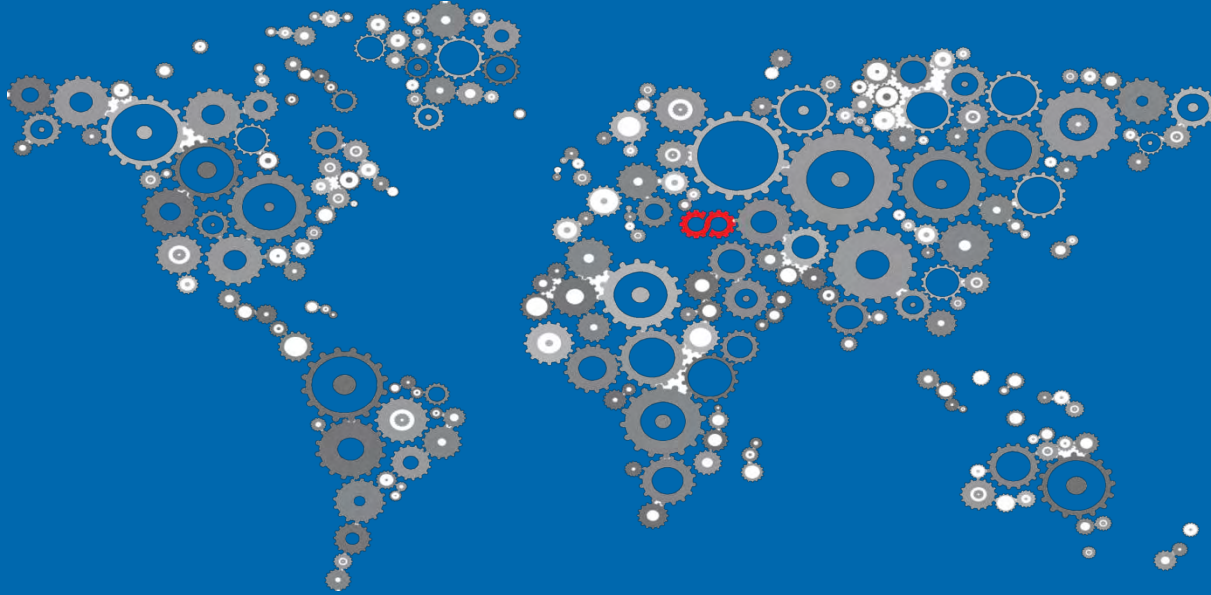
Main Export Groups to Kazakhstan

HS	PRODUCT NAME	2007	2008	2009	2010
85	ELECTRICAL MACHINERY AND EQUIPMENT AND PARTS THEREOF; SOUND RECORDERS AND REPRODUCERS, TELEVISION IMAGE AND SOUND RECORDERS AND REPRODUCERS, AND PARTS AND ACCESSORIES OF SUCH ARTICLES	158.460.860	143.186.611	82.088.179	106.458.781
84	NUCLEAR REACTORS, BOILERS, MACHINERY AND MECHANICAL APPLIANCES; PARTS THEREOF	168.883.837	112.121.980	82.323.836	100.243.671
39	PLASTICS AND ARTICLES THEREOF	109.525.417	88.133.902	76.492.371	87.191.249
71	NATURAL OR CULTURED PEARLS, PRECIOUS OR SEMI-PRECIOUS STONES, PRECIOUS METALS, METALS CLAD WITH PRECIOUS METAL, AND ARTICLES THEREOF; IMITATION JEWELLERY; COIN	31.797.334	50.852.356	36.766.513	62.472.031
61	ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	21.196.444	15.270.577	19.337.672	59.634.716
	OTHERS	590.022.847	481.002.777	336.432.745	403.895.366
	TOTAL	1.079.886.739	890.568.203	633.441.316	819.895.814



Main Import Groups from Kazakhstan

HS	PRODUCT NAME	2007	2008	2009	2010
27	MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION;BITUMINOUS SUBSTANCES; MINERAL WAXE	170.202.851	677.241.446	612.669.083	1.488.126.970
74	COPPER AND ARTICLES THEREOF	722.800.772	862.752.219	482.183.635	516.630.551
79	ZINC AND ARTICLES THEREOF	128.894.182	85.046.296	89.119.936	138.319.835
10	CEREALS	176.070.315	450.192.053	69.848.582	114.988.644
76	ALUMINIUM AND ARTICLES THEREOF	1.405.228	63.946.871	34.091.918	113.070.166
	OTHERS	84.675.845	192.813.586	60.990.248	99.830.412
	TOTAL	1.284.049.193	2.331.992.471	1.348.903.402	2.470.966.578



TURKISH MACHINERY SECTOR
www.turkishmachinery.com





MACHINERY SECTOR

- Is vital to the industrialization of all countries in the world.
- Has an important role in economical development of countries.
- Being a major investment goods supplier, works in cooperation with other industries.
- Helps new technological developments,
- Competitiveness of other sectors depends on machinery sector



MACHINERY AND ACCESSORIES EXPORTERS' UNION

The Machinery and Accessories Exporters' Union was established in 2002 in order to coordinate all kinds of activities that will increase Turkish exports while gathering all machinery exporters under the same organization has approximately 9000 members. It is the only establishment where the machinery exporters are represented in Turkey.

THE VISION

- To create an industry with high technological skills.
- To be one of the first five machinery exporting countries of the world.
- To reach 100 billion \$ export figure in 2023.
- To raise the share of machinery export to 20% of Turkey's total export volume as in all of the developed countries.



TURKISH MACHINERY PROMOTION GROUP (MPG)

THE MISSION

Turkish Machinery Promotion Group has been founded by Machinery and Accessories Exporters Union in 2007. The purpose of the group is advertising machinery sector inside and outside Turkey more effectively, to carry out various activities in order to build up its image, to raise the sectoral export rates, to create trademarks and to organize research and development activities.



TURKISH MECHANICAL INDUSTRY PLATFORM - THE FORMATION BASIS

Turkish Mechanical Industry Platform has been founded in 2007 in order to develop the Machinery and Accessories Sector by its sub-sectors. It is a supreme organization in the formation of sectoral politics.



Turkish Mechanical Industry Platform is on its way to become the sector's first FEDERATION.



Moment Expo Magazine is an advertorial published on monthly basis.



It contains technological information about machinery sector as well as research reports.



THANK YOU



