



REPUBLIC OF TURKEY  
MINISTRY OF TRADE

September 2021

# FOCUS BUSINESS TURKEY

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## NEWS

### Turkish Exporters Lock on \$211B Target for 2021

Turkish exporters have locked onto the country's new export target of \$211 billion for 2021, as announced earlier this month in the nation's medium-term program (MTP).



Ismail Gulle, the head of the Turkish Exporters' Assembly (TIM), said on Tuesday that since Turkey's exports rose 37% during the first eight months of 2021 to \$140 billion, the country is on track to reach the \$211 billion target by year's-end.

He said within five years Turkey can step up efforts to reach an annual level of \$300 billion, said a press release by the assembly.

Last year despite the worldwide havoc due to the COVID-19 pandemic, he said, Turkey's exports totaled \$169.6 billion, beating the target.

Stressing that all Turkish sectors have scored significant achievements over the last two decades, Gulle explained: "Our production facilities have been modernized, our teams have become specialized, our capacities have sharpened, and we have become a hub for quality products."

*For the source of information, please click [here](#).*

### Cooperation from TIM and THY to Break New Export Records



Turkish Exporters Assembly (TIM) Chairman İsmail Gülle said, "In the first 8 months of the year, our air cargo export increased by 28 percent from \$5.3 billion to \$6.8 billion. In the protocol signed today, the scope of export products was expanded with eggs, fresh fruits and vegetables and fish. The destination was increased from 28 to 46. The discount available to exporters through list prices has been updated to 10-35 percent. Hopefully, with this new protocol, we will

increase the share of air export much higher. Turkey will rise with export. The export will also rise in the wings of THY."

TİM and THY had signed a cooperation last year that gives a great advantage to Turkish exporters in global trade. Turkish Cargo was discounting between 10 percent and 30 percent for additional capacity and 28 destinations heavily used by exporters. Thanks to the cooperation that contributed greatly to Turkey's export mobilization, a total of nearly 1.2 billion dollars of high value-added products were exported in 4 months, while the scope of the agreement was expanded.

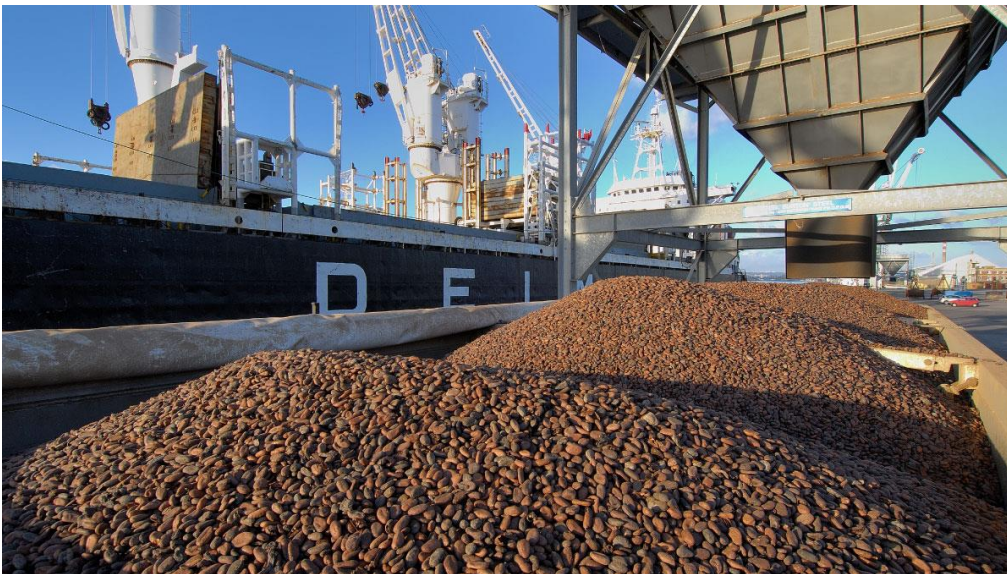
*For detailed information, please visit [TİM website](#).*

### More Than 100 Countries Depend on Commodity Exports

Heavy dependence on commodities has increased globally, leaving about two-thirds of developing countries vulnerable to economic shocks such as sharp commodity price fluctuations.

Commodity dependence increased over the last decade from 93 countries in 2008–2009 to 101 in 2018–2019, according to [UNCTAD's State of Commodity Dependence 2021 report](#) released on 8 September. The nominal value of world commodity exports reached \$4.38 trillion in 2018–2019, a 20% increase compared with 2008–2009, the report shows.

“Commodity dependence makes countries more vulnerable to negative economic shocks,” said UNCTAD’s commodities head, Janvier Nkurunziza. “It can have a negative impact on export and fiscal revenues and adversely affect a country’s economic development.”



UNCTAD considers a country to be commodity export dependent when more than 60% of its total merchandise exports are composed of commodities. Most countries that were dependent on commodities in 2008–2009 remained so in 2018–2019, according to the report, highlighting the persistence of this phenomenon. Moreover, commodity dependence tends to mainly affect developing countries, with 87 of them being considered commodity dependent in 2018–2019. Out of the 101 commodity-dependent countries in 2018–2019, 38 relied on agricultural product exports, 32 on mining exports and 31 on fuels.

Commodity export dependence in Africa and Oceania is particularly noteworthy, with more than three quarters of countries in both regions relying on commodity exports for more than 70% of their total merchandise export revenues, the report said. It’s especially high in Middle Africa and Western Africa, where it’s pegged at about 95%. In both these subregions, all countries were commodity dependent in 2018–2019, except the Central African Republic.

In South America, all 12 countries had a level of commodity dependence greater than 60% in 2018–2019, and for three quarters of them, the share of commodity exports out of merchandise exports exceeded 80%. Central Asia was the subregion with the highest level of commodity dependence in Asia, with an average share of commodity exports out of merchandise exports higher than 85% in 2018–2019. All five countries in the subregion were considered commodity export dependent in 2018–2019.

*For detailed information, please visit [UNCTAD website](#).*

## SECTORS

### BOTAS Signs a Tri-party Agreement to Become a LNG Bunkering Hub

Turkey is on its way to becoming a key hub for LNG supplies with cooperation from the country's largest public institution in the areas of energy, trade, transportation and storage, BOTAS, along with Arkas Bunkering and Sumitomo Corporation, according to a statement from BOTAS .



A confidentiality agreement signed between BOTAS, which aims to become the most environmentally-friendly public institution in the country, Arkas Bunkering, a subsidiary of Arkas Holding and an established maritime transportation company in Turkey, and Sumitomo Corporation, one of the largest holdings in Japan, will see the parties agree on cooperating on the use of LNG – the fuel of the future – as bunker fuel for sea-going vessels.

According to BOTAS, LNG has the potential to become the most preferred bunker fuel of the future not only because it is more eco-friendly compared to conventional marine fuels but also due to its low cost.

*For detailed information, please click [here](#).*

### Turkish Frozen Products

Turkey's frozen fruit and vegetable exports amount to \$93 million and represent 1.1% of the world's exports.

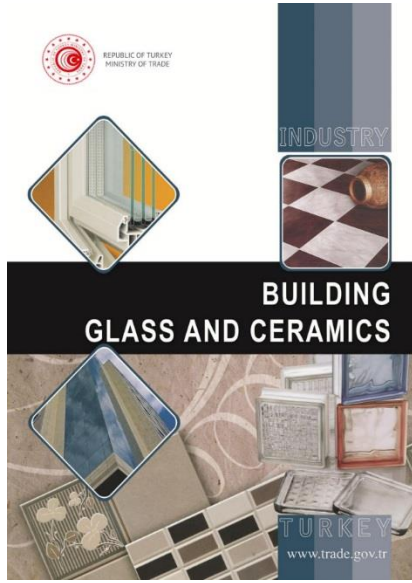
The United States, which has the highest annual consumption of frozen food at approximately 60kg per person, is where most of our exports are directed to. In addition to the United States, Germany, the United Kingdom, France, and the Netherlands are the countries we export to. Turkey's largest exports in frozen foods are tomatoes, potatoes, sweet peppers, narrowhead morels, spinach, cherries, strawberries, plums, and apricots. Turkey is one of the most important countries in the world for spinach production. With an average annual production of 225 thousand tons, it is now the fourth-largest producer in the world. Additionally, Turkey exports 400 to 500 tons of narrowhead morel, called "karaelmas", every year during spring. It also exports cork, especially to European countries, resulting in significant foreign currency inflows.



Seafood and animal products are one of the first sectors that come to mind when it comes to frozen food. Frozen products are exported to more than 100 countries. The top 5 countries with the highest exports are Iraq, the UK, Hong Kong, China, and Libya respectively.

*For detailed information, please click [here](#).*

## Sectoral Report: Building Glass and Ceramics



The history of Turkish ceramics can be traced back several thousand years. The first notable ceramics from Turkish land were the tiles and bricks covered with coloured glazes made in Anatolia for architectural purposes in the 13<sup>th</sup> century.

The Turkish classic ceramic art of “Çini” is famous throughout the world. Early Turkish tribes who lived in Central Asia made the first examples of this ceramic art for their kitchen and household use. Later, with the Seljuk movement this art came to Anatolia and became a decorative art piece which was mostly used in the decoration of mosques, public libraries and Turkish baths.

In recent years, Turkish ceramics industry exports have shown an upward trend. While in 2019, exports of the building ceramics industry were valued at US\$939,3 million, in 2020 exports increased to US\$1.053,9 billion. For the past three years, ceramic wall and floor tiles had the largest share of exports among building ceramic products.

Glass industry is one of the major industries which contribute to the construction industry in Turkey. Historically, glass production dates back to the Seljuk Period. Furthermore, substantial improvements were achieved in the 17<sup>th</sup> and 18<sup>th</sup> Centuries during the Ottoman Empire.

At present “Türkiye Şişe ve Cam Fab. A.Ş. (Şişecam Group)” is a group of companies in the sector which accounts for approximately 90% of the annual production. The company also has various packaging, chemical raw material and financial companies besides its glass producing companies. Şişecam ranks second in Europe, third in the world in the glass houseware field, fourth in Europe in the field of flat glass and glass packaging.



There are also small and medium scale firms that produces glass in the sector other than Türkiye Şişe ve Cam Fab. A.Ş. Turkish glass industry utilizes a highly sophisticated production technology and a vast accumulation of know-how.

While in 2019, exports of the Turkish building glass products were valued at US\$265,5 million, in 2020 exports valued at US\$234,8 million.

For the full report, please visit [Ministry of Trade website](http://www.trade.gov.tr).

### Send Us Your Inquiry

**For your inquiries about Turkish exports,**  
please contact << [ihrticari@trade.gov.tr](mailto:ihrticari@trade.gov.tr) >> by indicating  
the Harmonized System (HS) Code of the product/sector of your interest.

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