

COUNTRY FORUM TURKEY

**The role of the Turkish economy for the
development of the regional economy**


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Vienna, 24st November 2014

ECONOMIC RELATIONSHIP TURKEY- AUSTRIA

TURKEY

- Area: 783.562 sq km
- Inhabitant: ~ 77,3 Mio
- GDP 2013: \$ 822 billion (+4,1%) 

AUSTRIA

- Area: 83.871 sq km
- Inhabitant: ~ 8,2 Mio
- GDP 2013: \$ 418 billion (+0,4%) 

Source: www.cia.gov

Bilateral Relations

- Dense network of Austrian representations in Turkey and vice versa
- Numerous bilateral (Government) contracts
- Intense cultural relations



Foreign Trade

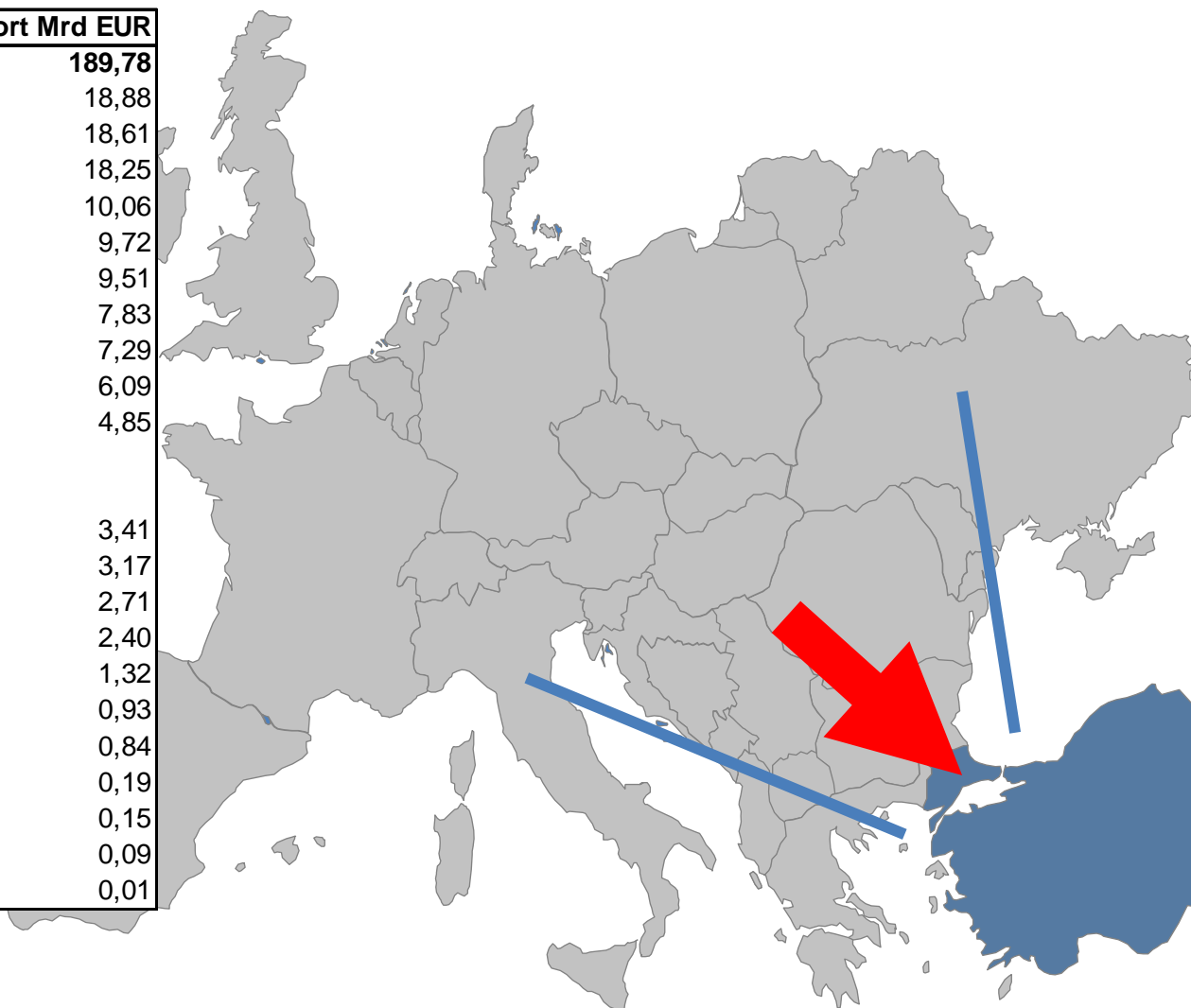
- Austria → Turkey: 30th place (1,23 bn EUR 2013)
 Most important export goods: machinery, plastics, iron and steel, staple fibres
- Turkey → Austria: 30th place (0,8 bn. EUR 2013)
 Most important import goods: clothing, automotive, machinery, vegetable and fruits

Austrian Investments in Turkey

- Austria has been largest foreign investor in Turkey in 2009 and 2010
- Most important investments: Energy sector, real estate, building materials, paper, insurance, retail, logistics

TURKEY TRADE FLOW OF GOODS: IMPORT 2013

Ranking	Country	Import Mrd EUR
	Gesamt	189,78
1	Russia	18,88
2	China	18,61
3	Germany	18,25
4	Confidential Country	10,06
5	Italy	9,72
6	USA	9,51
7	Iran	7,83
8	Switzerland	7,29
9	France	6,09
10	Spain	4,85
...
	CEE	
15	Ukraine	3,41
16	Greece	3,17
18	Romania	2,71
21	Poland	2,40
30	Austria	1,32
40	Hungary	0,93
41	Slovakia	0,84
68	Serbia	0,19
72	Croatia	0,15
87	Bosnia	0,09
132	Montenegro	0,01



Source: Statistic office of Turkey

TURKEY TRADE FLOW OF GOODS: EXPORT 2013

Ranking	Country	Export Mrd EUR
	Total	114,56
1	Germany	10,34
2	Iraq	9,00
3	United Kingdom	6,62
4	Russia	5,25
5	Italy	5,07
6	France	4,81
7	USA	4,26
8	UAE	3,74
9	Spain	3,27
10	Iran	3,18
...
	CEE	
18	Romania	1,98
21	Poland	1,55
23	Bulgaria	1,49
30	Austria	0,80
40	Czech Republic	0,58
43	Hungary	0,49
53	Serbia	0,33
54	Slovakia	0,33
68	Macedonia	0,22
75	Bosnia	0,21
89	Croatia	0,15
146	Montenegro	0,02



Source: Statistic office of Turkey

MEDIUM TERM PROGRAM 2015 – 2017 PRIORITIES

Based on the economic program of the Turkish Government

<u>Priorities</u>	<u>2013</u>	<u>2014</u>	<u>2017</u>
Increasing potential growth by accelerating structural reforms	4.1%	3.3%	5.0%
Continuing to fight against inflation	7.4%	9.4%	5.0%
Reducing current account deficit / GDP	-7.9%	-5.7%	-5.2%

Source: IMF World Economic Outlook Report 2014

AUSTRIAN POST GROUP STEPPED INTO THE TURKISH MARKET

AUSTRIAN POST GROUP

- Total Revenue: EUR ~ 2,4 bn (thereof ~ 40% outside Austria*)
- EBITDA Margin: ~ 12,9%

* Without Turkey



- 290 m parcels, pallets und documents
- 9 bn letters-, advertising mails & newspapers
- 350 m kilometres every annually

ARAS KARGO

- No. 2 on the Turkish parcel market (26% market share)
- revenue average growth 15% (2008-2013)
- Austrian Post entered in 2013: 25% interest with call option for an additional 50% in 2016
- Good profitability with EBITDA margin of ~10%

Headquarter: Istanbul

Employees: 5,400

Shops: 840 country-wide

Revenue: 657 Mio TYR

Parcels & Documents: 95 mio p.a.



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**The role of the Turkish economy for the
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examples and visions**

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