



Agri-Food COUNTRY PROFILE

Turkey

March 2004



Canada

Turkey

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Executive Summary

- The Republic of Turkey is one of the largest nations in Europe, with a population of over 69 million people.
- Turkey has a complex and dynamic economy that combines modern industry and commerce with a traditional agriculture sector.
- The Turkish economy will continue to develop in the coming years. The government is dedicated to the modernization and privatization of the economy.
- Turkey's ultimate goal is accession into the European Union, and thus has been mirroring its economic and trade policies with European Union standards.
- Approximately 65% of Turkey's population is living in urban centres.
- Two-way trade between Canada and Turkey reached CDN\$ 634.2 million in 2003.
- Agricultural trade between the two countries totalled CDN\$ 87.5 million in 2003. Canadian exports reached CDN\$ 44.3 million, while importing CDN\$ 43.2 million from Turkey in the same year.
- Canada's largest agricultural exports to Turkey in 2003 were wheat, dried lentils, eggs, unmanufactured tobacco and retail cat and dog food.

The Government of Canada has prepared this report based on primary and secondary sources of information. Readers should take note that the Government of Canada does not guarantee the accuracy of any of the information contained in this report, nor does it necessarily endorse the organizations listed herein. Readers should independently verify the accuracy and reliability of the information. This report is intended as a concise overview of the market for those interested in its potential and is not intended to provide in-depth analysis which may be required by the individual exporter.

Turkey

COUNTRY PROFILE

Economy

Turkey is an increasingly valued political, commercial, strategic and bilateral partner for Canada. Building on each other's strengths, Canada is seeking to increase bilateral trade and investment with Turkey, one of the world's top twenty economies.

Overview

The Republic of Turkey is one of the largest nations in Europe, with a population of over 69 million people. Turkey has a complex and dynamic economy that combines modern industry and commerce with a traditional agriculture sector.

Turkey has unleashed its dynamic private sector as the driving force of economic development since the mid 1980s by strongly moving away from the statist principles on which it was founded.

Turkey is geographically situated in the crossroads of Europe, the Middle East and Asia, and thus has increasingly become the centre of trade activity in the region. In addition to its great location, over the past decade Turkey has made great strides in increasing its ties with the European Union signing a customs union in 1996. These two advantages have created a positive outlook for Turkey to overcome several economic fluctuations that have marred the region in recent years.

Current Situation

Throughout the 1990s erratic economic growth, substantial fiscal deficits and double digit inflation have marked the economic situation in Turkey. Turkey has been implementing an International Monetary Fund (IMF) backed reform program since June 1999 to tighten the budget, revamp social security, reform banking, and to implement the privatization of parastatal institutions. Sharp declines in the stock market and foreign exchange reserves marked financial crises in Turkey in 2000 and 2001.

GROSS DOMESTIC PRODUCT 2002 (GDP)	
GDP	US\$ 179.9 billion
GDP Growth	7.8%
GDP per capita	US\$ 2,700
GDP by Sector	
Ser vices	56.8%
Industry	29.4%
Agriculture	13.8%

As a result of the IMF implemented economic policies, GDP grew by 7.8% to US\$ 179.9 billion in 2002. Agriculture, accounting for 13.8% of GDP had a 7.1% increase in revenues. Industrial production, responsible for 29.4% of GDP, had revenues increase by 9.4%. The services sector experienced a revenue increase of 2%.

Turkey's primary economic difficulties stem from large public sector deficits which fuel high inflation rates. Consumer Price

Inflation (CPI) was 29.7% in 2002 and average inflation was 45% in that same year. The Central Bank of Turkey has been unable to control inflation and ensure price stability due to substantial dollarization of the economy.

Turkey has a moderately high rate of unemployment at 10.6%, while under employment was 5.4% in 2002. The agriculture sector employs 33.2% of the work force, while industry employs 19.2% and the services sector employs 47.6%.

Government Role

Turkey's private sector dominates economic production and is its primary engine for growth. Turkey is trying to reduce the State's share of the economy with reinvigorated privatization reform. But the Government of Turkey still controls the telecommunications, energy, transportation, iron and steel industries which are a significant share of economic activity.

In June 2003 the Government of Turkey adopted a Foreign Direct Investment (FDI) law that aims at decreasing the bureaucratic hurdles that constrict investors. By reducing the red tape, improving transparency, ending foreign investment screening and strengthening intellectual property rights Turkey hopes to improve its investment climate and attract more FDI.

Turkey's current economic reform program has two main objectives. The objectives are to conquer persistent high inflation of the 1990s and to overcome macroeconomic instability. In May 2001, the Turkish government granted the Central Bank full operational independence to pursue price stability, and this was seen as the first major step taken by the

government to achieve its economic reform policies. The new economic program focuses on inflation targeting under a floating exchange regime and was targeting a year-end inflationary target of 20%.

The primary objective of an IMF certified agreement signed on January 18th, 2001 was to sustain non-inflationary growth. As of May 2003 the program was beginning to show results as the month-on-month CPI rate was 1.6%, which translates to a lower annual inflation rate of 32.7%. Macroeconomic stability was also improved as the nation experienced a consolidated primary budgetary surplus of US\$ 3.2 billion in the first half of 2003.

The general security situation throughout Turkey is stable, with the exception of a few incidents involving terrorist groups. Street crime is relatively low, although it has been increasing in large urban centres, such as Istanbul and Izmir.

Geography

Turkey is located in south Eastern Europe and south western Asia, bordering the Black Sea, between Bulgaria and Georgia, and bordering the Mediterranean Sea, between Greece and Syria. Turkey also shares land borders with Iraq, Iran, Azerbaijan and Armenia.

Turkey has a land area of 770,760 square kilometres, including 42,000 square kilometres of irrigated land. 34.5% of the land is arable, while permanent crops constitute 3.4% of the land.

MAJOR CITY POPULATIONS	
Istanbul	9.4 million

Ankara (Capital)	3.4 million
Izmir	2.4 million
Bursa	1.2 million
Adana	1.2 million

The climate in Turkey is temperate, with hot, dry summers and wet, mild winters that are harsher in the interior. Turkey is also susceptible to very severe earthquakes, particularly in the northern regions of the country.

Natural resources include antimony, coal, chromium, mercury, copper, borate, sulphur, iron, ore, arable land and hydropower.

Forecast

The Turkish economy will continue to develop in the coming years. The Turkish government is dedicated to the modernization and privatization of the economy. In particular, westernization will be an overcoming presence in the years to come. Turkish people, mainly in major cities, have adopted a western way of life due to the increasing ties it has with western countries. The atmosphere in the large cities in Turkey is extremely similar to that of its contemporary Western partners.

Due to slow global growth and high debt servicing costs, the Turkish economy is unlikely to exceed the 7.8% growth that occurred in 2002. If Turkey continues to follow the IMF reform program, the GDP growth is projected to be between 4-6% in the coming years. Per capita income is expected to increase to US\$ 2,800 and total imports are forecasted to reach US\$ 51.2 billion. Some forecasters though, do warn that slow global growth and extreme political tensions in the

Middle East could drive Turkey back to negative growth in 2004.

Consumer Market

Turkey is a country that is ripe for growth. Its large population of over 69 million is growing at over 1% annually. Over 27% of the population is under the age of 15, and this young population will continue the trend that has seen an increase in the demand for Western products and lifestyles.

DEMOGRAPHICS	
Population	69,300,000
Growth	1.16%
Age Breakdown	
0 - 15 years old	27.2%
15 - 64 years old	66.4%
65+ years old	6.4%
Life Expectancy	
Total	71.8
Male	69.4
Female	74.3

Turkish consumers spend close to 50% of their income on food. A majority of the population buy food products in local neighbourhood stores. The majority of products in these neighbourhood stores are made with local ingredients.

Large supermarkets however are situated in urban areas and cater to those who have benefited most from Turkey's rising prosperity. Now that they have the income to afford it, this clientele have developed a penchant for Western products. With the continued expansion of Turkey, these high-

valued, processed goods from the industrialized world will experience increased demand. Supermarkets will thus provide the associated shelf space to supply the increased demand.

Due to an extreme inequality in the distribution of family income throughout Turkey, its potential of being a major consumer market has hit encountered an obstacle. The wealthiest 10% of the country accounts for one third of its consumption, while the poorest 10% only account for 2-3% of consumption.

Infrastructure

Turkey has a secure and familiar business infrastructure. For visiting business people there are no special local customs, beyond the bounds of normal courtesy, which are necessary in order to complete business in Turkey. English is the dominant language for international business and most Turkish business executives are educated in Western countries. A personal relationship is a very important basis for successful business in Turkey.

Turkey's transportation infrastructure is also well-developed. The national airline carrier flies non-stop daily to most major European, Middle Eastern, Asian and American gateways. The road network is extensive with 1,726 kilometres of motorways, 311,345 kilometres of state highways, and 29,540 kilometres of provincial roadways. Rail transportation is also available between major cities.

A number of large ports dot the country's extensive 8,300 kilometre coastline and shipping plays a major role in the Turkish economy. Along Turkey's 1,100 kilometre

Black Sea coast, lie the ports of Hopa, Rize, Trabzon, Geresun, Samsun, Sinop, Zonguldak, Bartin, and Karadeniz Ereğlisi. Turkey's industrial powerhouse, the area along the Marmara Sea, is home to about one quarter of the country's population. It encompasses the Bosphorus and Dardanelles Straits which are the only passages between the Mediterranean Sea and the Black Sea. This is one of the busiest maritime routes in the world.

The communication infrastructures in Turkey's major cities are good, and with the full liberalization of this market in 2004, it is expected to improve further. Email and faxes are widely used in international business.

There are numerous major international courier firms operating in Turkey, including DHL, Federal Express, TNT, UPS, and Airborne Express International.

Distribution and Sales Channels

Approximately 65% of Turkey's population is living in urban centres. The majority of economic activity occurs around the urban population centres and port cities. The major economic cities are Istanbul, Izmir, Gemlik, Adana, Samsun, Trabzon, Hopa, Iskenderun and Antalya.

Distributors or foreign supplier's representatives handle the marketing of most products in Turkey. Dealer networks are set up by distributors where the product is used the most throughout the country. Representatives maintain a strong personal relationship with customers by performing periodical visits.

Selling through a reliable and qualified local representative is most effective in Turkey.

Before signing any contractual agreements, a company should carefully investigate the prospective representative's reputation and any possible conflicts of interest that they may have.

Direct marketing is not recommended from Canada, as it is very difficult to surmount complicated bureaucratic requirements, language obstacles, and purchasing transactions without a local representative.

An agent or distributor will expect the company's full support with regard to literature, technical information and advertisement materials to assist them in selling the product. A common practise is to invite the agent to the company's head office for an annual sales meeting. Both agents and company executives, if possible, should visit existing and potential customers to build that personal relationship that can not be overemphasized in Turkey.

General Merchandise Trade

Turkey exported US\$ 65.2 billion in 2003 (an increase of 18.1%) and imported US\$ 96.3 billion in the same year (an increase of 20.4%). The result was a negative trade balance of US\$ 31.1 billion for the year in 2003.

Semi-manufactured goods comprised 72.6% of Turkey's total imports in 2002, consumer goods constituted 9.8% and raw materials were 16.5%. The major import sectors for Turkey were machinery, electrical equipment, motor vehicles, iron, steel and crude oil. Turkey's largest sources for imports in 2002 were Germany (13.7%), Italy (8.1%), Russia (7.6%), United States (6.0%), France (5.9%), United Kingdom (4.8%) and Switzerland (4.1%).

In 2002, consumer goods accounted for 52.0% of Turkey's exports, while semi-manufactured goods accounted for 40.1% and raw materials for 7.9%. The largest export sectors were textiles and apparel, iron, steel, machinery, and fruits and vegetables. Turkey's main export destinations were Germany (16.6%), United States (9.2%), United Kingdom (8.5%), Italy (6.4%) and France (6.0%).

Trade Agreements

Turkey's primary political, economic, and security ties are with Europe. During the last several years, Turkey has continued to expand its relations with western Europe. Turkey has rejoined the Council of Europe after an absence of several years and is being considered for full membership in the EU.

On January 1, 1996, Turkey and the European Union formed a customs union that covers industrial products and processed agricultural goods. As a result Turkey adopted the European Union's common external tariff (CCT) that eliminates duty rates and quotas for non-agricultural items of European Union and European Free Trade Association (EFTA) origin. For products imported from third party countries (non-EU and non-EFTA), including Canada, the average duty rate has dropped from 10% to approximately 5%.

Turkey is a member of the World Trade Organization (WTO) and regulates its customs in line with the requirements of the Generalized Agreement on Tariffs and Trade (GATT). Turkey has been known not to properly notify the WTO when changes to import requirements are made, and non-tariff barriers pose problems for importing some agricultural products such as wheat and

bananas. Turkey violates WTO obligations by failing to establish protocols for the importation of all meat products (except for breeding cattle-beef and dairy), effectively banning all imports.

In 1992 the Black Sea Economic Cooperation Organization was formed with Turkey and ten other regional nations. Turkey is also a founding member of the Economic Cooperation Organization (ECO).

In 1999 Turkey became a member of the Group of 20 (G-20). This is a forum for finance ministers and central bank governors from 'systematically important' countries from around the world. Turkey is also a member of the United Nations (UN), the North Atlantic Treaty Organisation (NATO), and the Organisation for Economic Co-operation and Development (OECD).

The Turkish government has indicated that it would like to further establish joint ventures between Turkish and foreign companies in the hopes of gaining access to additional emerging Middle Eastern and Central Asian markets. Turkey is continuing to develop relationships with many of these countries due to its location, as well as linguistic and ethnic ties.

Investment

The Government of Turkey considers Foreign Direct Investment (FDI) to be a key component to the development and sustainability of the country's economy. As a result, Turkey has one of the most liberal legal regimes for FDI in the Organization for Economic Co-operation and Development (OECD). Areas that are open to the Turkish private sector are generally open to foreign participation and investment.

In June of 2003 a new law was passed in an effort to open the Turkish market to more FDI by scrapping several investment requirements and regulations. These include; a minimum US\$ 50,000 investment requirement to establish a corporation; become partner in an existing company or open a branch office; permission from the Treasury if the capital increase would change the participation ratio between foreign and domestic investors; and Turkish companies were required to register with the Treasury any licensing, management, or franchising agreements with foreign partners.

Even with these reduced requirements, all foreign investors face a number of challenges; inflation; political and macroeconomic uncertainty; excessive bureaucracy; weakness in the judicial system; high taxes; weak corporate governance; and frequent, unclear changes in the legal and regulatory environment.

As a result, FDI inflows have been far below Turkey's potential at less than 1% of GDP. If fully implemented by the Government of Turkey, EU accession and World Bank and International Monetary Fund (IMF) approved economic reforms should address many of these investment problems.

In 2002, about 58.0% of authorized foreign investment took place in the services sector, 39.8% in manufacturing, and 2.2% in mining and agriculture combined. The sub sectors with the largest amount of authorized foreign investment are banking (10.3%), trade (11.4%), food, beverage and tobacco processing (11.9%), and insurance (7.7%).

<p style="text-align: center;">FDI INFLOWS BY SOURCE COUNTRY (USD - 1999 - 2002)</p>
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Country	Value	Share
Italy	\$1,968 million	30.9%
Netherlands	\$962 million	15.1%
United States	\$793 million	12.4%
United Kingdom	\$647 million	10.1%
Germany	\$514 million	8.1%
Bahrain	\$323 million	4.2%
Japan	\$267 million	4.2%
France	\$263 million	4.1%
Switzerland	\$104 million	1.6%
Total	\$6,377 million	100%

Market Access

Business opportunities in Turkey are available to Canadians but they require long-term commitment and cooperation with Turkish companies. It is best to gain market share in the agricultural sector by entering into a joint venture with an established Turkish company. Canadian companies have been able to gain market share in Turkey but should educate themselves of regional difficulties and research the prospective market carefully.

Over the last decade Turkey has tried to open its borders to foreign trade. This has been accommodated with their membership in the WTO and the EU Customs Union. But Turkey still tries to protect some domestic industries by imposing import restrictions.

Turkey offers well organized large-scale importer distribution. Many of the distributors use their own truck fleets to reach a middleman or the direct retail point across the country. Canadian exporters of bulk commodities are advised to work through a

local agent who will monitor the import requirements for grains and pulses, in view of local supply and production.

Tariffs

As a member of the WTO, Turkey follows the Harmonized Tariff System (HTS) of import classification. The average duty rate for imports from EU and EFTA countries is zero, while products imported from third party countries face an average tariff rate of 5%. Some agricultural goods remain protected by steep tariffs until the next WTO round is completed. When the EU applies further Uruguay Round reductions, Turkey's average rates for third countries (including Canada) will be lowered to 3.5%.

Value Added Tax

The importer is responsible for paying the value added tax and it is calculated on all charges levied before the goods clear customs (including duty rates). It has a ceiling of 26%; however most industrial products are charged a rate of 18%.

Import Licenses

Restricted items such as firearms, hazardous materials, etc can be imported only by authorized establishments. Other restricted items require permission certificates from the Directorate General of Curative Care Services of the Ministry of Health and Agriculture. These products include live animals and plants; grains and plant seeds; pharmaceuticals; human and animal vaccines; cosmetic products; cleaning and food industry chemicals; and hormones. Otherwise, an importer only needs a tax number to import.

Agricultural imports often require import licenses and control certificates. The Ministry of Agriculture and Rural Affairs issues certificates in Turkey.

Documentation

Turkish documentation laws and procedures require a commercial invoice, a certificate of origin and a bill of lading to accompany all commercial shipments.

The commercial invoice must be submitted in triplicate, including the original copy. It must contain a complete and accurate description of the goods and all of the payment terms. At least one copy of the invoice should accompany the goods, and the original should be sent to the importer through the correspondent bank.

The certificate of origin is to be prepared in duplicate. This is prepared in English by a local chamber of commerce, and the document can not contain any corrections. Customs authorities will retain one copy at the time of importation.

Special health certificates are required for imports of plants, seeds, animals and animal products. Plants, including fruits and vegetables, must be free from pests and disease.

Labelling Requirements

All import packages and cases must have legible shipping marks, numbers, dimensions, and the gross weight of the merchandise clearly marked. All goods that enter any entry port (Istanbul, Ankara, Iskenderum, Izmir, Mersin, Sinop, Samsun, and Trabzon) will be cleared through customs, and full payment of duty will be required.

The following information must be printed on all imported food labels:

- Name and brand of product
- Name and address of producing company
- Name and address of importing company
- Production batch number and date
- Country of origin
- Expiration date/shelf life
- Nutrition and caloric values
- Net weight/volume
- List of ingredients and additives
- Ministry of Agriculture production or import license number and date
- Storage, preparation and usage instructions when needed
- Name and type of packing material
- Special warnings, if appropriate

Label requirements are enforced by the Ministry of Agriculture and local municipality officials. If the product has a shelf life less than three months, it must include the day/month/year of expiration; if the shelf life is more than three months but less than eighteen, the month and year are required; and if the shelf life is over three years, only the year is required.

In the case of fruits and vegetables, which might be sold in bins or open stands, labels are required on the exterior bulk packaging materials. For fruit 'juices' a regulation exists that requires that labels specify whether the product contains fruit juice (90-100% concentration), nectar (20-50% concentration), or fruit drinks (up to 10% concentration).

The Food Codex prevents the inclusion of statements like "prevents cures or disease" on labels. Items with 25% reduced fat or energy content can use the word "light" on the label.

Agriculture and Agri-Food Overview

Turkey's agricultural production has experienced large fluctuations from year to year. This is mainly due to fluctuations in the amount of government support that is given to farmers on a yearly basis. The government has adopted a policy framework, the Agricultural Reform Implementation Project, which has a time frame from 2001 to 2005.

The agricultural economy of Turkey is export orientated and is largely self-sufficient. Turkey's main agricultural products are tobacco, cotton, grain, olives, sugar beets, pulses, citrus and livestock.

Arable land makes up 34.5% of Turkey's total land area, permanent crops comprise 3.4% and permanent pastures 62.1%. Agriculture is the largest employer of Turkey's work force, employing over 39%. This trend is declining as Turkey continues to diversify their economy.

Agricultural Policy

The strategic goals of Turkey's agricultural sector are to improve quality and efficiency, while moulding and conforming to EU standards. Turkey's goal of EU accession will insure the sustainability and global competitiveness its agriculture and agri-food industry.

In addition to conforming to the Harmonized Tariff System and the EU's common external tariff, Turkey is also aligning its policies with that of the Common Agricultural Policy (CAP) of the EU. Although these policies have been implemented, it will still take time for Turkey's smaller farm size and relatively unskilled agricultural labour force to improve and increase production and crop yield.

As part of the Agricultural Reform Implementation Project, direct income support will be introduced in an effort to streamline and modernize their agriculture sector, resulting in increased efficiency and congruency with the EU. This income support may include compensatory payments, input subsidies, import tariffs, and export subsidies.

Agri-Food Import Market Competitors

Turkey's imports display patterns similar to those of many European countries, where approximately half of agri-food imports come from the United States and the EU. With Turkey's increased ties with the EU, their bilateral trade is only expected to increase.

The Five largest trading partners from whom Turkey imported agricultural products during 2003 were the United States (26.8%), Germany (5.1%), Argentina (4.9%), Greece (3.6%) and Spain (3.3%).

The major agriculture products that these countries export to Turkey are Wheat, Chemical Woodpulp, Corn (Maize), Soybeans, Unmanufactured Tobacco, Raw Skins, Rice and Cotton.

With high global export values for Wheat, Chemical Woodpulp, Corn (Maize), Soybeans and Unmanufactured Tobacco, Canada may be able to increase their market share in Turkey for these exports.

Canada – Turkey Trade

Two way trade between Canada and Turkey reached CDN\$ 634.2 million in 2003. Canadian exports totalled CDN\$ 328.4 million and included Coal, Iron, Newsprint, and Chemical Woodpulp. Imports from

Turkey totalled CDN\$ 305.8 million and included Iron and Natural Steel, Textiles, and Clothing Fabrics. This resulted in a positive Canadian trade balance of CDN\$ 22.6 million for 2003.

Agricultural trade between the two countries totalled CDN\$ 87.5 million in 2003. Canadian exports reached CDN\$ 44.3 million, while imports totalled CDN\$ 43.2 million. This resulted in a positive Canadian agriculture trade balance of CDN\$ 1.1 million for 2003.

CANADA - TURKEY BILATERAL TRADE (CDN\$ - 2003)	
Total Trade - Turkey	\$161.5 billion
Exports	\$65.2 billion
Imports	\$96.3 billion
Balance	-\$31.1 billion
Canada > Turkey Trade	\$634.2 million
Exports	\$328.4 million
Imports	\$305.8 million
Balance	\$22.6 million
Canada > Turkey Ag-Trade	\$87.5 million
Exports	\$44.3 million
Imports	\$43.2 million
Balance	\$1.1 million

Canada's largest agricultural export to Turkey in 2003 was Wheat at CDN\$ 26.0 million comprising 58.6% of total agriculture exports to that country. Dried Lentils at CDN\$ 8.4 million, Eggs at CDN\$ 2.3 million, Unmanufactured Tobacco at CDN\$ 1.9 million, and Dog and Cat Food at CDN\$ \$1.1 million round out Canada's top five exports to Turkey. These are followed by Sheep and Lamb Skins and Sunflower Seeds. The top

seven export products represent 92.7% of Canada's total agriculture exports to Turkey.

Statistics for Turkish exports to Canada for 2003 are not yet available.

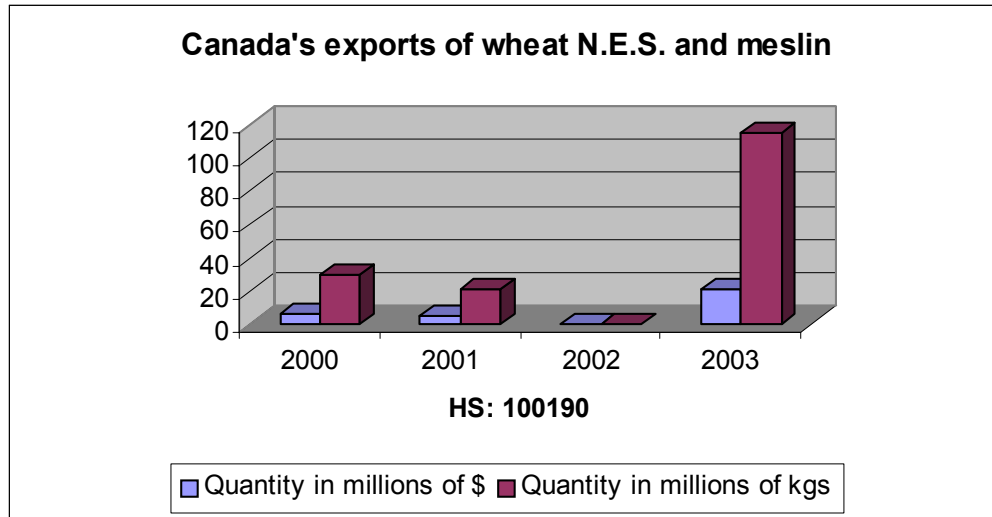
Bulk exports to Turkey totalled CDN\$ 28.6 million in 2003. This is a very large value after a slow bulk export year in 2002. This is almost solely caused by the massive increase in the export of wheat to Turkey.

Intermediate exports to Turkey in 2003 totalled CDN\$ 11.4 million. Significant growth in 2003 brought intermediate export back to its 2001 level, but they are still a long way off of the 2000 levels.

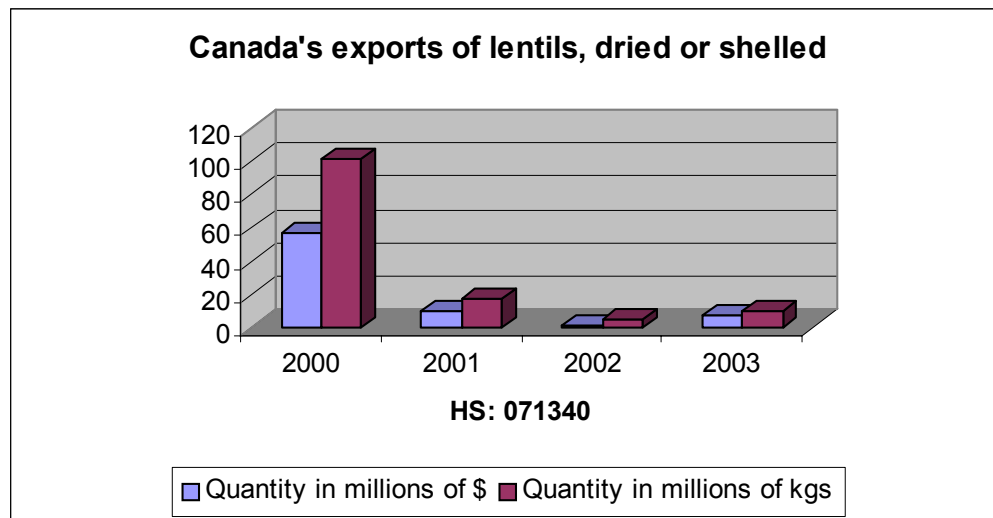
Consumer orientated exports to Turkey totalled CDN\$ 4.4 million in 2003. Significant growth in 2003, after two straight years of contraction, has vaulted these values past 2000 sales values.

Canada's Exports to Turkey

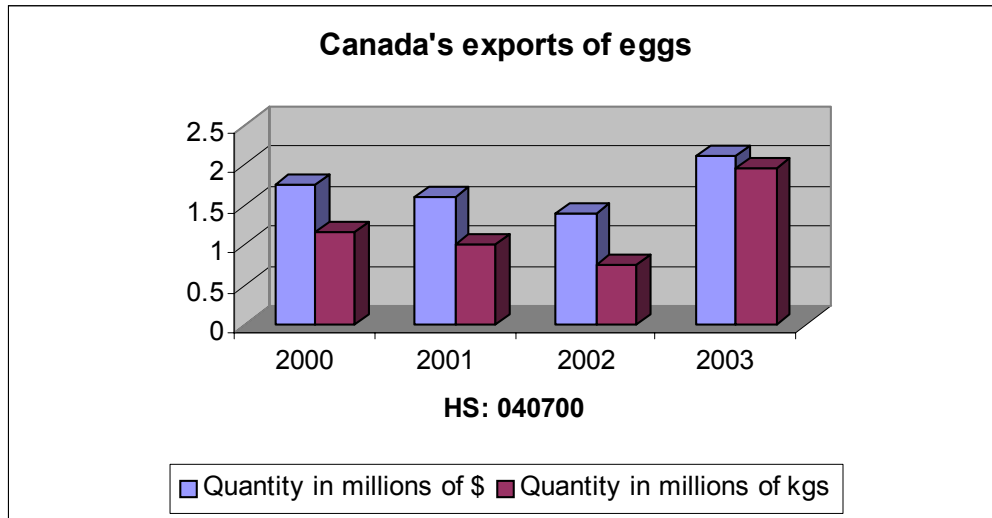
The following seven products represent 92.7% of Canada's agricultural exports to Turkey in 2003. Data provided by Statistics Canada.



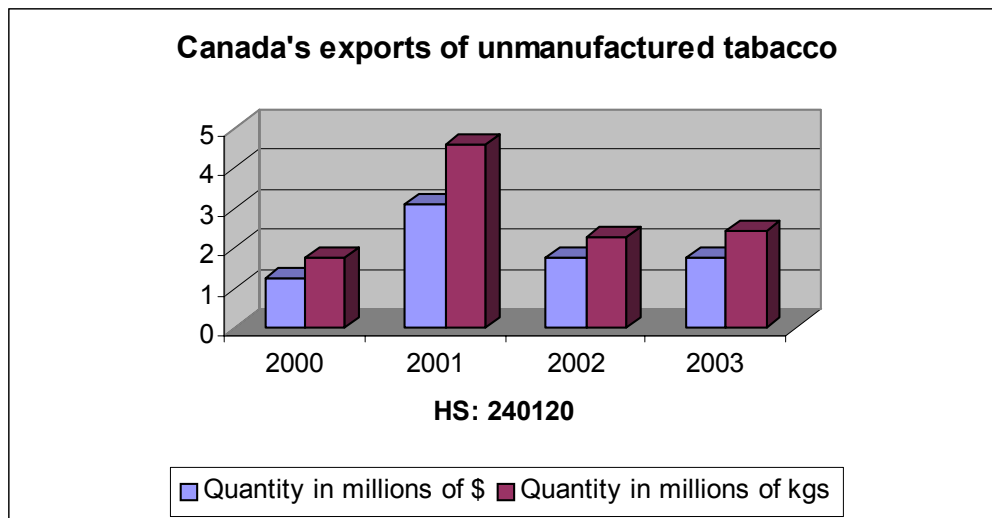
- Exports of Wheat NES and Meslin represented 58.6% of Canada's agri-food exports to Turkey in 2003. Turkey was Canada's 26th largest market for this product.
- After not exporting any in 2002, Wheat exports reached CDN\$ 26.0 million in 2003.



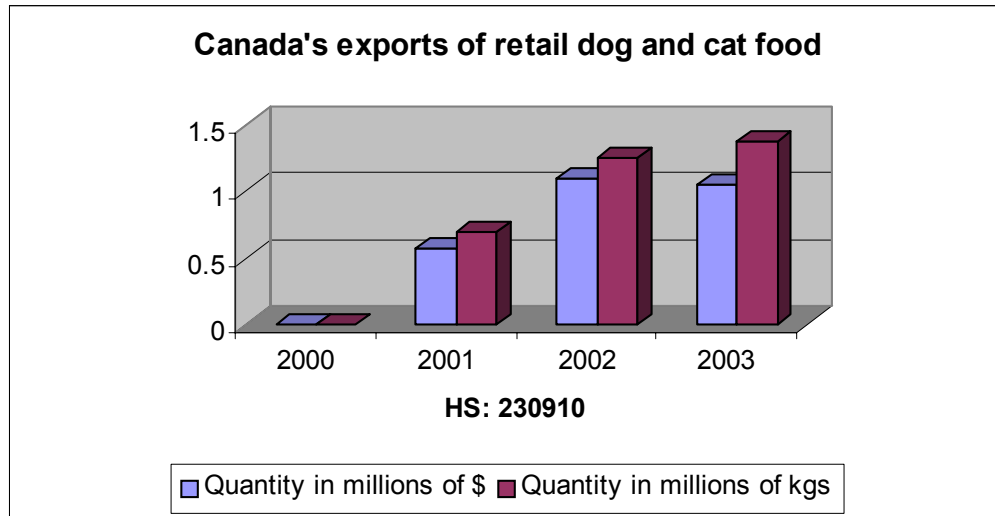
- Exports of Dried Lentil represented 18.9% of Canada's agri-food exports to Turkey in 2003. Turkey was Canada's 6th largest market for this product.
- Canada exported CDN\$ 8.4 million of Dried Lentils to Turkey in 2003. This was an increase of more than CDN\$ 5 million from 2002.



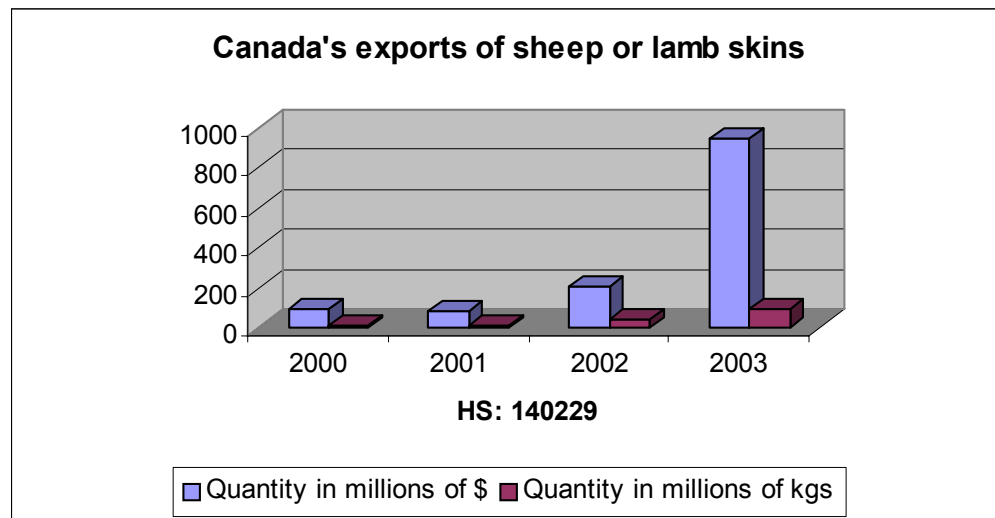
- Exports of Eggs represented 5.1% of Canada's agri-food exports in 2003. Turkey was Canada's 4th largest market for this product.
- After three consecutive years of declining export sales, Eggs rebounded in 2003, selling CDN\$ 2.3 million to Turkey. This was an increase of over 56% from 2002.



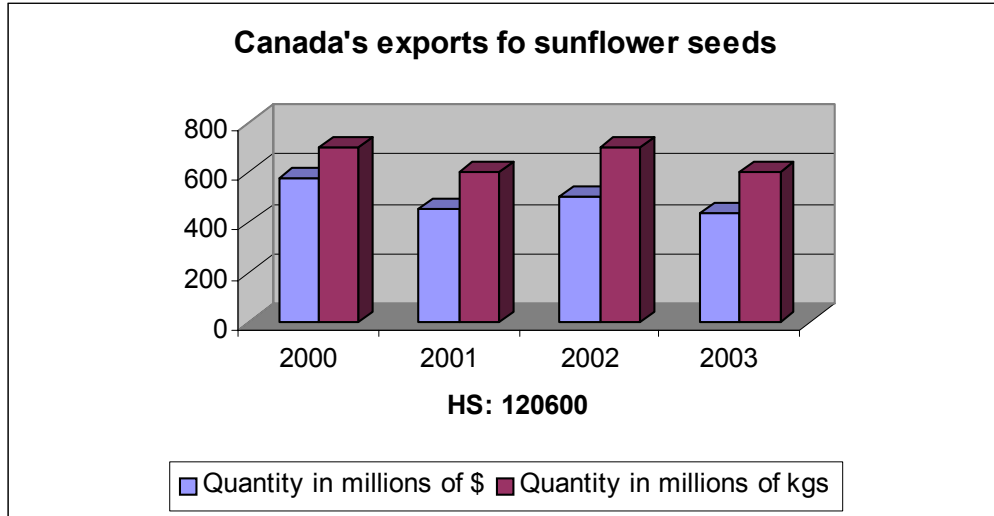
- Exports of Tobacco represented 4.3% of Canada's agri-food exports to Turkey in 2003. Turkey was Canada's 5th largest market for this product.
- Canada exported CDN\$ 1.9 million of Tobacco to Turkey in 2003. This is only a small decline from 2002 levels, but is far below 2001 values.



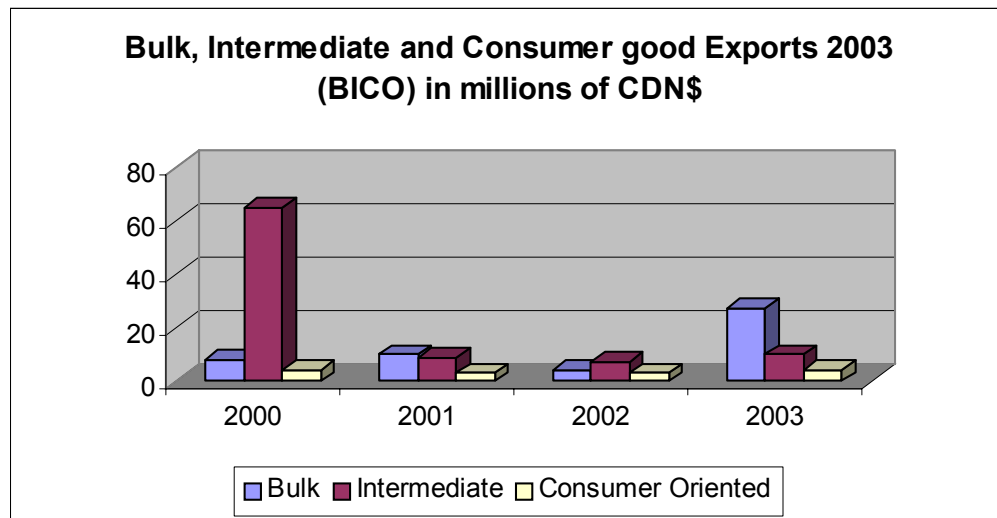
- Exports of Retail Dog and Cat Food represented 2.5% of Canada's agri-food exports to Turkey in 2003. Turkey was Canada's 11th largest market for this product.
- Canada exported CDN\$ 1.1 million of Dog and Cat Food in 2002. This is a very small decline from the sales values in 2002.



- Exports of Sheep or Lamb Skins represented 2.2% of Canada's agri-food exports to Turkey in 2003. Turkey was Canada's largest market for this product in 2003.
- Canada exported CDN\$ 985,044 of Sheep and Lamb Skins in 2003. This was over a 290% increase in the value of exports from 2002.



- Exports of Sunflower Seeds represented 1.1% of Canada's agri-food exports in 2003. Turkey was Canada's 6th largest market for this product.
- Canada exported CDN\$ 469,877 of Sunflower Seeds to Turkey in 2003. This is a small decrease from calues in 2002. Over the past four years these values have stayed fairly constant.



- Bulk exports to Turkey totalled CDN\$ 28.6 million in 2003. This is a very large value after a slow bulk export year in 2002. This is almost solely caused by the massive increase in the export of wheat to Turkey.
- Intermediate exports to Turkey in 2003 totalled CDN\$ 11.4 million. Significant growth in 2003 brought intermediate exports back to its 2001 level, but they are still a long way off of the 2000 levels.

- Consumer orientated exports to Turkey totalled CDN\$ 4.4 million in 2003. Significant growth in 2003, after two straight years of contraction, has vaulted these values past 2000 sales values.

Promotional Venues

VIV Poultry Yutav, Extensive Poultry

Production and Processing

Istanbul, Turkey

June 10 – 13, 2004-03-29

<http://www.hkf-fairs.com/En/index.asp>

12th World Food 2004

Istanbul, Turkey

September 9 – 12, 2004

<http://www.itf-exhibitions.com>

Food Tech 2004

Food processing technologies, food ingredients, and food packaging

Istanbul, Turkey

September 29 – October 3, 2004

<http://www.tuyap.com/index2.htm>

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