

**TOBB**

**THE VOICE OF THE BUSINESS**

**COMMUNITY**

**Ankara, 6 October 2015**

# TOBB: “main catalyst for economic transformation”

## Grassroots network of Turkish business community

- **1.5 million members & 365 Chambers and Commodity Exchanges**
- 13,5 million employment
- 75 % of GDP
- 77 % of Investments
- 100 % of Exports

## Last year, TOBB members

- **Provided 750 thousand new employment**
- Invested 125 billion Dollars (*TÜİK*)
- 82 billion Dollars machinery investment (*TÜİK*)
- 156 billion Dollars exports (*TÜİK*)

## We strengthen the institutional structure with;

60

### Sectoral Assemblies

---

- Largest companies – Industry expertise – Consultation mechanism

Women

### Entrepreneurs Board

---

- Established in 2007 – about 6500 members in 81 provinces

Young

### Entrepreneurs Board

---

- Established in 2009 – about 8500 members in 81 provinces

# SERVICES PROVIDED BY TOBB – 1

- Public – private sector consultation mechanisms
  - Networking / Lobby
- Registry and market regulatory services
  - Trade Registry
  - Capacity Reports
  - Industry Database
  - Fairs and Exhibitions

## SERVICES PROVIDED BY TOBB – 2

- Trade facilitation services
  - Certificate of origin and movement certificates
  - Transit permits
  - Barcode transactions
- SME Support
  - Vocational education and training
  - Consultancy services
  - Access to finance

# SERVICES FOR MANUFACTURERS

## Capacity Reports (I)

- Document that shows the production capacity of the manufacturers
- Valid for 3 years
- Capacity reports include:
  - the annual production capacity of the firm,
  - raw materials used in production,
  - machinery park
  - the information about employment
  - Capital of the firm

## Capacity Reports (II)

- The Capacity Reports are checked and approved by TOBB
- The source of the Industrial database; which is the only database that can generate the information about the industry in our country
- These reports are coded by the PRODCOM 2010 code system which is derived from NACE code system.



# Industry Database

<http://sanayi.tobb.org.tr>

- Only reliable source
- Free membership
- Contains information on approximately 70.000 firms
  - Sectoral production capacity
  - Company data (number of employees, location etc.)
  - Sub-sectoral data

# Industry Database (II)

<http://sanayi.tobb.org.tr>

- Data compatible with the EU system (NACE – Prodcom)
- Ability to get data for:
  - Product
  - Manufacturer
  - Sector and sub-sector

For example: Total capacity of a specific product by province

# Certificates of Domestic Goods

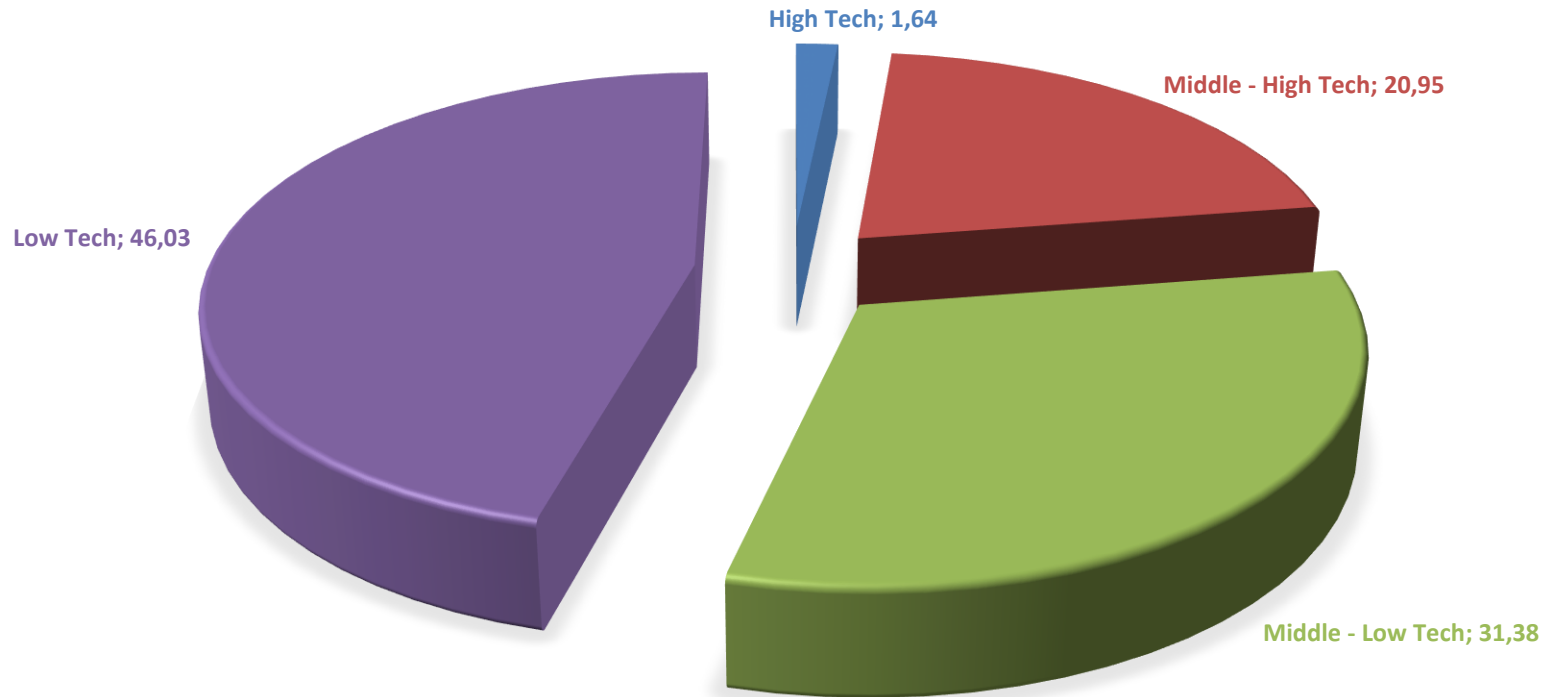
- Includes at least 51 % domestic value
- The system is coordinated by the chambers
  - The process completes within 10 days
- Valid for 2.139 products / medium and high tech
- Advantage: **15 % price advantage** in public tenders
- Huge potential for manufacturers; 70 billion TL public procurement

**THE POTENTIAL ...**

## The potential...

- Enhancing into a more high-tech manufacturing
- 70.000 manufacturers
  - 1.261 high-tech companies
  - 15.540 medium to high tech companies

## Capacity Reports according to the Technology Groups



# High Tech Companies

Description	2014		
	Companies	Share in Total (%)	Change on previous year
Manufacture of pharmaceuticals, medicinal, chemical and botanical products	189	0,25	3,85
Manufacture of computer, electronic and optical products	1.022	1,34	9,07
Manufacture of transport (aircraft and space) equipment	50	0,07	16,28
TOTAL	1.261	1,65	8,52

## Middle to High Tech Companies

Description	2014		Change on previous year
	Companies	Share in Total (%)	
Manufacture of chemicals and chemical products	3.404	4,46	3,25
Arms industry and equipment	235	0,31	15,20
Manufacture of electrical equipment	2.763	3,62	9,21
Manufacture of machinery and equipment	6.864	9,00	7,89
Manufacture of transport (automobiles, trucks etc.) equipment	1.936	2,54	4,31
Other manufacture of transport equipment	338	0,44	11,18
<b>TOTAL</b>	<b>15.540</b>	<b>20,38</b>	<b>3,14</b>



## Conclusion

- Enhancing into a more high-tech manufacturing
- Good examples that are connected to global supply chains
- Huge public support for R&D
- Turkish Suppliers can compete in the global arena

**THANK YOU!**

*AHMET SAYGIN BABAN*

*saygin.baban@tobb.org.tr*