



Bu proje Avrupa Birlięi ve Türkiye Cumhuriyeti tarafından finanse edilmektedir

AB ÜLKELERİNE İHRACAT NASIL YAPILIR?

GEBZE TİCARET ODASI



AB Ülkelerine İhracatta Kullanılacak Teknikler

- DURUM ANALİZİ
- HEDEF VE STRATEJİ BELİRLEME
- PLANLAMA
- UYGULAMA
- DENETİM



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AB Pazar Araştırmalarında Önemli Bilgi Kaynakları

- İthalat & İhracat İstatistikleri İçin
 - www.trademap.org
- İthalat Gümrük Vergi Oranları İçin
 - www.macmap.org



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AB Pazarının İthalat / İhracat İstatistiklerine Ulaşma Uygulaması



TRADE MAP

Trade statistics for international business development
Monthly, quarterly and yearly trade data. Import & export values, volumes, growth rates, market shares,
etc.



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Trade Map provides - in the form of tables, graphs and maps - indicators on export performance, international demand, alternative markets and competitive markets, as well as a directory of importing and exporting companies.
Trade Map covers 220 countries and territories and 5300 products of the Harmonized System. The monthly, quarterly and yearly trade flows are available from the most aggregated level to the tariff line level.

Imports Exports

Service Product

Single Group

Please enter a keyword or a product code

Advanced search

Country Region

Please enter a country/territory or region name

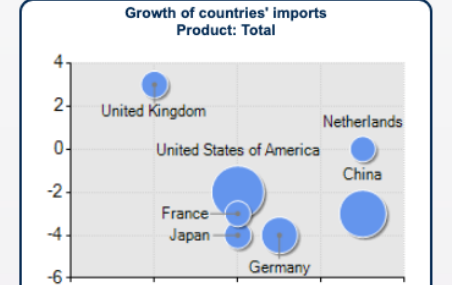
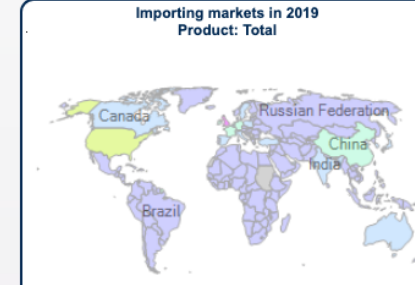
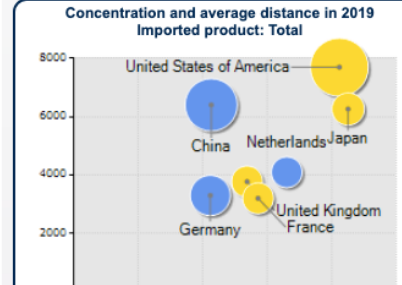
Trade Indicators

Yearly Time Series

Quarterly Time Series

Monthly Time Series

Companies



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Hedef Pazar Seçiminde Trend Analizi Uygulaması

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Product: ... 080420 - Fresh or dried figs
Country: All
Partner: All
other criteria Imports Yearly time series by importing country Values US Dollar

Product Group: None
Country Group: European Union (EU 27)
Partner Group: None

List of importers for the selected product
Product: 080420 Fresh or dried figs

Unit : US Dollar thousand

Table Graph Map Companies

Download: Time Period (number of columns): 5 per page Rows per page Default (25 per page)

HS8	Importers	Imported value in 2015	Imported value in 2016	Imported value in 2017	Imported value in 2018	Imported value in 2019
	World	526,478	524,988	610,019	611,716	601,640
	European Union (EU 27) Aggregation	240,541	241,411	264,629	273,248	265,728
	Germany	58,499	53,144	66,342	64,032	60,983
	France	56,090	60,347	58,348	67,040	60,770
	Austria	26,984	26,506	29,354	27,897	35,448
	Italy	22,811	22,151	21,873	19,769	22,562
	Netherlands	18,457	19,637	23,627	23,589	22,301
	Belgium	9,313	11,933	11,517	12,669	11,287
	Poland	5,498	4,172	4,836	6,211	5,937
	Sweden	6,795	6,087	6,889	7,061	5,218
	Denmark	7,186	5,724	6,961	6,972	5,197
	Spain	5,290	5,086	4,726	5,098	5,155
	Slovakia	2,313	3,735	3,231	4,482	4,301
	Portugal	3,325	3,607	3,428	3,782	4,061
	Bulgaria	697	1,314	1,005	3,639	3,419



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AB Pazarlarında Rakip Ülkelerin ve Türk Ürünlerinin Pazar Payı Tespiti



TRADE MAP

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Monthly, quarterly and yearly trade data. Import & export values, volumes, growth rates, market shares, etc.



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Product: ... 080420 - Fresh or dried figs

Country: Germany

Partner: All

Product Group: None

Country Group: None

Partner Group: None

other criteria Imports Trade indicators by country Direct data

List of supplying markets for the product imported by Germany in 2019

Product: 080420 Fresh or dried figs

Germany's imports represent 10.1% of world imports for this product, its ranking in world imports is 2

Table		Graph		Map		Companies		FDI data		Tariff data		Standards					
Download:		   		Rows per page Default (25 per page)													
1 2 3 4 5																	
Bilateral trade at 8-digit	Exporters	Select your indicators															
		Value imported in 2019 (USD thousand)	Trade balance 2019 (USD thousand)	Share in Germany's imports (%)	Quantity imported in 2019	Quantity unit	Unit value (USD/unit)	Growth in imported value between 2015-2019 (% p.a.)	Growth in imported quantity between 2015-2019 (% p.a.)	Growth in imported value between 2018-2019 (% p.a.)	Ranking of partner countries in world exports	Share of partner countries in world exports (%)	Total exports growth in value of partner countries between 2015-2019 (% p.a.)	Average distance between partner countries and all their importing markets (km)	Concentration of all importing countries of partner countries	Average tariff (estimated) applied by Germany (%)	
		World	60,983	-43,398	100	17,077	Tons	3,571	3	2	-5		100	5			
		 Turkey	48,025	-47,492	78.8	13,550	Tons	3,544	2	2	-7	1	49.1	4	4,212	0.07	0
		 Brazil	2,015	-2,015	3.3	333	Tons	6,051	1	-2	4	11	1.2	0	9,788	0.24	6.8
		 Italy	1,978	-1,507	3.2	978	Tons	2,022	-2	4	22	13	1.1	-8	1,315	0.09	0
		 Spain	1,949	-1,912	3.2	636	Tons	3,064	41	38	52	5	3.6	8	1,527	0.18	0
		 Austria	1,869	4,408	3.1	269	Tons	6,948	38	32	-2	3	4	0	574	0.53	0
		 Netherlands	1,633	-317	2.7	623	Tons	2,621	-13	-7	-31	4	3.6	5	575	0.21	0
		 Greece	1,278	-1,204	2.1	252	Tons	5,071	14	12	43	7	2.8	7	3,789	0.15	0



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AB Pazarında Türk Firmaları İçin Potansiyeli Yüksek Sektörler ve Ürün Grupları

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Product: TOTAL - All products
Country: All
Partner: Turkey
other criteria: Imports Yearly time series by product Product cluster at 6 digits Values US Dollar

Product Group: None
Country Group: European Union (EU 27)
Partner Group: None

Existing and potential trade between European Union (EU 27) and Turkey
Product: TOTAL All products

Unit: US Dollar thousand

Table Graph Map Companies FDI data Standards

Download: Time Period (number of columns): 3 per page Rows per page: Default (25 per page)

HS8	Product code	Product label	European Union (EU 27)'s imports from Turkey			Turkey's exports to world			European Union (EU 27)'s imports from world		
			Value in 2017	Value in 2018	Value in 2019	Value in 2017	Value in 2018	Value in 2019	Value in 2017	Value in 2018	Value in 2019
TOTAL	All products		75,088,919	85,730,033	84,874,325	156,992,940	167,923,862	171,098,411	5,122,186,722	5,741,182,576	5,518,330,858
870421	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston ...		3,480,247	3,677,154	3,336,707	4,368,126	4,654,064	4,188,846	24,406,604	27,833,897	26,906,023
870322	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...		2,892,731	2,770,088	2,252,220	3,116,784	2,756,893	2,096,044	48,263,248	56,477,117	60,990,979
870321	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...		1,090,841	1,329,769	2,236,693	1,385,846	1,956,212	2,443,847	18,179,645	26,816,659	29,947,826
870340	Motor cars and other motor vehicles principally designed for the transport of <10 persons, ...		1,525,153	2,347,485	2,077,367	1,983,960	3,115,879	3,124,196	8,356,734	11,330,013	13,250,725
870332	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...		1,584,219	1,704,167	1,790,038	1,548,989	1,789,911	1,838,668	95,885,510	89,967,385	75,351,833
870210	Motor vehicles for the transport of >= 10 persons, incl. driver, with compression-		1,495,408	1,576,642	1,724,404	1,605,893	1,765,867	1,925,621	5,135,992	5,944,928	5,902,969



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İhracatta Başarılı Olunabilecek AB Ülkelerinin Tespitinde İpuçları

- AVRUPA'DA EN ÇOK İTHAL EDEN ÜLKELERDEN BİRİ Mİ?
- TÜM DÜNYADAN YAPTIĞI İTHALAT ARTIYOR MU?
- TÜRKİYE'NİN EN ÇOK İHRAÇ ETTİĞİ ÜLKELERDEN BİRİ Mİ?
- TÜRKİYE'DEN YAPTIĞI İTHALAT ARTIYOR MU?



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Ürünler İçin Müşteri Bulmada Ticari Rehberlerden Faydalanma

- www.europages.com.tr
- <https://tr.kompass.com/>
- www.dnb.com
- www.teloos.com



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Müşteri Bulmada Ticaret Sanayi Odalarından Faydalanma

- <http://chamberdirectory.worldchambers.com/>



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Ticaret Sicil Kayıtları İle Potansiyel Alıcılarına Ulaşma

- https://e-justice.europa.eu/content_find_a_company-489-en.do
- www.handelsregister.de
- <https://beta.companieshouse.gov.uk/>



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AB İthalat Prosedürü

- <https://trade.ec.europa.eu/access-to-markets/en/home>



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AB İş Kültürü ve Ticari Risk Değerlendirme

- <https://globaledge.msu.edu/>



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- Twitter: @TEBD_Project
- LinkedIn: Turkey-EU Business Dialogue (TEBD) - www.linkedin.com/company/tebd
- Web sitesi: www.tebd.eu

TEBD faaliyetleri ile ilgili sorularınız için lütfen tebd@eurochambres.eu adresine yazınız.

TESEKKÜRLER!

