



SMALL and MEDIUM ENTERPRISES DEVELOPMENT ORGANISATION

(KOSGEB) of TURKEY

«Opportunities of the Turkish Construction Materials Industry»

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KOSGEB AND ITS PURPOSES



- **KOSGEB was established in 1990.**

- **Its purposes are:**
 - Increasing the share and efficiency of SMEs
 - Increasing competitiveness of SMEs
 - Realizing integration in the industry in accordance with economic developments

- **KOSGEB's target group is the SMEs operating in the sectors determined in the Decision No. 2009/15431 of the Council of Ministers.**

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 88 KOSGEB Directorates in 81 cities



 98 KOSGEB Representative Offices

HUMAN RESOURCES OVERVIEW:

- **620 personnel** in Headquarters
- **1342 personnel** in City Directorates
- **Total number of Experts/Assistant Experts: 625**
- **2020 Annual Budget : 320 M USD**

KOSGEB Headquarters



TURKISH SME DEFINITION - 2

MICRO

- Employee: 0 – 9
- Net Sales/Balance \leq 375 thousand USD

1 \$ =8 TL

SMALL

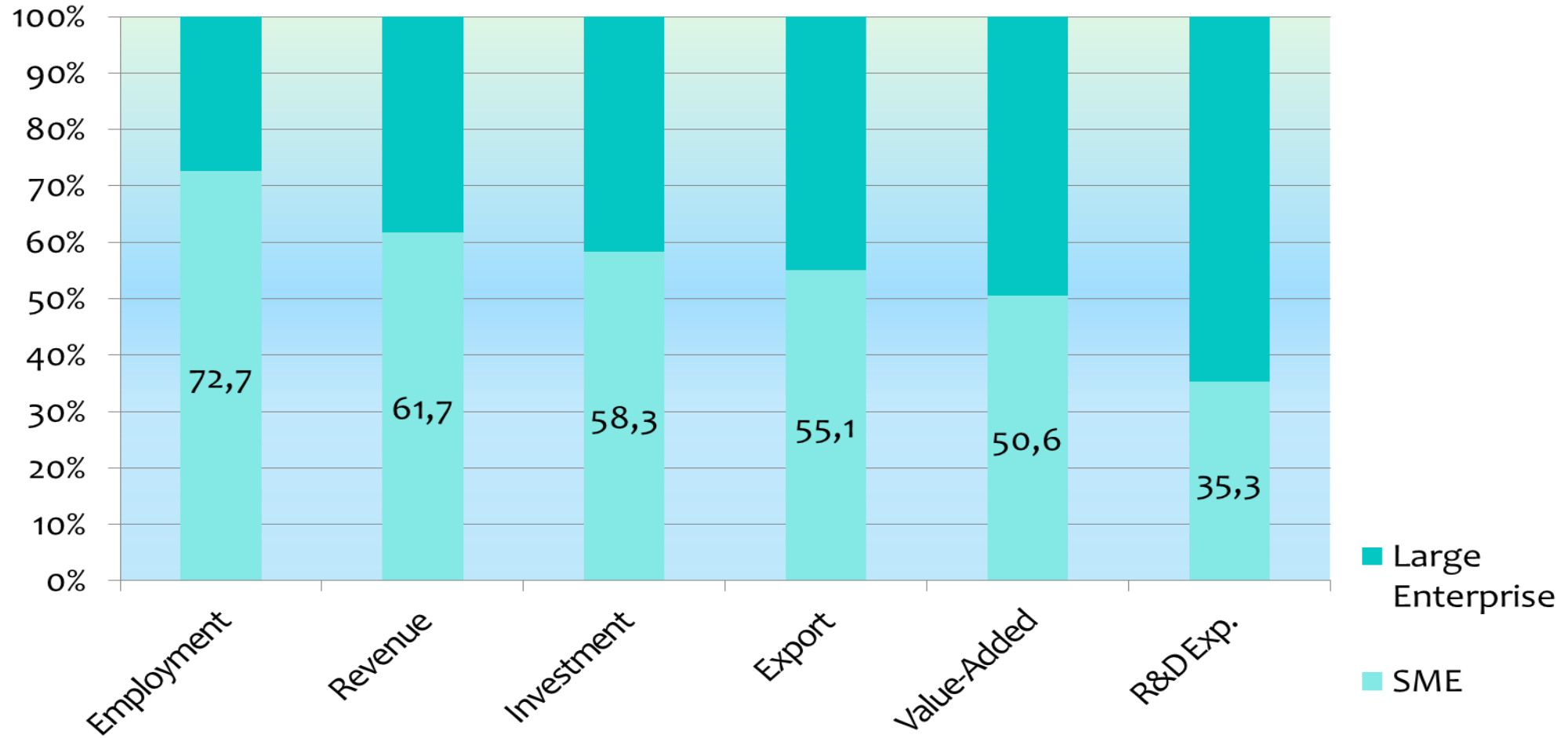
- Employee: 10 – 49
- Net Sales/Balance \leq 3.1 mill. USD

MEDIUM

- Employee: 50 – 249
- Net Sales/Balance \leq 15.6 mill. USD


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SMES' CONTRIBUTION IN TURKISH ECONOMY



Turkish Construction Materials Industry

The Power of Turkish Construction Materials Industry

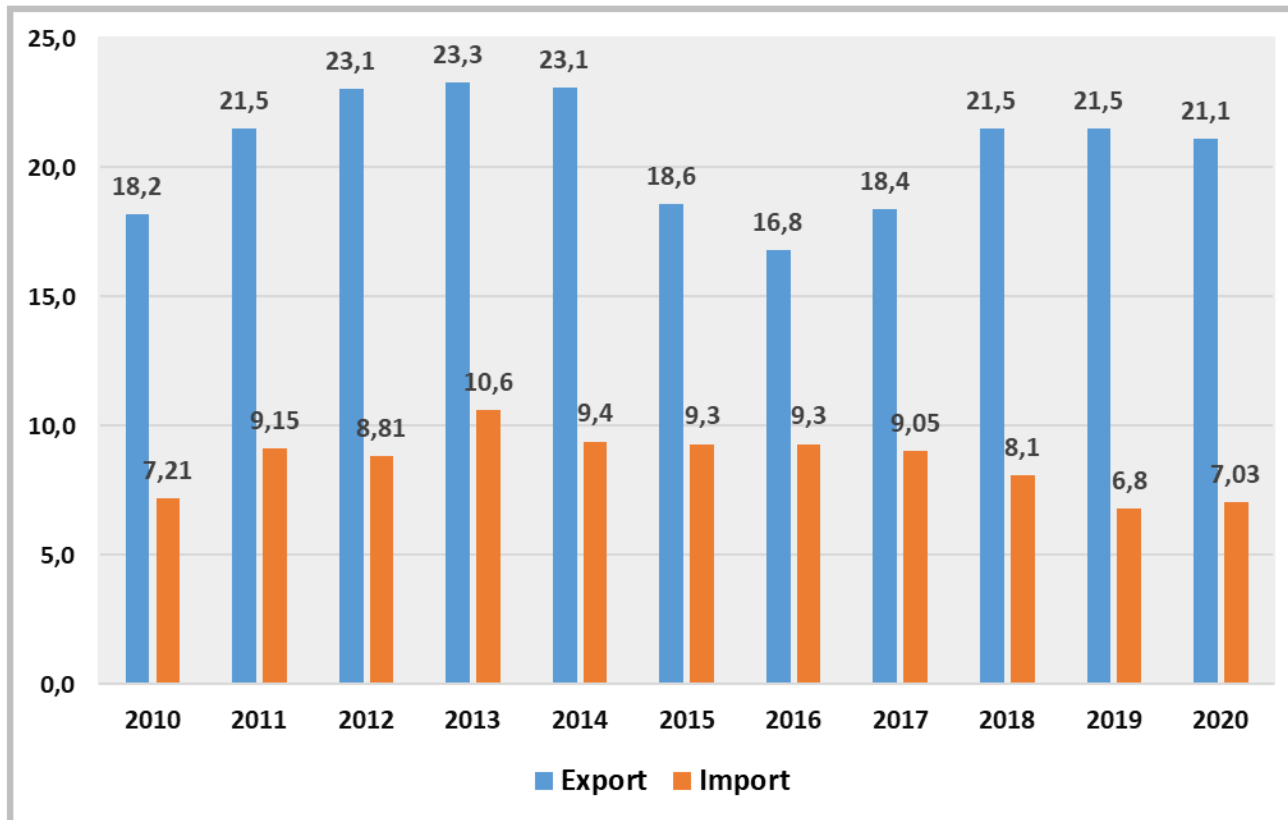
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- ✓ **79,1 billion \$** Total market size
 - ✓ **58 billion \$** Domestic market size
 - ✓ **21,1 billion \$** Total export
 - ✓ **% 12,4** Share in Turkey's total exports
 - ✓ **% 300** Positive contribution to the current account deficit

* 2020 data

Source: *Turkiye IMSAD Economy Reports*

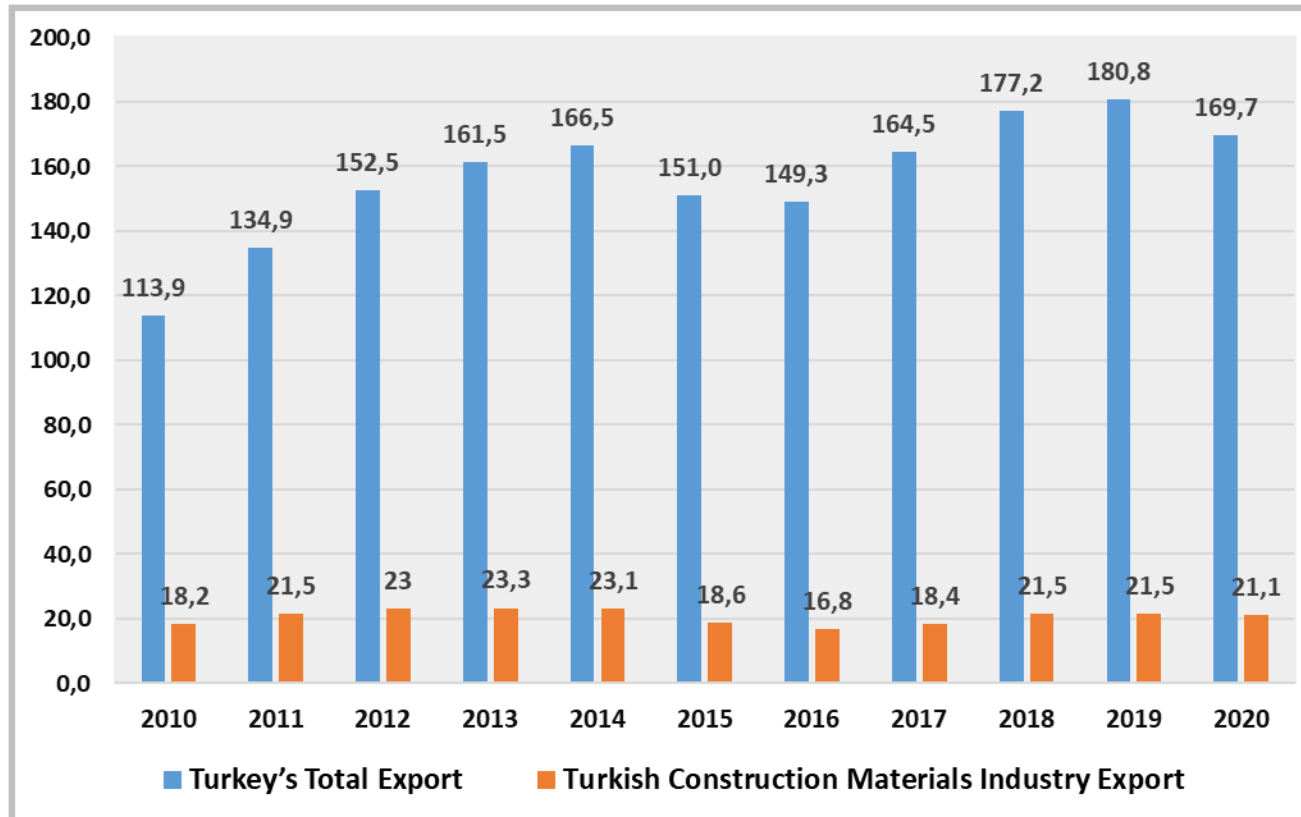
Turkish Construction Materials Industry

Turkish Construction Materials Export & Import (Billion \$)



Turkey's Total Export

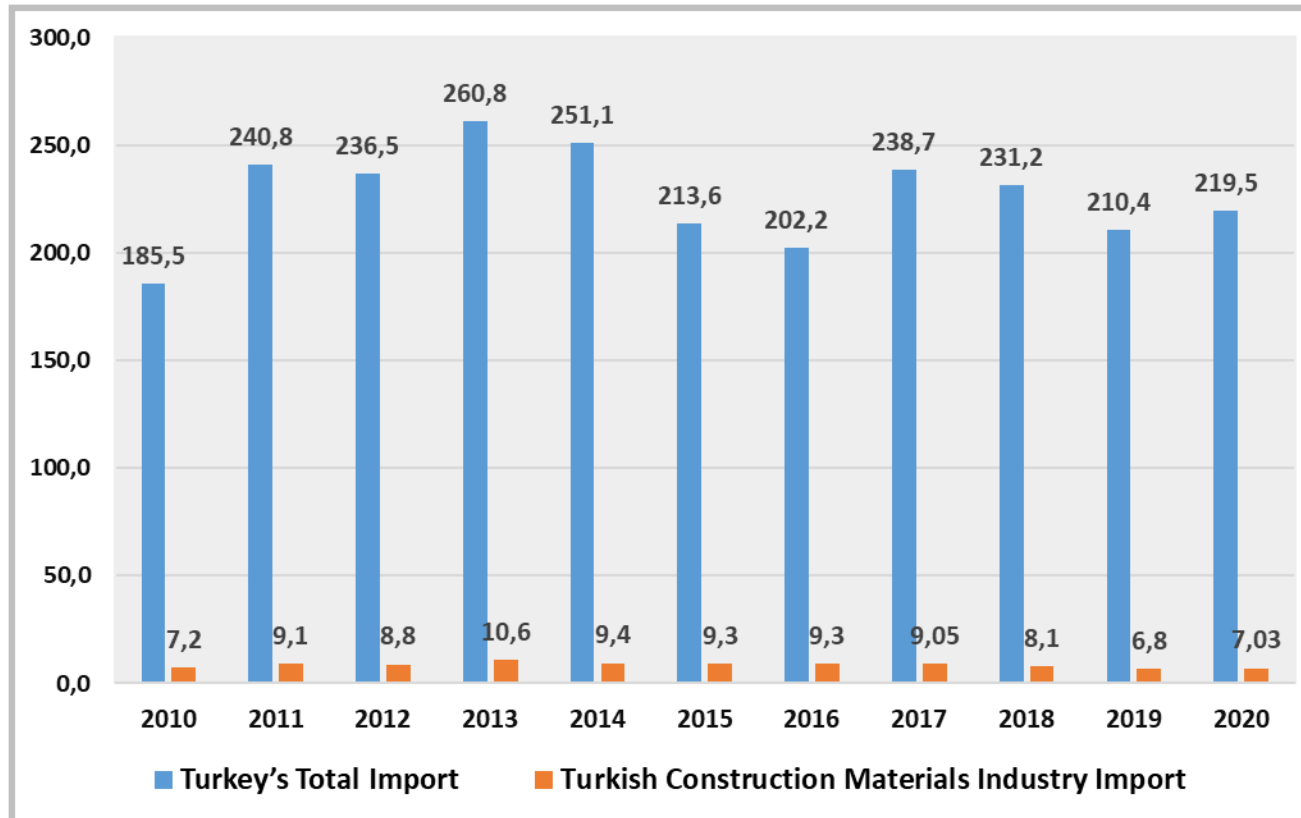
Turkey's Total Export & Turkish Construction Materials Industry Export (Billion \$)



Source: Turkish Statistical Institute

Turkey's Total Import

Turkey's Total Import & Turkish Construction Materials Industry Import (Billion \$)



Turkish Construction Materials Industry

Turkish Construction Materials Industry First 20 Export Market

Ranking	COUNTRY	2019 Million \$	2020 Million \$	Percentage Change %
1	ABD	1.140	1.356	18,9
2	ISRAEL	1.297	1.345	3,7
3	GERMANY	1.212	1.293	6,7
4	IRAQ	1.231	1.253	1,8
5	ENGLAND	1.222	1.162	-4,9
6	ROMANIA	713	715	0,3
7	CHINA	815	627	-23,1
8	FRANCE	522	551	5,6
9	YEMEN	502	432	-13,9
10	SAUDI ARABIA	376	395	5,1
11	RUSSIA	358	392	9,5
12	ITALY	371	355	-4,3
13	MOROCCO	358	341	-4,7
14	GEORGIA	373	334	-10,5
15	POLAND	282	318	12,8
16	BULGARIA	353	318	-9,9
17	HOLLAND	267	312	16,9
18	BELGIUM	271	312	15,1
19	EGYPT	306	311	1,6
20	HONG KONG	210	293	39,5

Source: Türkiye
IMSAD Economy
Reports

KOSGEB Communication Channels;



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