



**SHAPE THE WORLD
WITH
TURKISH STEEL**

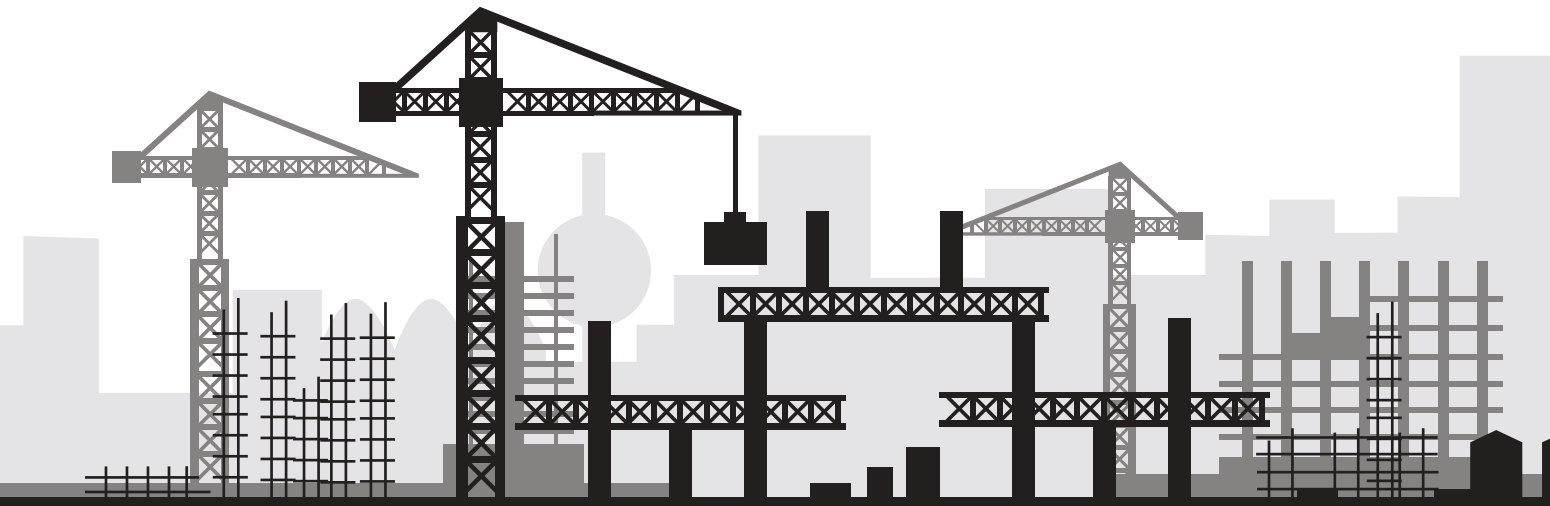


Discover
the potential



Turkey

Discover
the potential



- ▶ **World's 2nd largest rebar exporter**
- ▶ **World's 9th largest steel producer**
- ▶ **The world's 10th biggest steel exporter**
- ▶ **Europe's 2nd largest steel producer**



Exports to over 200 countries



World's largest importer of scrap metal



65% of steel production from steel scrap



31.5 million tons crude steel production in 2015

TURKEY AT A GLANCE



- ▣ LOCATED ON A CENTRAL NODE BETWEEN WIDELY USED TRADE LINES.
- ▣ MAIN DRIVING FACTOR OF THE TURKISH ECONOMY IS SET TO BE THE FOREIGN TRADE.
- ▣ CONTINUOUSLY INCREASING EXPORT VOLUME AND HIGH QUALITY PRODUCTS
- ▣ STRONG INDUSTRY
- ▣ SKILLED AND EXPERIENCED WORK FORCE
- ▣ DYNAMIC POPULATION

Official name : Republic of Turkey

Form of State: Parliamentary Republic

Capital City: Ankara

Currency: Turkish Lira (TL)

Language: Turkish

Population: 78,741,053 (2015-TURKSTAT)

Population Growth: %1.3 (2014-2015-TURKSTAT)

Civilian Labour Force: 57,854,000 (2015-TURKSTAT)

Time Zone: GMT +3

Public Holidays: January 1st, April 23rd, May 19th, August 30th, Ramadan Feast, Sacrifice Feast

Real GDP (PPP), Real GDP (PPP) Growth: 1,579,668 million USD, %5.1 (OECD)

Real GDP per Capita: 20,396 USD (OECD)

Main export destinations: Germany, United Kingdom, Iraq, Italy

Main import destinations: China, Germany, Russia, Italy

17th biggest economy (Real GDP, WorldBank)

Export: 143,7 million USD (2015, Share in World and Europe: %0.9, %2.4) (TURKSTAT, WTO)

Import: 207,2 million USD (2015, Share in World and Europe: %1.2, %3.5) (TURKSTAT, WTO)

TURKEY'S STRONG INDUSTRIAL BASE



TURKEY'S EXPORT BY INDUSTRIES-2015



AUTOMOTIVE

Export Value **21.2 billion USD**
Share in total export **%15.8**



APPAREL

Export Value **17 billion USD**
Share in total export **%12.7**



CHEMICALS & CHEMICAL PRODUCTS

Export Value **15.4 billion USD**
Share in total export **%11.5**



ELECTRICAL ELECTRONICS & SERVICES

Export Value **10.5 billion USD**
Share in total export **%7.9**



STEEL

Export Value **9.9 billion USD**
Share in total export **%7.4**

143.7 billion USD Total Export in 2015

Note: Ingot gold export (10 billion USD) is included in the total export but it is not included in calculations of the shares.

Turkey enjoys a significant advantage in trade due to its proximity to Europe as well as fast developing markets of the Middle East and Central Asia.

ABOUT STEEL EXPORTERS' ASSOCIATION

Steel Exporters' Association had been operating by the name of Istanbul Ferrous and Non Ferrous Metals Exporters' Association since 1986 which is one of the five associations under the body of General Secretariat of Istanbul Mineral and Metals Exporters' Association (IMMIB). In October 20, 2005, it was established as the sixth association of IMMIB.

The Association is a non-profit business organization of more than 900 companies representing the largest steel producers and exporters in the Turkish steel industry. It carries on its operations with the aim of increasing the export potential of the Turkish steel industry and paves the way for Turkish steel producers/exporters, with main objective to foster and attain sustainable global steel market based on free and fair trade. The Association also solves the problems of its member companies face at home and abroad, provides contact between members and foreign importers in order to ease the export processes, serves up-to-date domestic and global market news, reports and analyses.



Our mission; "Developing and implementing the strategies in order to increase the share of the Turkish steel exports in global markets and to maintain a sustainable global competitive strength."

Our vision; "Guiding and assisting the members of Turkish steel sector to become a leading industry in the global steel trade."

Our values; "Quality, reliability, continuous improvement and innovation."

established
in
2005

900
members

31.5 million
tons
production

TURKISH STEEL EXPORTER'S ASSOCIATION OPERATIONS



ACTIVITIES 2015



TURKISH STEEL INDUSTRY

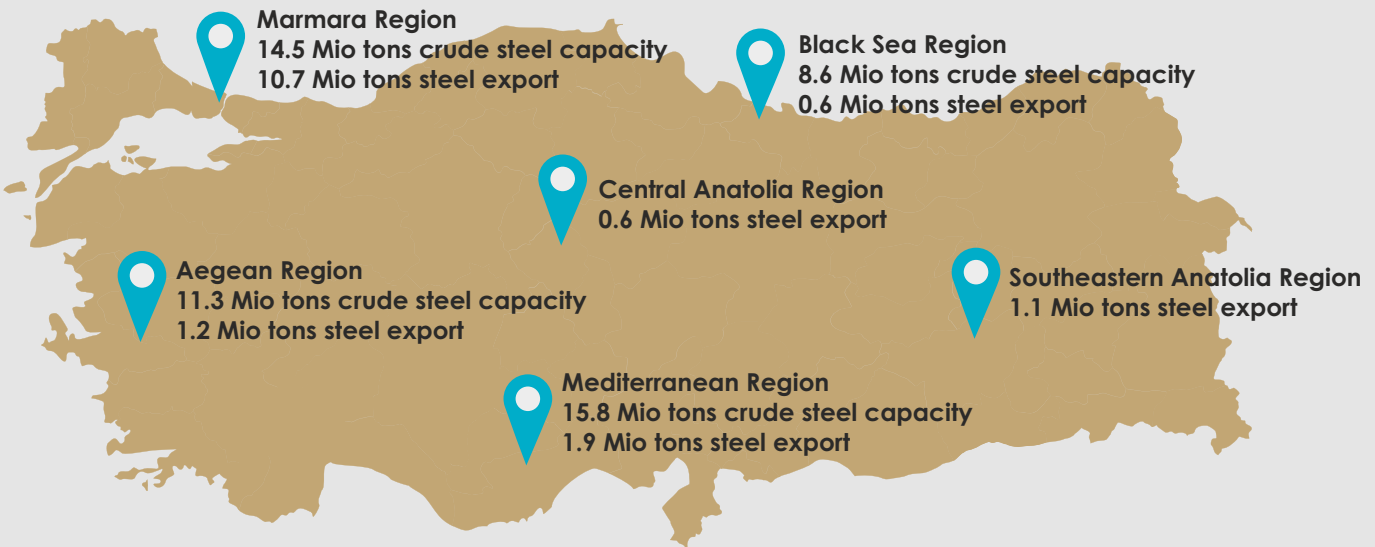
Today Turkey has 24 electric arc furnace mill plants (EAF) and 4 induction furnace plants, with a capacity range from 80 to 150 thousand tons, and its 3 BOF plants with a capacity range from 2.8 to 5 million tons.

In 2015, global output decreased 1.598 billion tons, down by 3.0% on 2014. She had a 7.4% decrease with 31.517 million tons in year 2015.

In 1996, The European Coal and Steel Community (ECSC) agreement signed between the EU and Turkey. With signing the agreement, customs duties on bilateral steel trade were abolished. The agreement allows Turkey to trade its iron and steel products without customs duty with all EU member states. Additionally, the Government does not subsidize Turkish domestic steel industry due to the European Coal and Steel Community (ECSC) agreement.

All steel companies in the country are privately held, and Turkish steelmakers continue to pursue technological developments to enhance the long-term viability of the industry in the global marketplace. The steel industry has become one of the most developed sectors in Turkey and today counts as the fifth largest contributor to the Turkish economy.





TURKEY'S STEEL MAP 2015

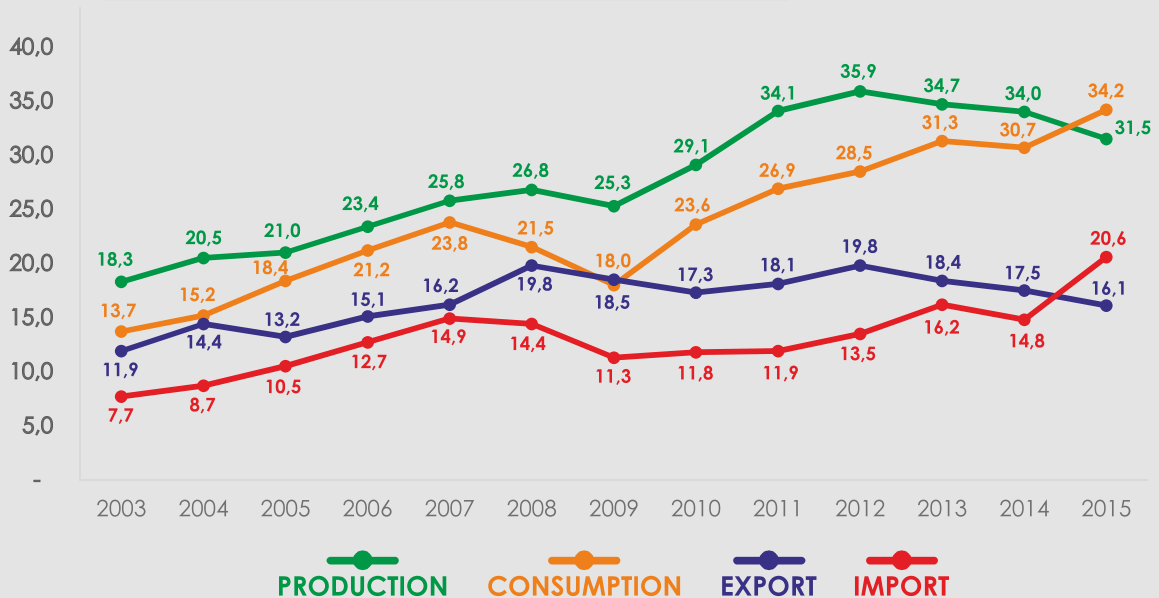


A GROWING INDUSTRY

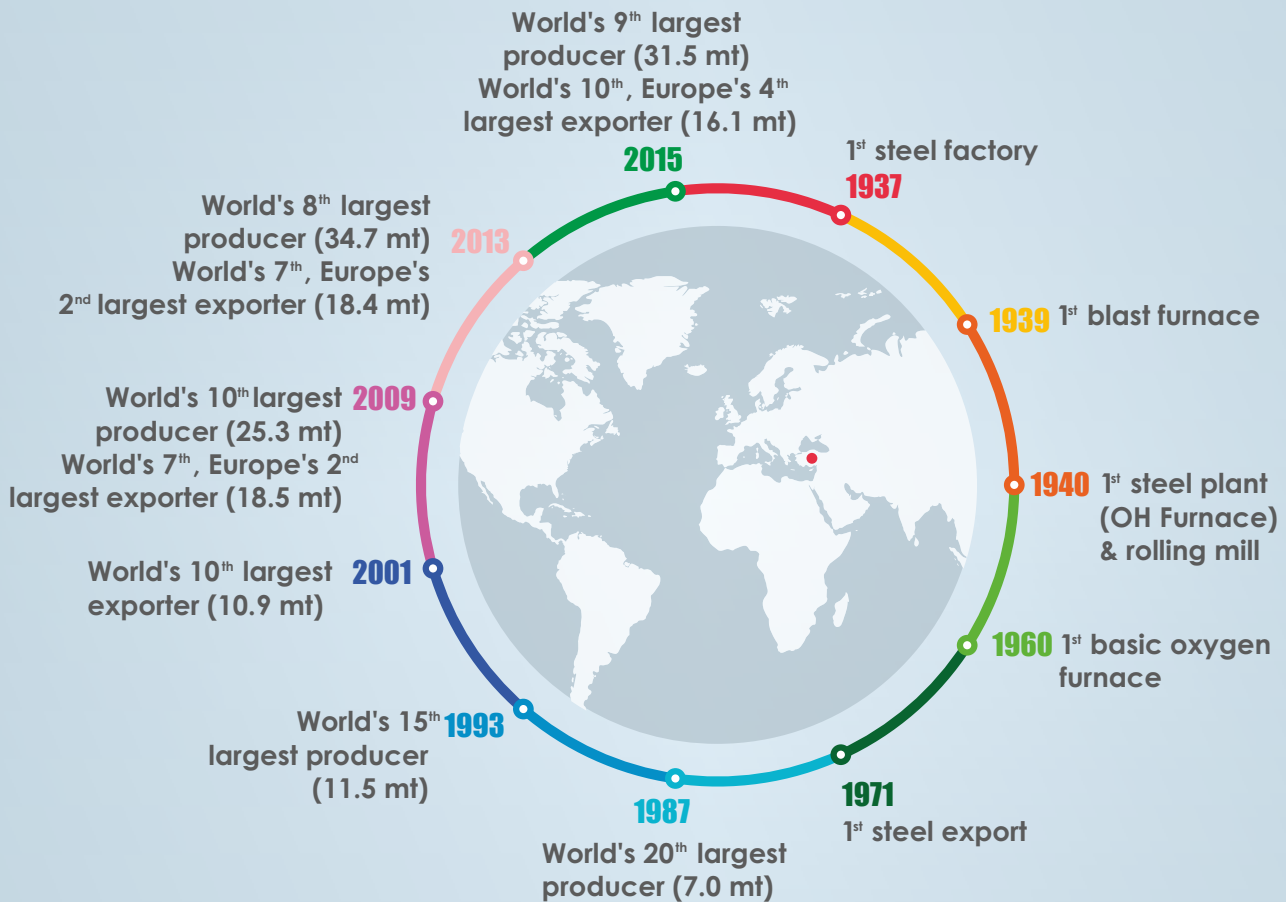
After 1980, with the implementation of import substitution system, Turkey has increased her steel export to primarily neighboring countries such as Iran, Iraq and North African countries. In the next 20 years, Turkey realized a major production and export boom. While Turkey was the world's 10th biggest steel exporter in 2001, she has become the 9th biggest producer globally and 2nd largest steel producer in Europe in 2015. In fact, she was the third fastest growing steel producer in the world between the 2001 and 2011, after China and India. Steel production in Turkey has increased significantly since 2001, growing from 15 million tons (mt) in 2001 to 32 million tons in 2015. Growth of the industry has been driven by strong domestic consumption. Turkey's crude steel consumption per capita has increased to 436 kg in 2015 and is expected to continue to growing in the medium - long terms. In addition to the strong domestic demand and dynamic steel using industries, Turkey's well placed position also supports exports and production.

TURKISH STEEL INDUSTRY - OVERVIEW

1000 TONS	PERIOD	2014	2015	CNG
 PRODUCTION	12M	34,035	31,517	-7.4%
 CONSUMPTION	12M	30,739	34,361	11.8%
 EXPORT	12M	17,525	16,130	-8.0%
 IMPORT	12M	14,799	20,628	39.4%



TIMELINE



Turkey

Discover
the potential





WHY TURKISH STEEL?

PRODUCTION CAPACITY

Proven to meet growing demand in the future—Turkey is the 9th largest crude steel producer in the world.

Turkey's position at the Aegean Region and proximity to key industrial markets means it can respond to demand quickly and on time.

PROXIMITY TO MARKETS

MODERN INFRASTRUCTURE

Consolidated investments have provided Turkey a world-class infrastructure which enables the country to deliver its products faster.

Investments in technology provide state of the art production facilities and new production technologies mean that Turkey can offer quality products at consistently competitive prices.

COMPETITIVE PRICING

EXPERIENCED & SKILLED WORKFORCE

Excellent standards of training and education ensure an expert workforce for highest production standards.

Production techniques integrate world standard technological practices.

LATEST TECHNOLOGIES

CONTINUED INVESTMENTS

Turkey continues to invest in upgrading, enhancing and improving production methods and innovative products.

The industry is committed to meet all global and local environmental standards without any recourse to state subsidies. Because 65% of Turkish Steel production is carried out by electric arc furnaces, the average Co2 emission for producing 1 ton of crude steel in Turkey is 0.69 tons. This compares favorably with the global average of 1.5 tons.

GREENER STEEL

TURKISH STEEL INDUSTRY'S KEY FACTS AND FIGURES

01 World's 2nd largest rebar exporter

World's 9th largest steel producer **02**

03 The world's 10th biggest steel exporter

2nd largest producer of steel in Europe **04**

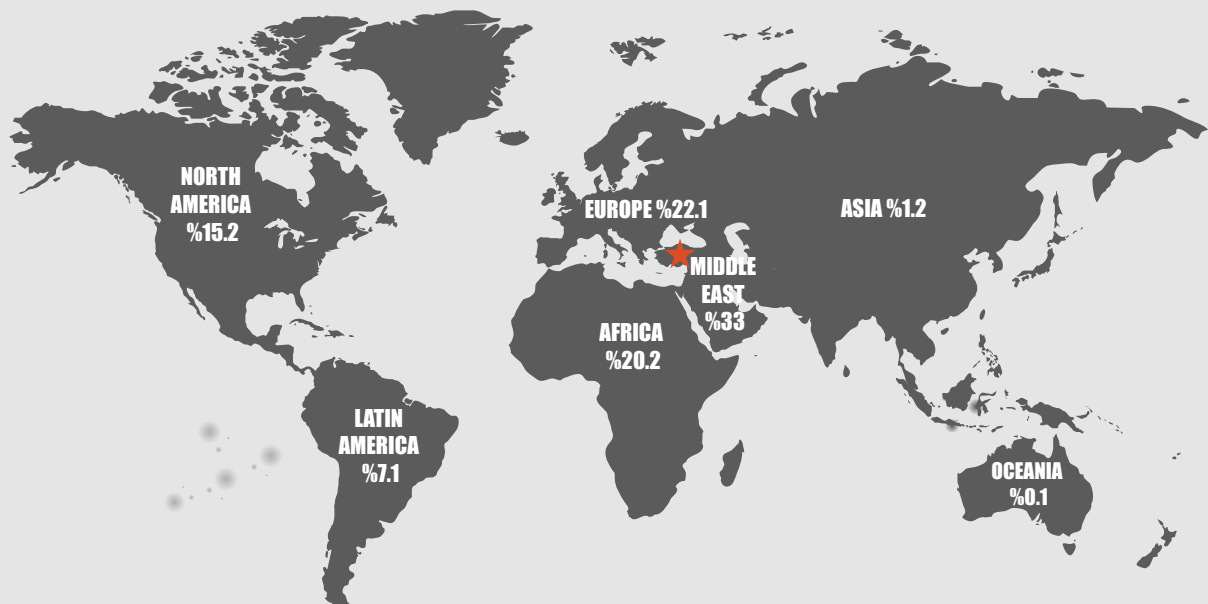
05 Exports to over 200 countries

World's largest importer of scrap metal **06**

07 65% of steel production is from steel scrap

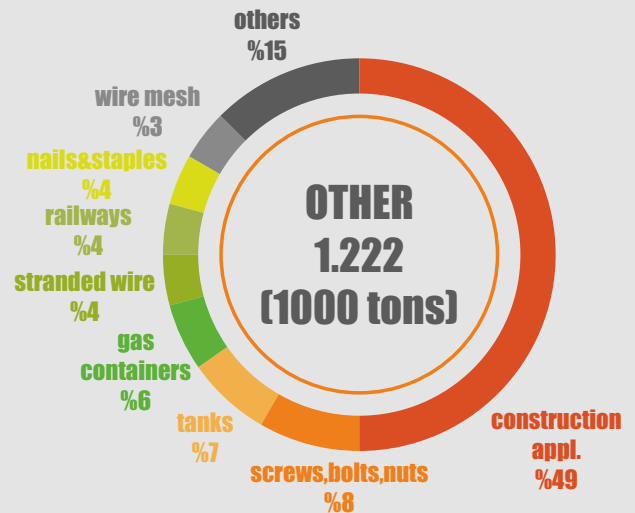
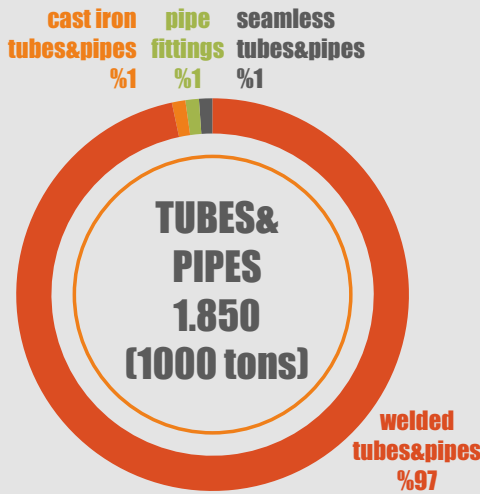
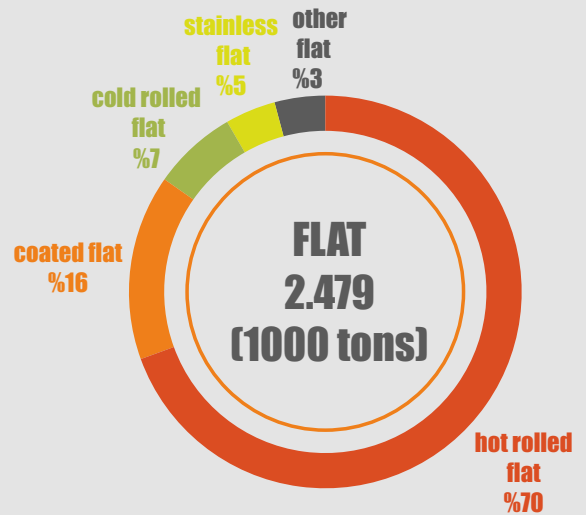
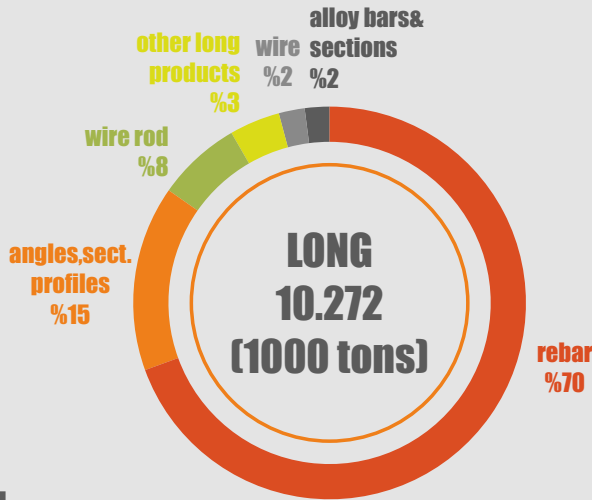
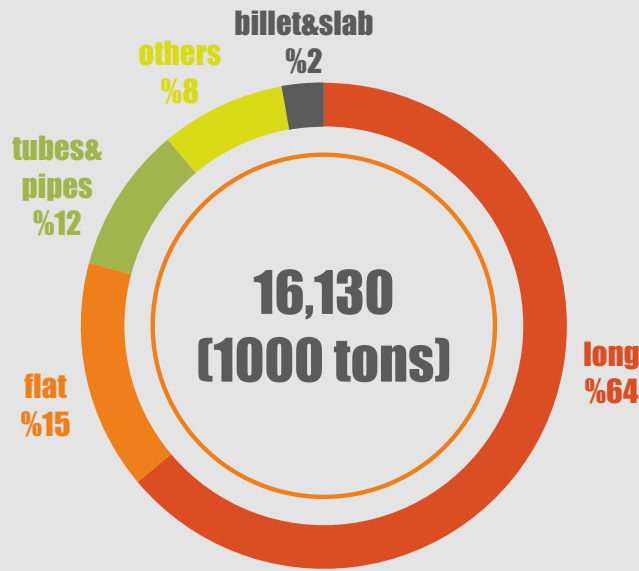
Turkey's crude steel production was 31.5 million tons in 2015. **08**

TURKEY'S STEEL EXPORT BY REGION – 2015



“16.1 million tons of steel export over 200 countries.”

**TURKEY'S STEEL EXPORT BY
PRODUCT GROUP 2015**



**TURKEY'S STEEL EXPORT BY
PRODUCT 2015**



TURKISH STEEL IN THE WORLD

Turkish steel manufacturers export to all over the world, due to competitive prices and effective marketing strategies. According to 2015 figures, Turkey's main export region is the Middle East with 5.3 million tons, constituting 33.0% of Turkey's total steel exports. European Union is another main export destination of Turkish steel exports with 2.8 million tons but Turkey's export to the region decreases 0.5% in 2015. On the other hand, political instabilities in some of the countries caused 5.5% decrease in Turkish steel export to MENA region. Emerging regions such as

Sub-Saharan Africa is increasingly becoming A key destination for Turkish steel products. In 2015, Turkey exported 991 thousand tons of steel products to Sub-Saharan Africa.

TURKISH STEEL IS BEING USED IN THE CONSTRUCTION OF WORLD'S MOST PRESTIGIOUS PROJECTS

Burj Khalifa

Dubai, United Arab Emirates

Natural gas pipeline project

Israel

Infrastructure projects

Dubai, United Arab Emirates

Baku – Thilisi – Ceyhan (BTC) Crude Oil Pipeline Project

Heathrow Airport

London, United Kingdom

Automobile production

Hong Kong International Airport

Hong Kong

Production of the white goods and home appliances

Natural gas pipeline project, Greece-Turkey

Trans - Anatolian gas pipeline (TANAP)



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— STEEL EXPORTERS' ASSOCIATION —

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Çobançeşme Mevkii, Sanayi Cad. Dış Ticaret Kompleksi A Blok P.K.34197
Yenibosna – Bahçelievler / İstanbul / TURKEY

Phone: +90 212 454 00 00 Fax: +90 212 454 01 08 E-mail: cib@cib.org.tr
www.turkishsteel.com – www.cib.org.tr