

COUNTRY INFORMATION SHEET: **TURKEY**



Summary

Republic linking Europe and Asia, bounded by the Aegean Sea on the west, the Black Sea on the north, and the Mediterranean on the south. One of the OECD countries, Turkey has a Customs Union with the EU.

Cities

Capital: Ankara

Principal Ports

Iskenderun, Istanbul, Izmir, Mersin, Samsun, Trabzon, Antalya

Population 81.4 million

International Country Code

TR

Language(s)

Turkish, Kurdish

Why Select Turkey as a Market?

- Turkey's 81 million consumers purchased £7.0 billion of British goods in 2018.
- The EU-Turkey Customs Union of January 1996 abolished all duties between Turkey and the EU for all trade excepting agri-products.
- Turkey achieved 7.4% growth in 2017, but saw a sharp contraction during 2018, contributing to an estimated growth rate of just 1% in that year.
- Four-hour flight proximity to the UK, and ease of doing business, are attractive factors.
- Turkish consumers purchased almost 1.3 million cars during 2018.
- Turkey's manufacturing and services are larger than Russia's, if energy and oil are discounted.

Challenges

There are certain unique challenges when doing business in or with Turkey. These include:

- regulatory issues
- bureaucracy
- sudden changes to legislation and regulations without warning and consultation
- a need to demonstrate a commitment to the market, either by having a visible presence in the country or building and maintaining strong relationships
- necessity of regular market visits to fulfil Turkish requirements

For more in-country support and advice

Turkish-British Chamber of Commerce and Industry in the UK

Tel: 020 7321 0999

Email: info@tbcci.org

Web: www.tbcci.org



DOCUMENTATION GUIDE

CERTIFICATE OF ORIGIN

Although not mandatory, Customers in Turkey may need a Certificate of Origin (CO) (one original, two copies) along with the movement certificate, especially when the goods are subject to trade defence measures. This includes certain textile products, stationery, stainless steel household items, etc as listed in the Supplemental Decrees introduced in November 2016. The commodity codes must be clearly shown on the paperwork for imports of textile products into Turkey.

COMMERCIAL INVOICE

Invoices to be issued in three copies, all originally signed. Invoices must include a full and accurate description of goods, first six digits of the commodity code (HS code), transport details, weights (in kg) and dimensions, value and currency of the supply including separate indication of additional costs such as freight and insurance, the shipping term (the Incoterms® 2010 rule, country of origin and the full addresses of all parties concerned. Full details of quantity, quality, measurements, weight and count must be given for cotton, woollen, and silk piece goods.

OTHER DOCUMENTS

The ATR Agreement covers all industrial goods supplied from the EU to Turkey but only if the supply is of free circulation goods then you should complete an ATR movement certificate, which accompanies the shipment and provides preferential status to the goods at import into Turkey. If certain products such as stationery, stainless steel household goods and textile items under tariff headings 5407, 5513-5516, 5810, 6101, 6104-6106 are shipped to Turkey with an ATR Form, then they must be accompanied by a certificate of non-preferential origin in order to prevent circumventing imports from third countries. If items did not originate in the EU or Turkey, but are accompanied by an ATR movement certificate, additional customs taxes will be imposed based on the column "Other Countries". The additional customs tax rates generally vary between 6% and 25%. Check with your customer before sending non-EU origin goods with an ATR Form to Turkey.

Facsimile signatures not allowed. Shipments of industrial products that can be covered by an ATR Form with CE marks are also exempt from the full requirements of registration under the TAREKS procedure. (TAREKS is the Risk-Based Trade Control System used in Turkey.)

Goods Not Covered by the ATR Agreement: This includes iron, coal (Chapters 26, 27, 72, 73) and some agricultural and marine products (see UK Customs Notice 812). An ATR Form should not be completed for these goods but they may still qualify for EU preferential origin, under the EUR1 Agreement. If this is the case, then shipments can be supported by an EUR1 form or, for goods valued below £5700 (based on €6000), an invoice declaration may be used.