

Dynamics of U.S.-Turkish Agricultural Trade

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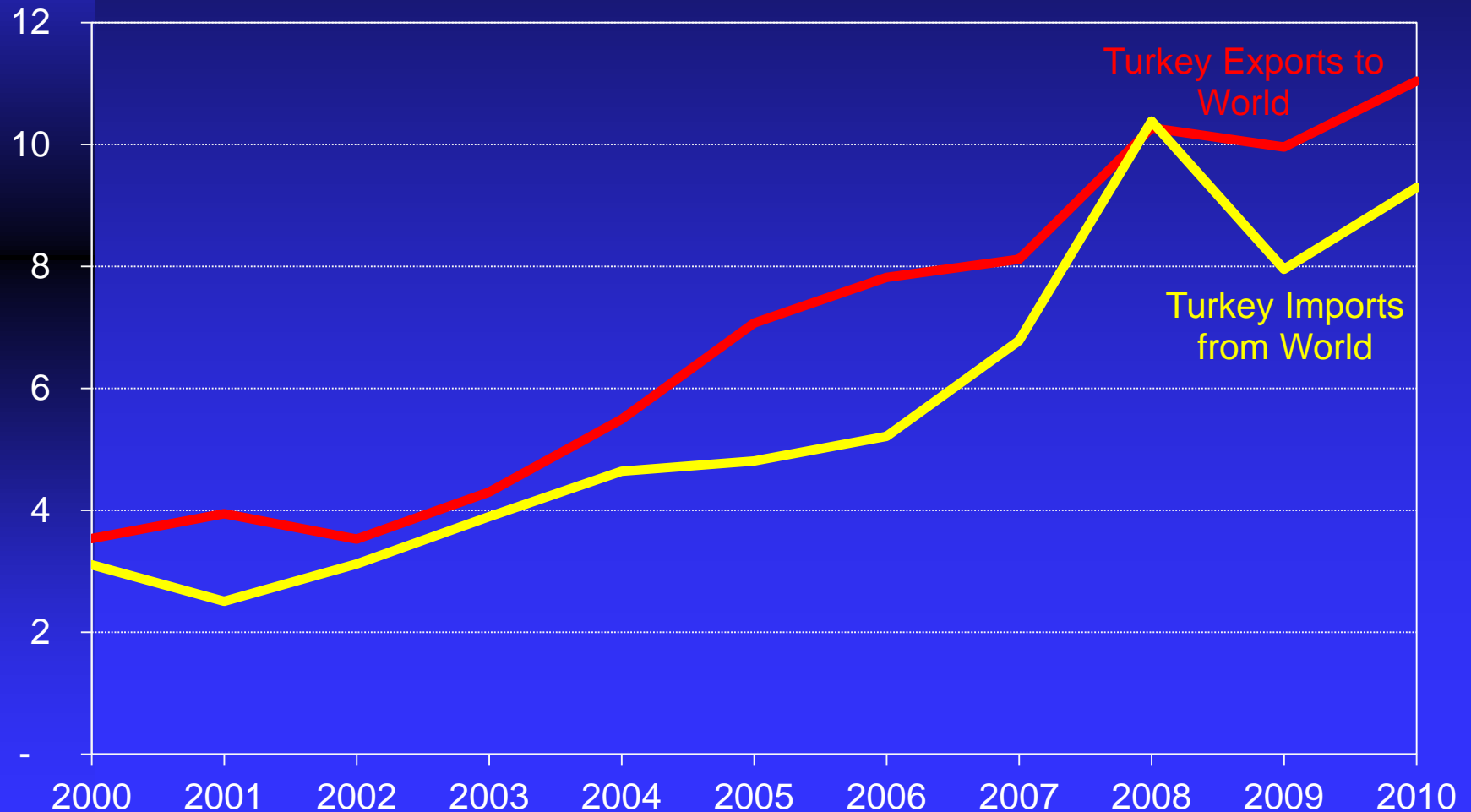
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Current Agricultural Trade Situation with Turkey

Turkey is a Net Exporter of Food and Agricultural Products

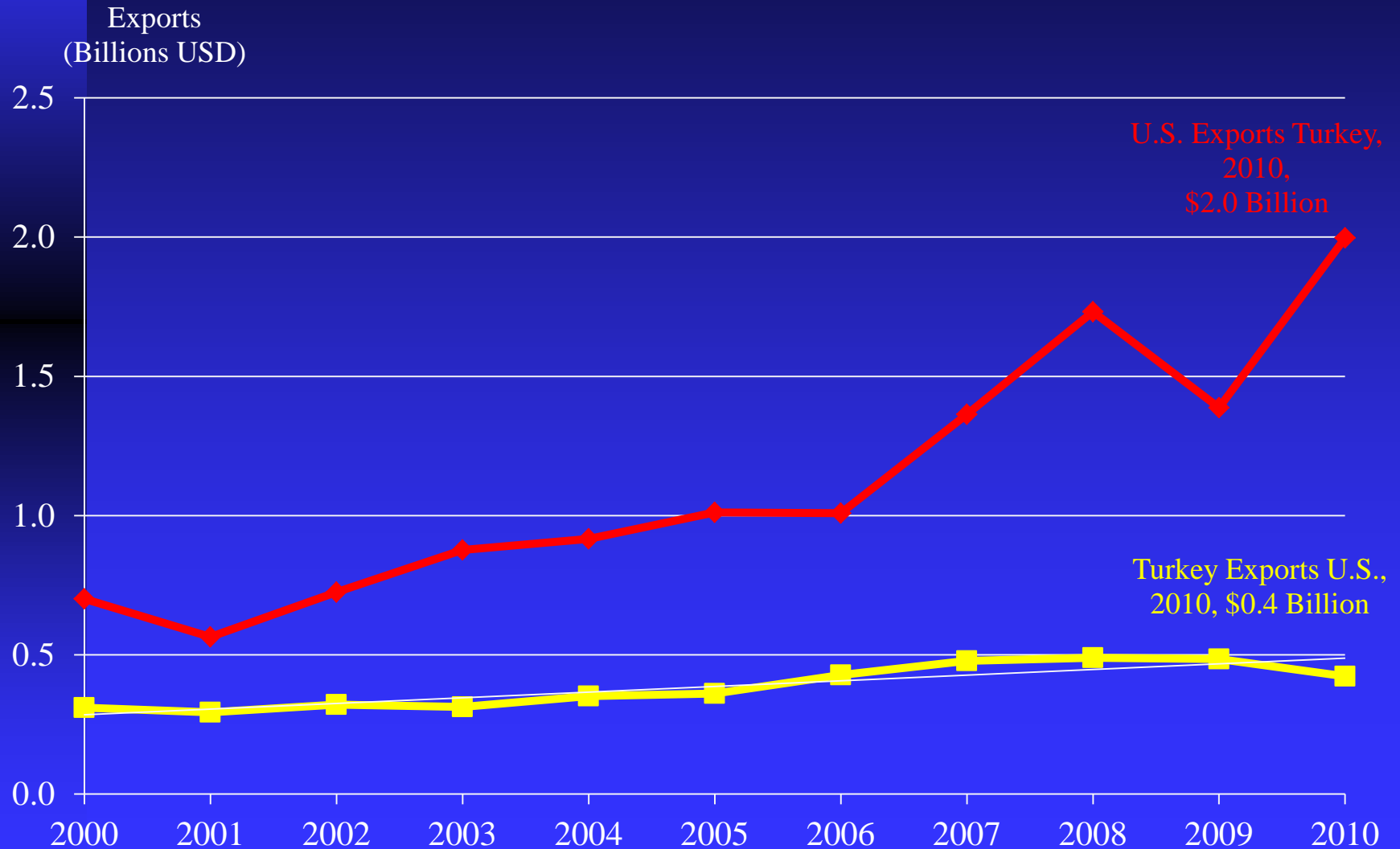
Exports go largely to EU-27 and the Middle East– imports come largely from EU and U.S.

Turkey's agricultural trade with the world (Billions USD)



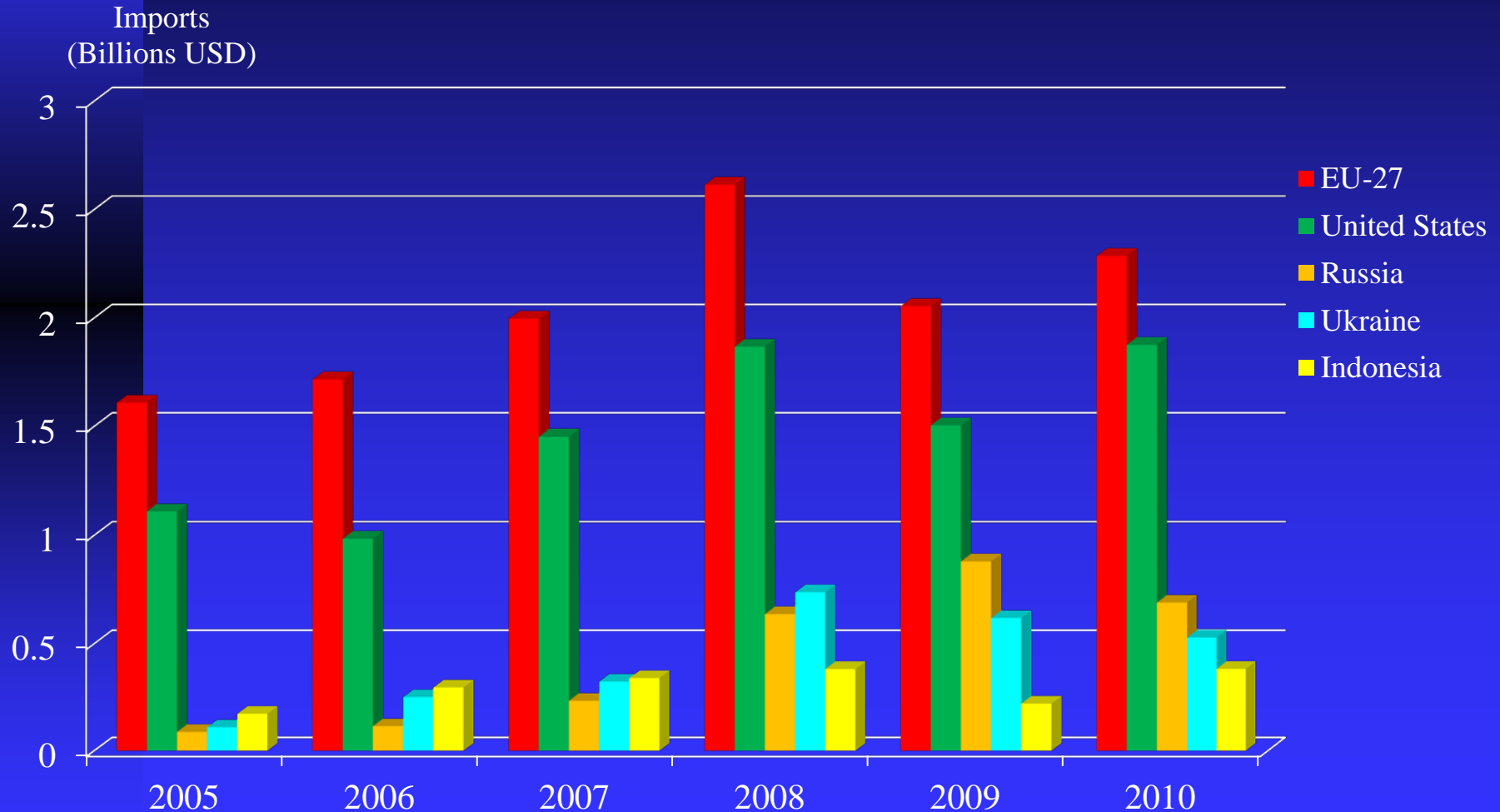
However, Turkey is a Net Agricultural Importer from the U.S.

U.S. agricultural exports reached \$2.0 billion in FY 2010, up 65% over the last ten years -- imports from Turkey have fallen to \$0.4 billion since its peak in 2008 but have increased 27% over the last ten years



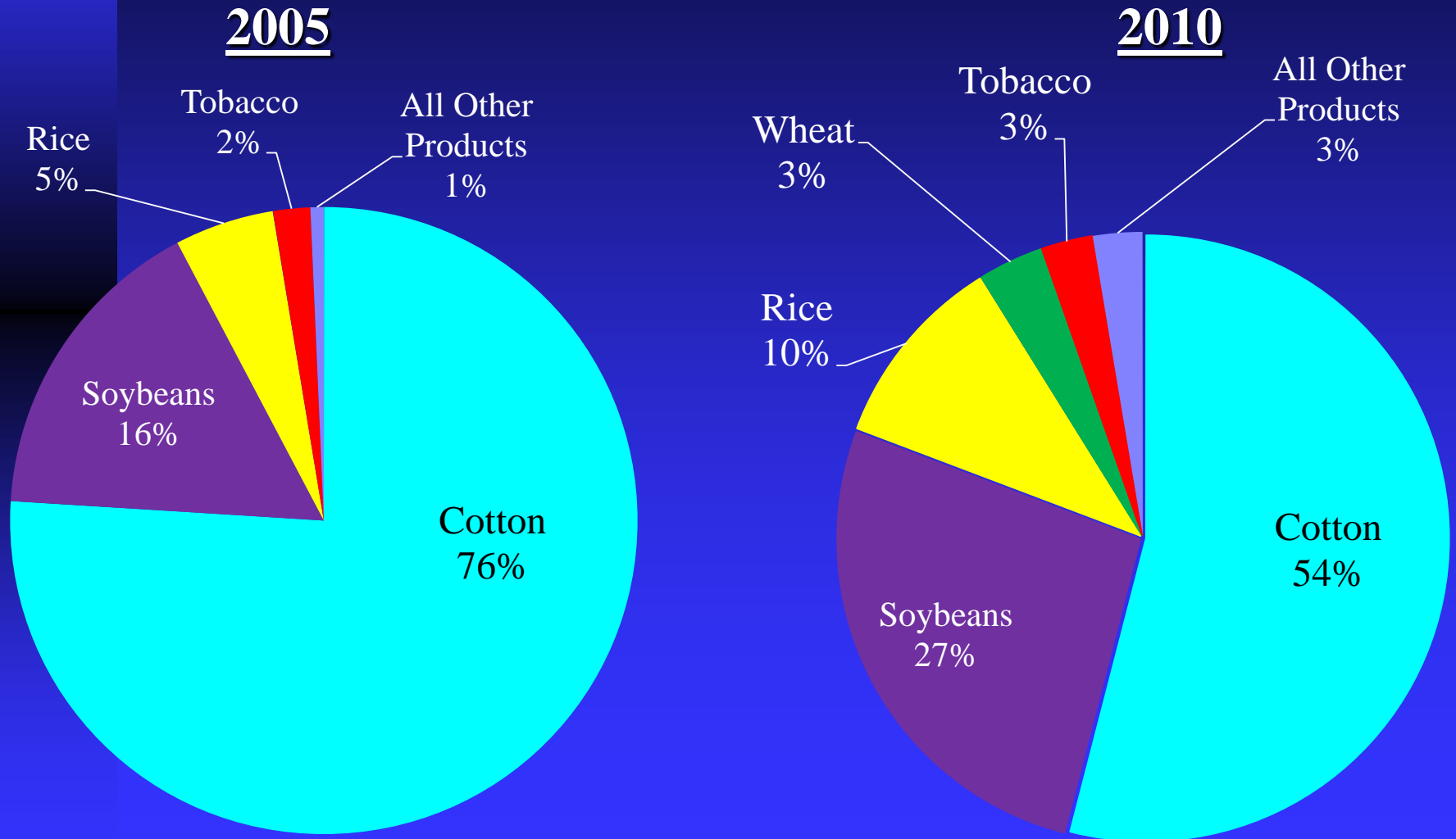
Turkey's Agricultural Import Market

As Turkey's top supplier, the EU-27 exported roughly \$2.3 billion of agricultural products to Turkey in 2010. Compared to Turkey's total imports from the world, the U.S. is Turkey's second largest supplier holding 20% of the market share and exporting \$1.9 billion worth of agricultural products to Turkey in FY 2010.



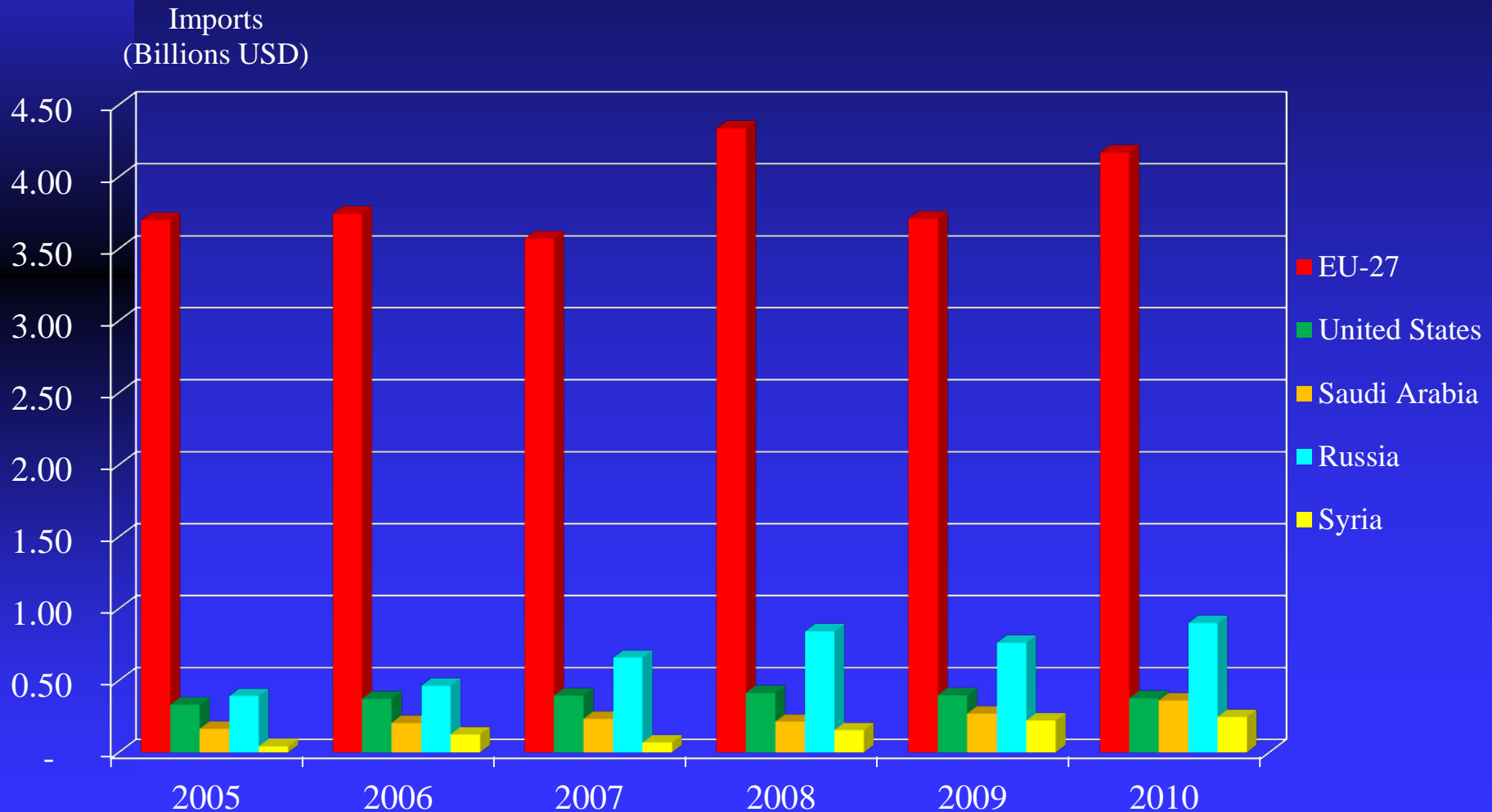
Top 5 U.S. Exports to Turkey

In FY 2010, Turkey imported a bulk total of \$1.4 billion USD worth of agricultural goods from the U.S. The top 5 agricultural products in 2010 were Cotton, Soybeans, Rice, Wheat, and Tobacco.



Turkey's Agricultural Export Market

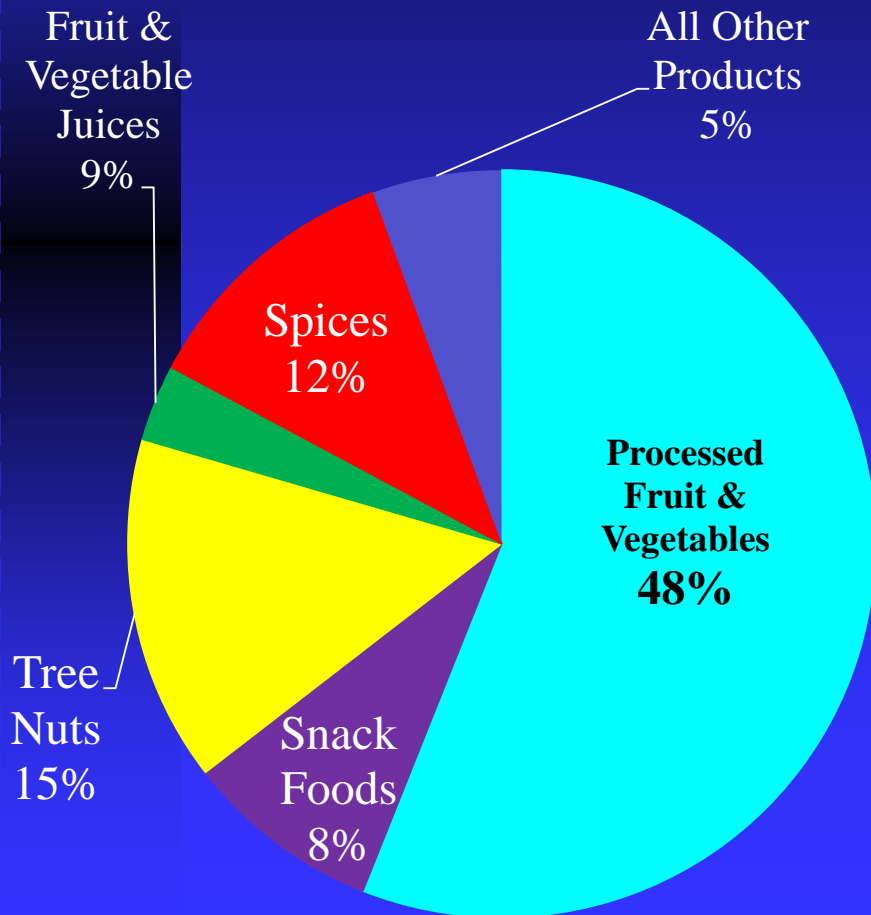
As Turkey's top export market, the EU-27 imported roughly \$4 billion of agricultural products from Turkey in FY 2010. 38% of Turkey's total ag. exports are destined for the EU-27. The U.S. is Turkey's second largest market importing \$378 million worth of agricultural products.



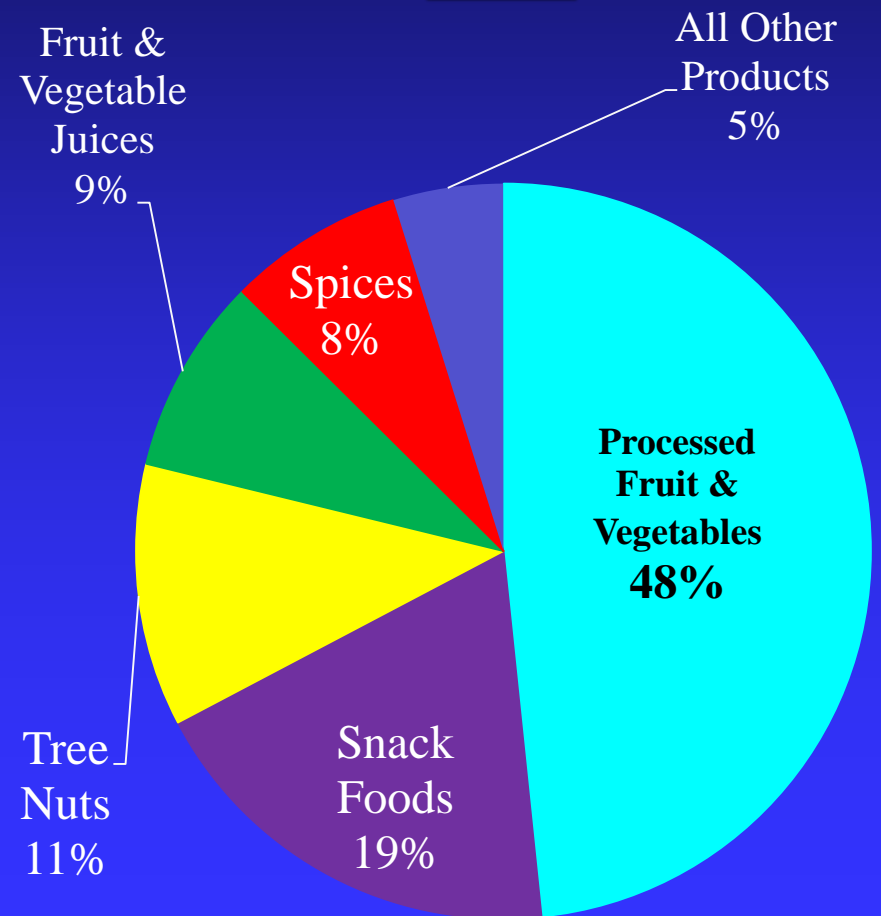
Turkey's Top 5 Exports to U.S. in FY 2010

The U.S. imported a bulk total of \$424 Mil. worth of agricultural products from Turkey. Consumer-oriented goods comprised roughly 63% or \$266 Mil. of the total. The top 5 products in 2010 were Processed Fruit & Vegetables, Snack Foods, Tree Nuts, Fruit & Vegetable Juices, and Spices.

2005



2010

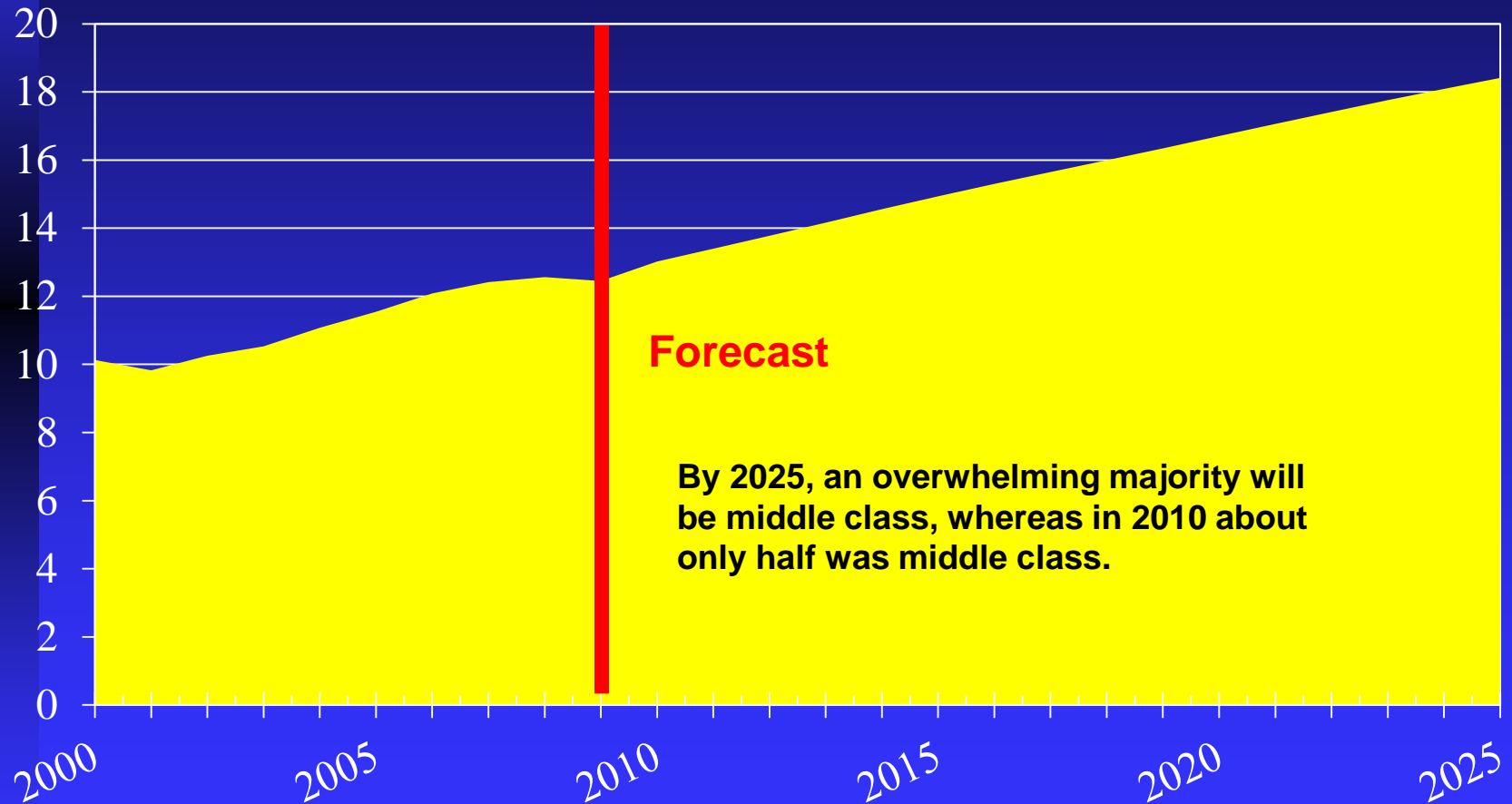


Outlook for Agricultural Trade with Turkey

Turkey's Middle Class is Expected to Expand Significantly...

By 2025, forecasts suggest 18 million households will be middle class, up 12.7 million in 2010, transforming their food markets and boosting imports

Millions of Turkish households w/ real U.S. PPP incomes over \$20k

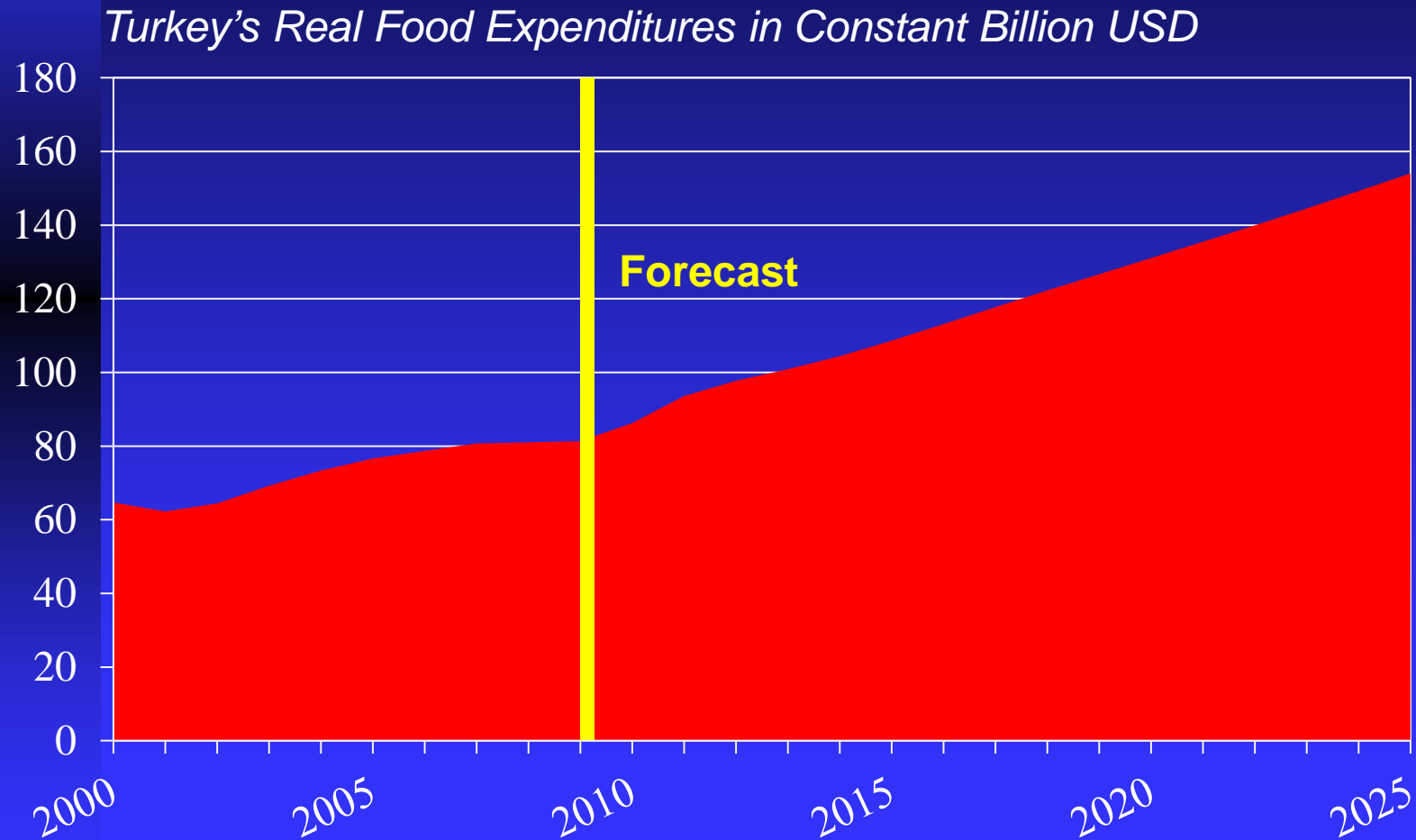


NOTE: Middle class is defined as those households with real PPP adjusted incomes exceeding \$20,000/year.

Source: Analysis by FAS/USDA using Global Insight's Global Consumer Markets data

... Helping Boost Turkey's Retail Food Expenditures by 58 Percent Over the Next 15 Years

Increased food demand – driven by growing middle class – means new export opportunities for U.S. producers



Source: Analysis by FAS/USDA using Global Insight's Global Consumer Markets data