

Business Opinion Leaders' Research Overview and Preliminary Findings

Support to Armenia-Turkey Rapprochement Project



Turkish Armenian Business Development Council

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Research Methodology

A-DESK RESEARCH

- Analyse of previous researches done by International and local Think-Tanks, NGOs, Universities and individual experts.
- Turkish Press Scan- Articles about border, economy and joint co-operations.
- In-depth interviews with
 - ✓ Businessmen and Opinion Leaders
 - ✓ Experts and representatives of governmental bodies and non-governmental organizations.

B- Questionnaires and Focus Groups

100 SMEs (based in Istanbul, Ankara, Izmir, Denizli, Malatya, Kars, Igdir, Bursa etc)

Representing the following sectors:

- Manufacturing
- Agriculture
- Construction and building materials
- Construction engineering
- Tourism
- Transport
- Information and Communication Technologies (ICT)

- Focus Groups

With specific sectors and mix groups in

- Istanbul
- Malatya
- Kars
- Denizli

Body of the Report

A-Economic Development of Turkey

1. Basic Export rates and destinations
2. Border Trade in Turkey and statistics
3. Trade with Georgia as an indication for Armenian Trade

B- Generalization of Turkish-Armenian Business

1. Trade between closed borders, the ways, transit countries, shuttle trade, popular goods
2. Changes after Turkish-Armenian Business Development Council

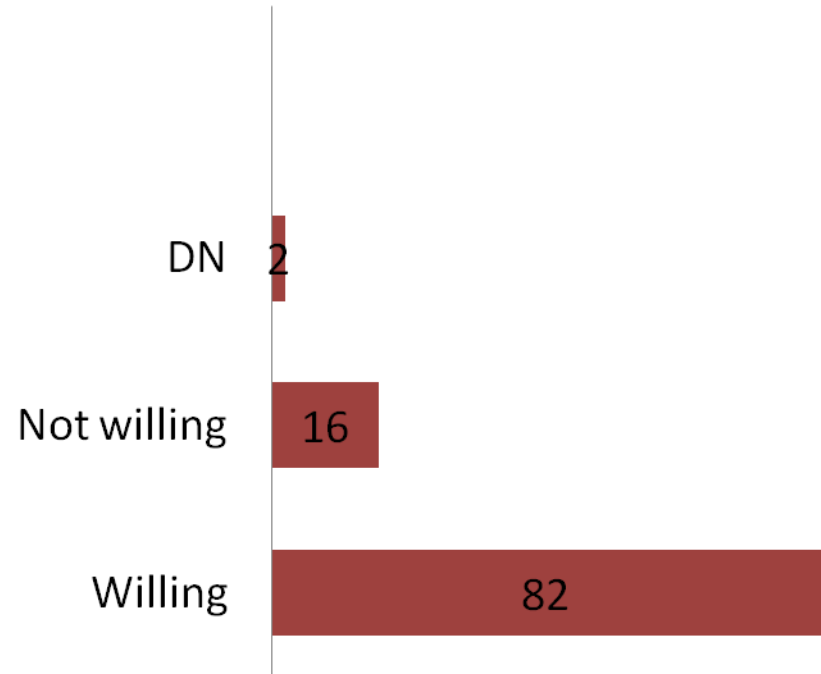
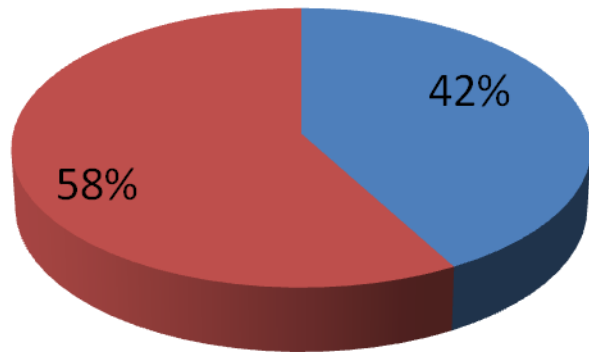
C- Turkish-Armenian Business Co operations and future opportunities

1. Outputs of Questionnaires
2. Outputs of Focus Groups
3. Suggestions

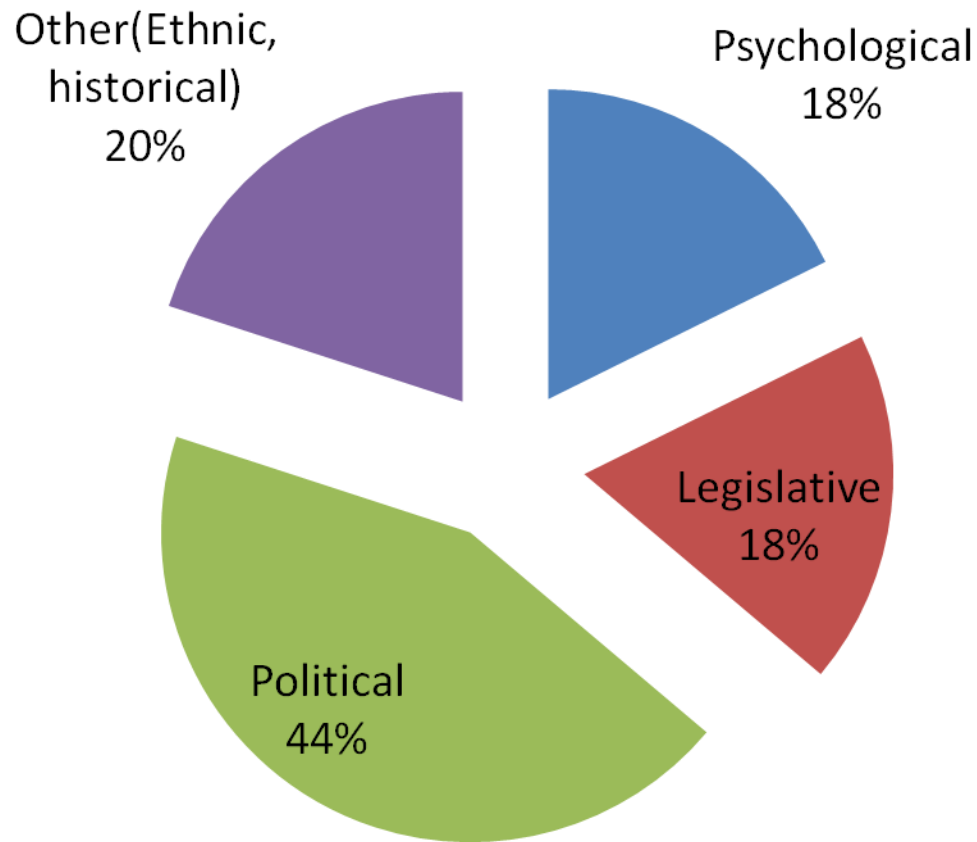
Ongoing Cooperation and Future

Ongoing Cooperation

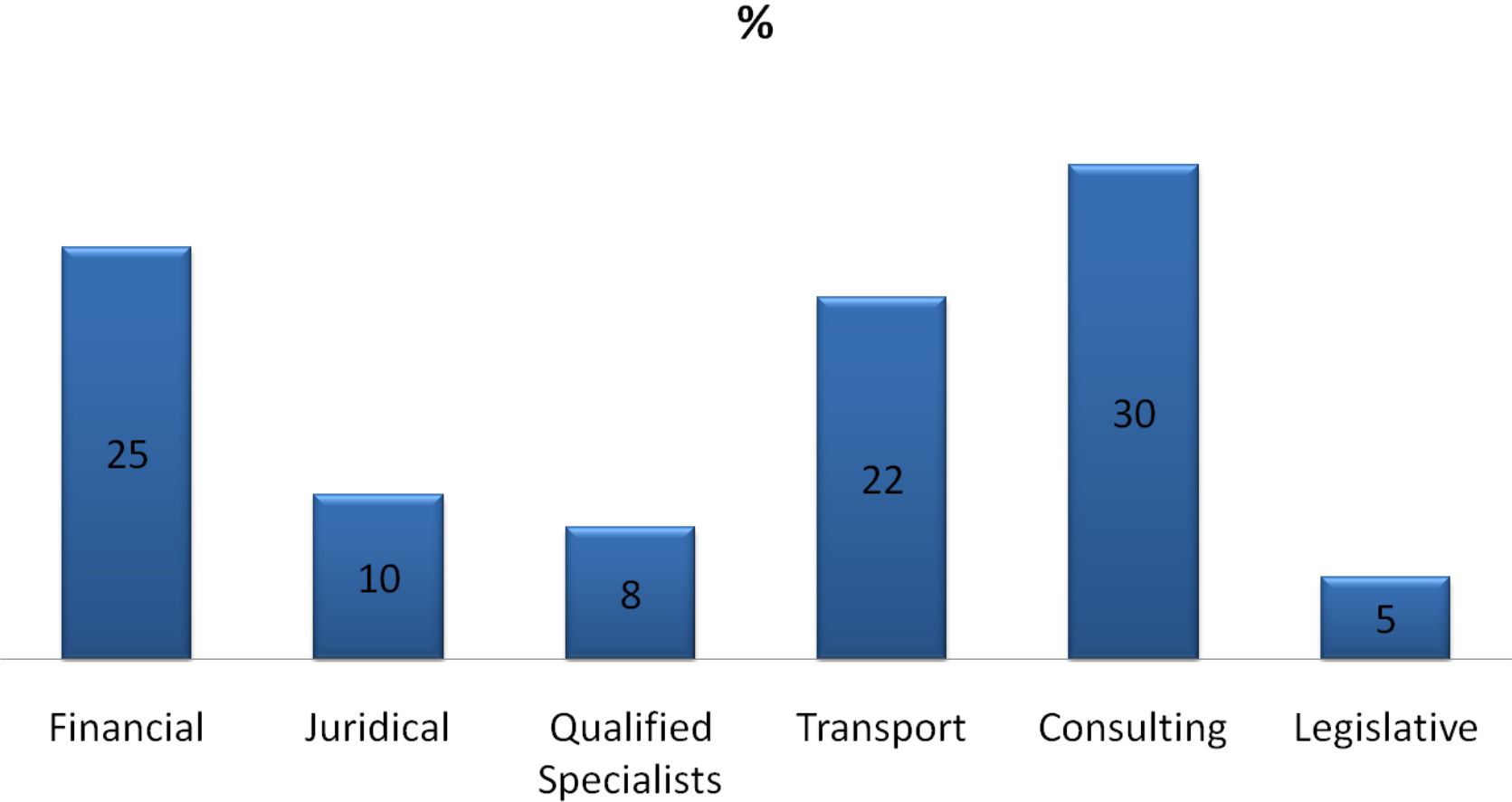
■ Cooperated ■ Not Cooperated



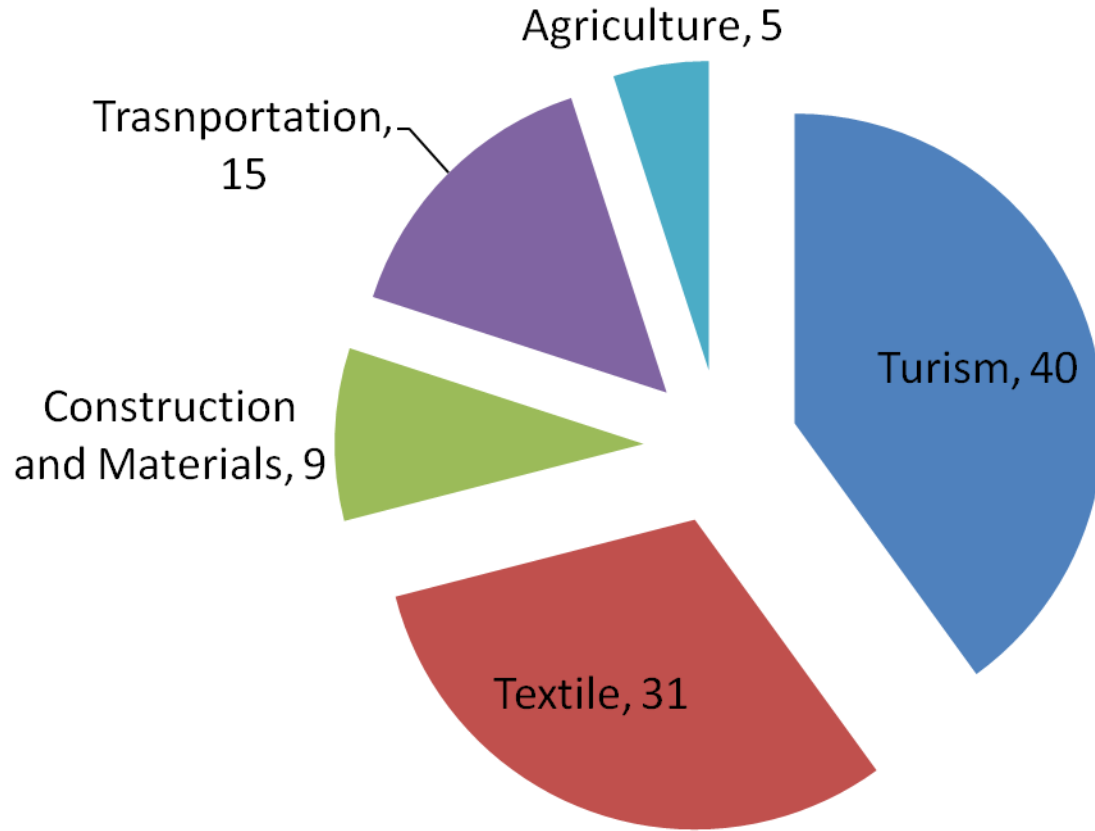
Barriers for Turkish-Armenian Cooperation



Needed Support for Cooperation



Preferred Areas of Cooperation



Export Rates of Turkey and Border Trade

Approximate trade from Turkey
to Armenia is \$200.000.000 via Georgia

• Export of Turkey

- Germany \$11.453.464.000
- UK \$7.223.653.000
- Iraq \$6.042.790.000
- Italia \$6.508.201.000
- France \$6.038.123.000
- Russia \$4.632.323.000

Export of East Turkey

- \$308.794 Hakkari
- \$236.000 Kars
- \$221.155 Malatya
- \$79.642 Iğdır

Source: TÜİK 2010