

13th Meeting of COMCEC Agriculture Working Group *Agricultural Trade Policies: Private Sector Perspective*

21.02.2019



Agenda

Agriculture
in the
Global
Context

1

Agriculture
in COMCEC
Countries

2

Turkish
Agricultural
Policy
Targets

3

Our Major
Activities to
Increase the
Value Added
in the Sectors

4

Best Innovation
Programmes in
Agriculture
Sectors

5

Agriculture in the Global Context

- ▶ USA, EU (Germany, Netherlands, France), China, India and Brazil are the prominent players in the global agriculture market, followed by Indonesia, Turkey, Canada and Russia.
- ▶ In cereals and oil seeds; Russia, Ukraine and Kazakhstan are in an upward trend. Turkey has so far been successful in making use of its proximity advantage
- ▶ Russia has been providing its farmers with many incentives to increase agricultural production which may result in a substantial decrease in our exports in the near future

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3

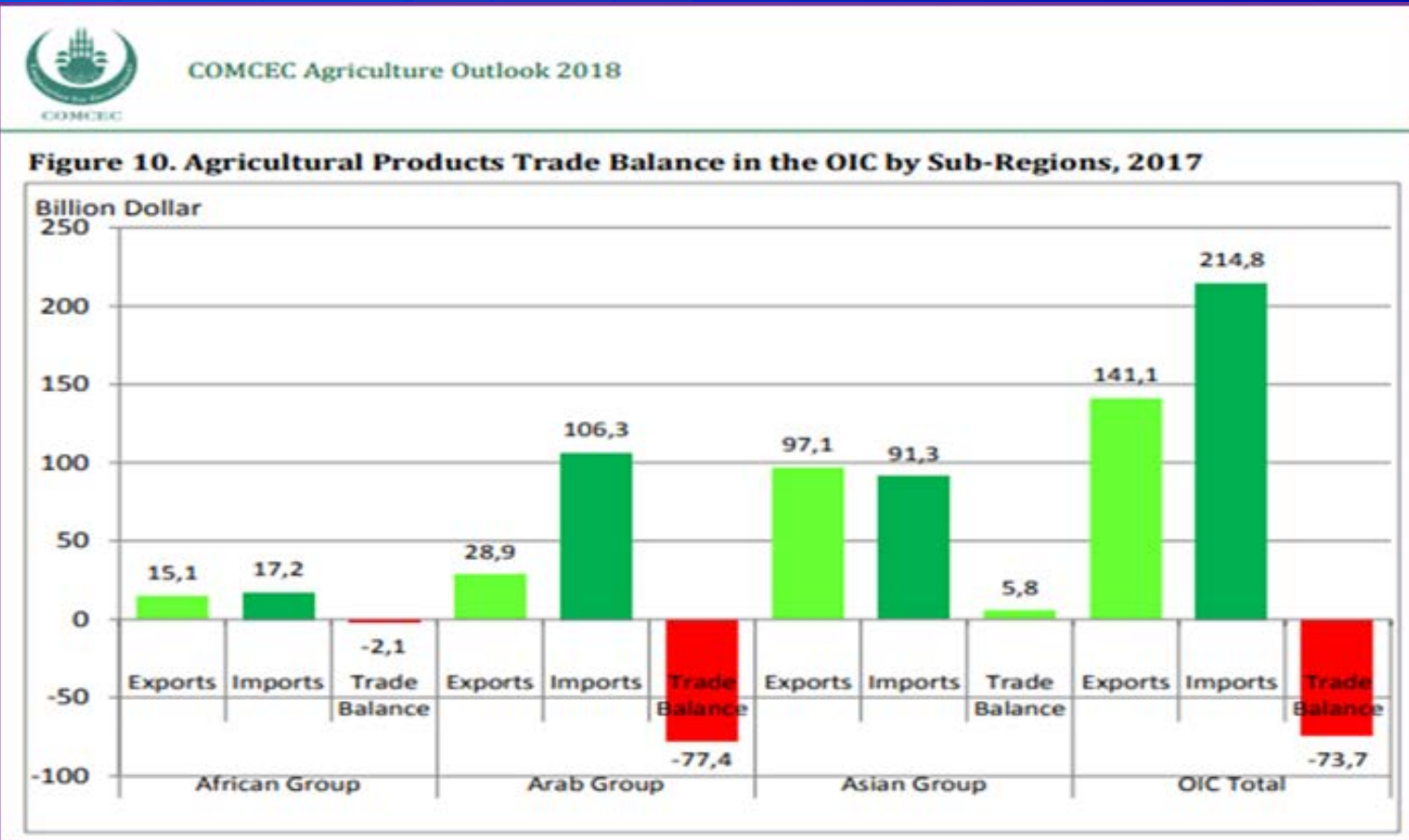
Our Major Activities to Increase the Value Added in the Sectors

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5

COMCEC Countries



COMCEC countries, especially the net-importer Arab countries have high potential for Turkish agricultural exports.

However we have also been competing with them in some prominent products such as olive, tomato and orange.

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5

Evolution of Turkish agricultural policy

- ▶ The agricultural policy has shifted its focus
 - From → Agricultural Production & Farmer
 - Towards → Food Production, Consumer, Rural Factors And Protection of The Environment.
- ▶ As a result of this shift;
 - Classical inputs like → price, production, tariffs, quota incentives
 - are replaced by
 - Non-market incentives for → direct income, environment, food and water health, regional development

The Principal Objectives of Turkish Agricultural Policy

*Meeting the food
security needs of a
growing population*

*Increasing
productivity and
reducing vulnerability
to adverse weather
conditions*

*Improving self-
sufficiency levels*

*Raising farmers'
incomes and giving
them more stability*

*Enhancing
competitiveness*

*Developing rural
areas*

*Harmonizing the country's
agricultural and rural
development policies and
institutions, bringing them
into alignment with those
of the EU*

The Principal Objectives of Turkish Agricultural Policy

Increasing the value-added in agriculture

Land consolidation to increase the size of arable land per person

Encouraging youth not to immigrate from rural areas to the cities

Focus on marketing and branding of Turkish agricultural products

Competitive input costs

Increasing irrigation efficiency

Development of agro-technologies

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MAIN TOPICS

TIM focuses on **5 major topics** to increase the value added exports of Turkey in the long term:

Entrepreneurship

Innovation

R&D

Branding

Design

TIM- TEB Startup Houses

Turkey's Most Comprehensive Program



1.
Comprehensive
Training and
Consultancy
Programs



2.
Supports for
Government
Grants



3.
Supports for
Private
Funds



4.
International
Collaboration
Opportunities



5.
Collaboration
Opportunities
with Corporates



6.
Customer
Relations and
Networking
Supports



7.
Publicity
and
Marketing
Supports

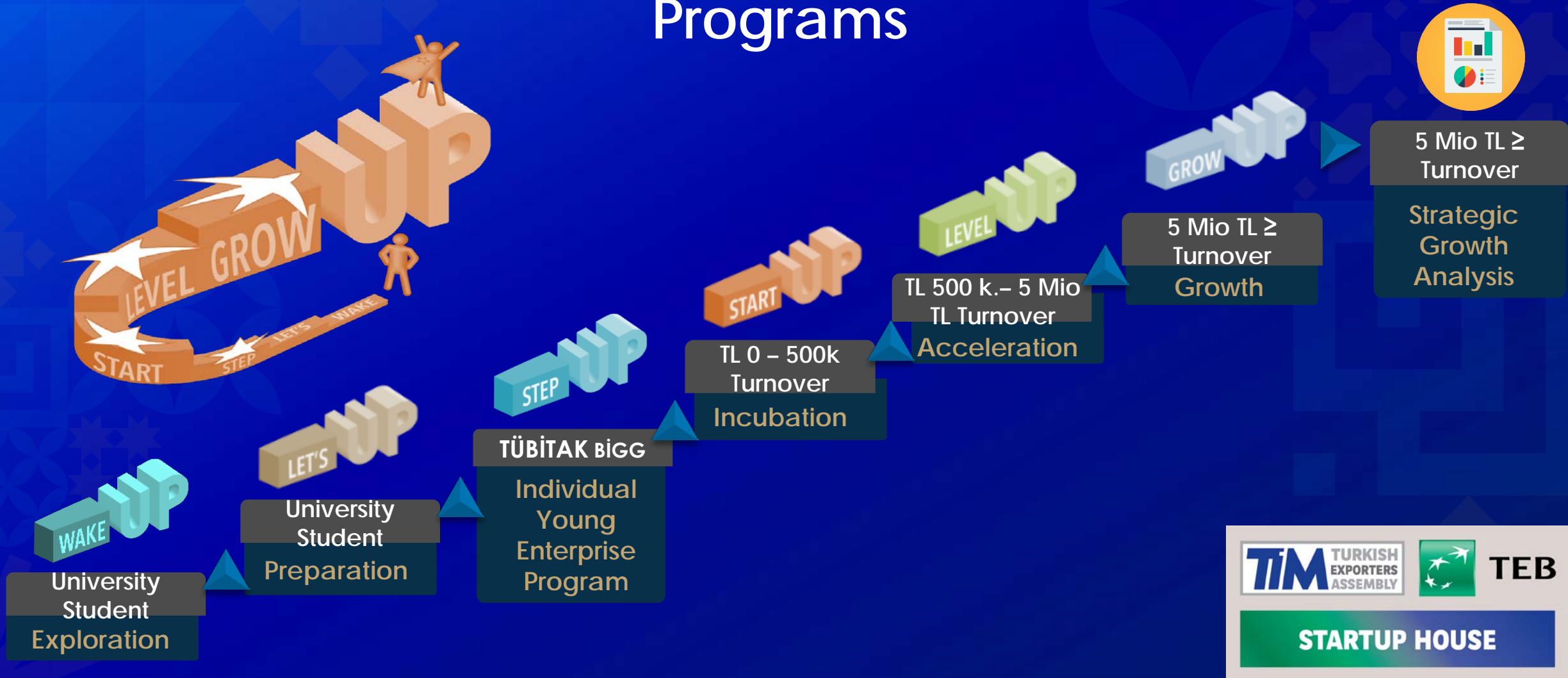


TİM- TEB Startup Houses

Turkey's Most Widespread Program



TIM-TEB Startup Houses Programs

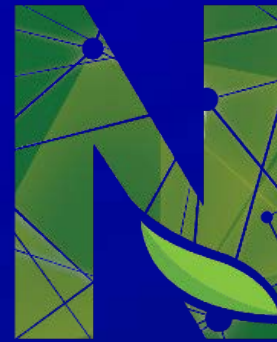


TİM – TEB Startup Houses Success Stories in Agriculture Sector

Nanomik develops %100 natural preservatives which are harmless to human health and nature for food and agricultural products as an alternative to chemical preservatives.

Nanomik became the first in five national and international competitions.

Ex: one of the winners of the 'Agriculture & Food Technology' category within the scope of Take Off International Startup Summit.



Nanomik

TİM – TEB Startup Houses Success Stories in Agriculture Sector

Agrikey is one of the companies that imports first microbial fertilizer in Turkey. It has a wide export market from Europe to Africa.



TİM – TEB Startup Houses Success Stories in Agriculture Sector

Gastroclub which has the Turkey's most exclusive restaurant network, provides member discounts in his network.

The firm provided discounts of up to 12 million TL in 700 restaurants to its 30.000 members in 5 years.



Turkey Innovation Strategy

- ▶ TIM conducts Turkey Innovation Strategy in all exporting 26 sectors.
- ▶ Here are the some basic strategic advices of agricultural sectors:



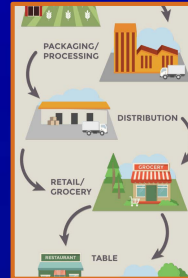
Establishment of training programs for the adoption of Good Agricultural Practices such as efficient field management and environmental protection



Establishing support mechanisms for the use of renewable energy in agriculture (especially geothermal and solar energy)



Determination of common standards for organic products



Establishment of incentive mechanisms for organic products, encouraging cooperation with farmers, food processing and retail sectors



Acceleration of digitalization in agriculture; encouraging solution producers to promote joint promotions and cooperation

Turkey Innovation Strategy

► Here are the some basic strategic advices of agricultural sectors:



Systematization of satellite usage in production estimations



Use of digital farming practices to increase product quality and productivity



Establishment of supply chain monitoring systems to follow all stages from field to consumer



Increasing value-added product exports in agriculture-based industry



Creating more jobs and new export markets by transforming animals into value-added products such as meat, leather and leather products

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5

Best Practice Innovation Programmes in Agriculture Sectors in the World

Best practice country	Success Story & Innovation Program
<p>India</p> 	<p>India increased collaboration between researchers and industry due to National Agricultural Innovation Project (2006-2014), as well as NGO-led promotion of innovation to add higher value into agricultural products positively affected exports. India's agriculture exports rose from \$6,5 billion in 2004 to \$27,2 billion in 2013.</p>
<p>China</p> 	<p>China increased technological sophistication of manufacturing equipment via programs such as the "Advanced Digital Control Machines and Fundamental Manufacturing Equipment" (2009-2011) and "Mega-scale Integrated Circuit Manufacturing Technologies" (2011) in wood sector. China's wood production rose from \$5 billion in 2004 to \$12,8 billion in 2013.</p>
<p>Romania</p> 	<p>In Romania, the government has been actively promoting exports via initiatives such as drafting legislation for the improvement of the internal market and export promotion in 2005 or via EU-funded Rural Development Programs since 2007 in wheat, corn, rice and other cereals. The exports of these products rose from \$50 million in 2004 to \$2,7 billion in 2013.</p>

Best Practice Innovation Programmes in Agriculture Sectors in the World

Best practice country	Success Story & Innovation Program
<p>Poland</p> 	<p>Poland has been supporting the development of the agricultural through various national programs, such as “Restructuring and Modernization of the Food Sector and Rural Development” (2004-2006). Poland’s vegetable and fruit exports rose from \$0,5 billion in 2004 to \$1,4 billion in 2013.</p>
<p>Brazil</p> 	<p>Brazil’s rapid growth of exports can be contributed to a chain of implemented programs to improve R&D and industry expertise, e.g. “National Agricultural Research Program” (1974-1982), “Sciences without Borders” (2011-2014) in live animals sector. Brazil’s live animal exports rose from \$20 million in 2004 to \$780 million in 2013.</p>
<p>India</p> 	<p>India has provided a sustainable industry support via national programs aiding collaboration, innovation and financing, such as “Micro Venture Innovation Fund” (2004-ongoing), or the “National Agricultural Innovation Project” (2006-2014) for the meat and meat products sector. The exports of these products rose from \$420 million in 2004 to \$4,8 billion in 2013.</p>

TO SUM UP...

World is not enough big as it was before..

Natural resources are not enough clean as it was before
Mortality rate, infant (per 1.000 live births) %29,4 due to
malnutrition.

Diseases lack of clean water..

Time to not to miss the last exit before the irrevocable results.

Keep collaborate, keep connected and save the future!