

Dünyanın Yükselen Yıldızları: Türkiye ve Çin

11 Eylül 2012

Gelişmekte Olan Pazarlar Dünyanın Radarında

Dünya Ticaretinde Trendler

- Globalleşme
- Ağır Sanayi -Tüketim Mal ve Hizmetleri
- Doğu : Ekonominin yeni merkezi
- Mesafeler ve maliyetlerin artan önemi
- Ticaretin Yeni Merkezleri



Gelişmekte Olan Pazarların Yükselişi

- Gelişmiş pazarlardan bağımsız büyüme modeli
- Gelişmekte olan pazarlara sermaye akımı
- Gelişmekte olan pazarlar arasında ticaretin artması

Gelişmekte Olan Piyasalar Arasında Ticaret / Dünya Ticareti

2011 → %15

2030 → %27

2050 → %38

Dünya Ticareti Eksen Deęiřtiriyor

Dünya Ticaret Hacmi 2050 → \$287trn

Dünya Ticaretinde Geliřmekte olan Asya'nın Payı 2050 → %46

Dünya Ticaretinde Afrika'nın Payı 2050 → %10

Dünya Ticaretinde En Büyük 2 Ülke 2050 → Çin (%18.2) & Hindistan (%8.9)

Geliřmiř Ülke İhracatları 2050 → %60 Geliřmekte olan Pazarlara

Çin 2015 → Dünya Ticaretinde En Büyük Ülke (%13.1)

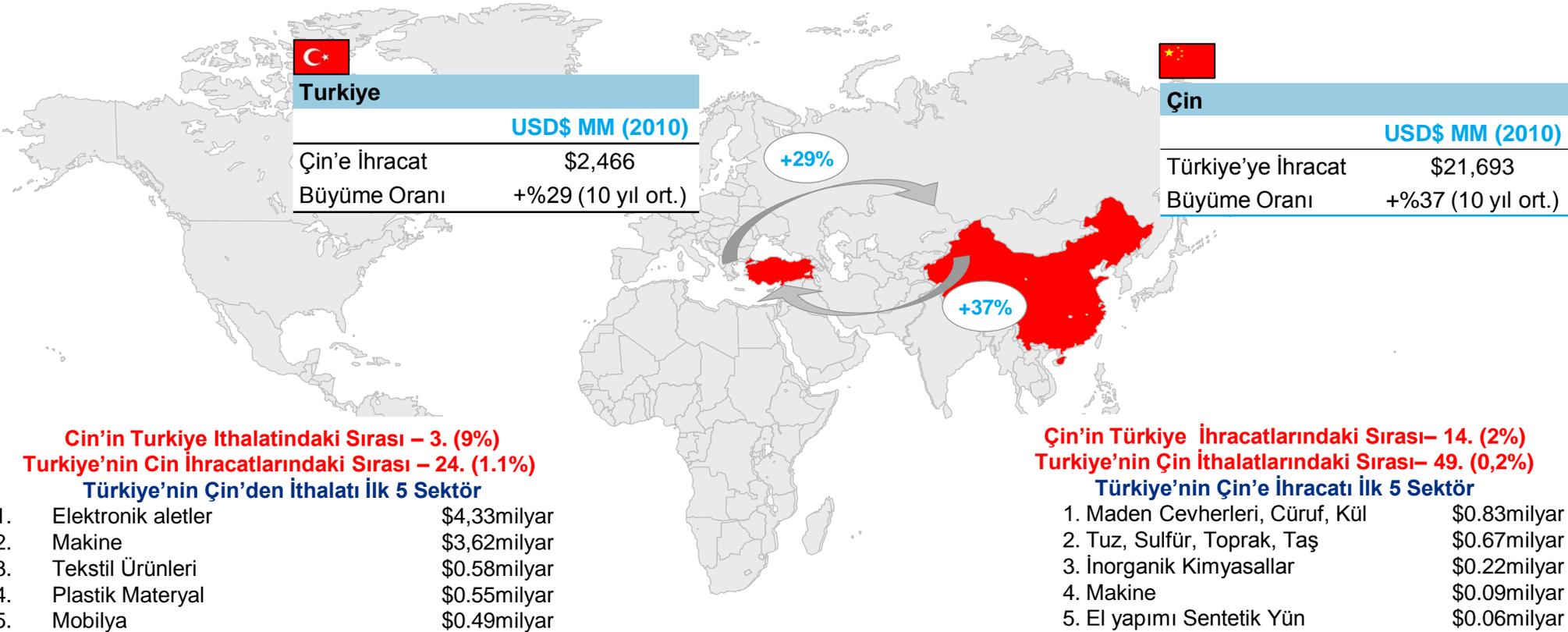
Türkiye – Çin Dış Ticareti

Çin – Türkiye Dış Ticareti

US\$ MM	2001	2011	CAGR
Türkiye İthalat	926	21,693	%37
Türkiye İhracat	199	2,466	%29
Toplam	1,125	24,160	%36

**Dış Ticaret Hacmi 2001- 2011
Dönemi Yıllık Ortalama
Büyüme Oranı**

%36



2001
\$1,1 milyar

2011
\$24,2 milyar

2015 Beklenti
\$50 milyar

2020 Hedef
\$100 milyar

Bankalar İki Ülke Arasındaki Ticarete Nasıl Katkı Sağlar

Firma İhtiyaçları

Bankaların Katma Değeri

İhracatçılar

- Danışmanlık – Çince Dokümantasyon
- Tahsilat Riski Çözümleri
- İhracat Alacaklarına İskonto Çözümleri



- Çinli Danışman Uzmanlar
- Çin Banka Risklerine Teyit Eklenmesi
- Alacaklar için Çözümler

İthalatçılar

- Banka Garantisi ve Akreditif Açılması
- İthalat Ödeme Çözümleri
- Yuan Ödeme Çözümleri



- İhtiyaca Yönelik Geniş Ürün Portföyü
- İthalat Ödemeleri -Web Tabanlı Çözümler
- Yuan Muhabir Banka Çözümleri

Yatırımcılar

- Lokal Piyasa Bilgisi / Lokal Hizmet
- Lokal Ödemeler
- Bankacılık İşlemleri



- Bankacılık İhtiyaçları-Yerel Çözüm Ortağı
- Web Tabanlı Çözümler
- Web Tabanlı Merkezi Hazine Çözümleri

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