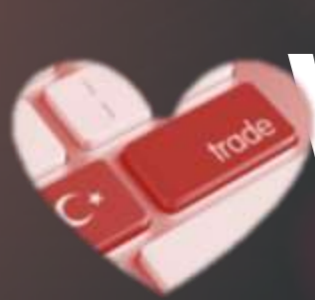


<http://www.turki.sh>





# YOUR Why Turki.sh?

SUPPLIER

**Size Matters.** Turkey has 84 million inhabitants with GDPC of \$27,000, with 90.617 exports, in 27 industries of which only in December 2020 1.794 (%20+) new exporters entered (7.7% annually); shipping \$169.51 bn. and approx. 184bn. expected in 2021 reflecting of 1% of the world goods consumption (+10% new products in 2020).

**Digital B2B** part is consummated from 874 exporters selling only to 2.196 buyers; more than 7.000 products.

**Export Potential.** Turkey is exporting to 226 countries; its main export partners are from Europe, Middle East and USA with approximately.

**Growing Economy.** 2020 reflected a world record in growth with staggering %16 in industrial output growth leaving Turkey as serious opportunity of a country to buy from in the digital age.

MADE IN  TURKEY

 YERLİ ÜRETİM

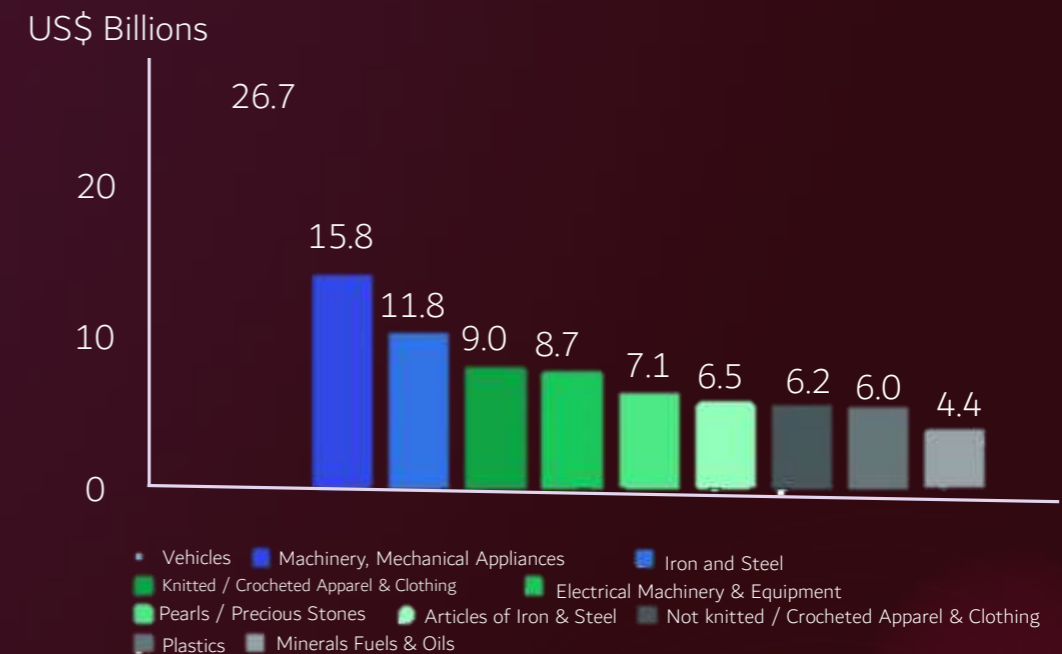
# YOUR Turki.sh at a glance SUPPLIER

## The Turki.sh® Opportunity

- 🐼 **Turki.sh® Founders.** Hardcore Entrepreneurs with foreseen track record in global business and trade.
- 🐼 **Manual.** Most of the export is done manually in traditional trade processes and not digital.
- 🐼 **Availability.** Turkey does not have its local recognized Alibaba or Amazon like B2B providers; addressing such a huge export potential, Turki.sh® is your first recognized local B2B provider.
- 🐼 **Transportation.** Largest Transportation and logistics hub in Europe, connecting Asia and Europe
- 🐼 **Industrialized Economy.** Thriving & Leading Industrial sectors such as; steel, automotive, electric & electronic, textile, furniture etc.
- 🐼 **Customs.** Compatible to all European customs standard and free customs with most geographies
- 🐼 **Growing Economy.** Turkey is one of the world best performing economy during the COVID-19 pandemic

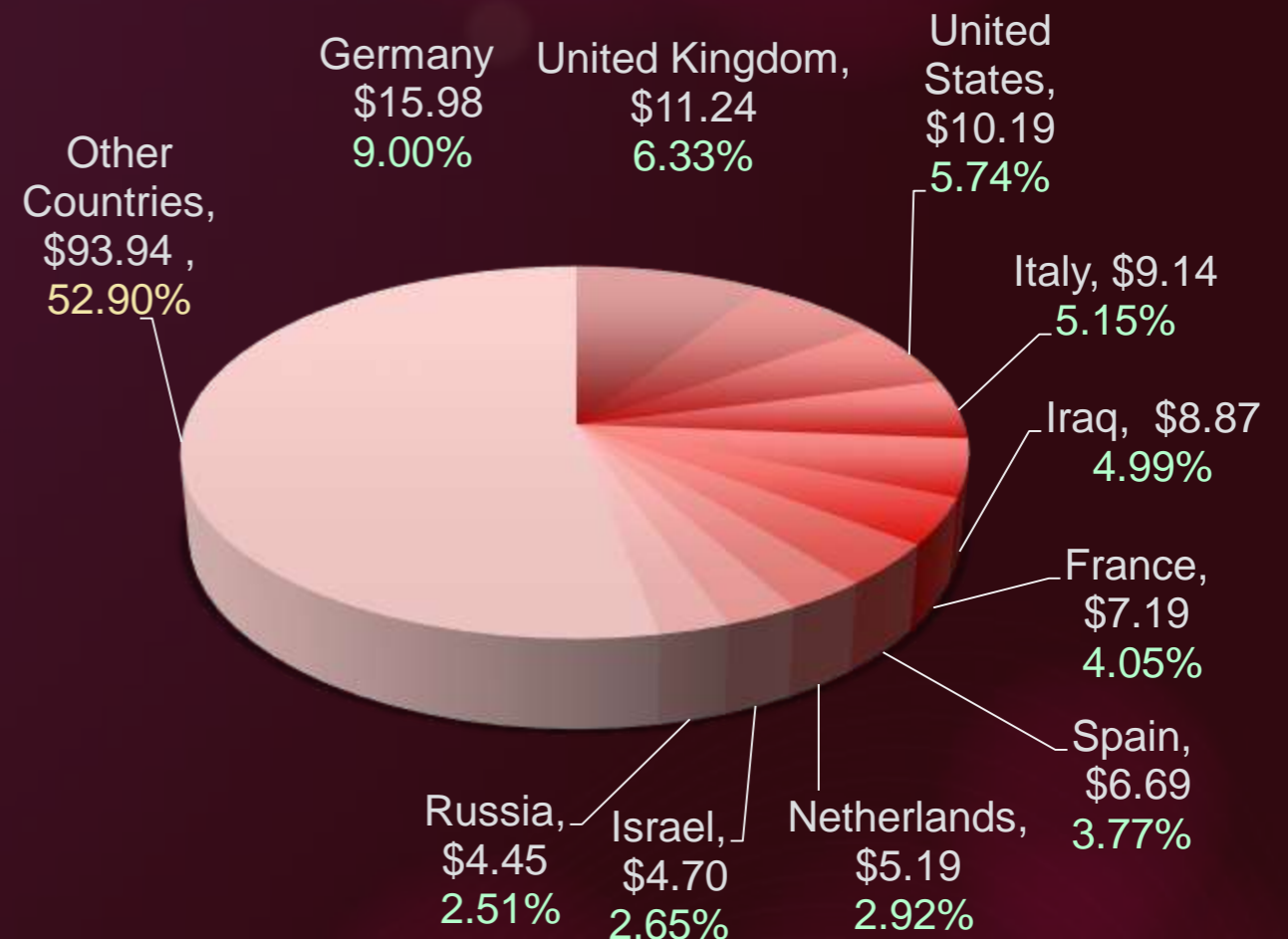
# YOUR Turkish biggest exports? SUPPLIER

- Turkey main export products are Vehicles (15.30%), Machinery (9.62%), Iron & Steel (5.81%), Knitted or Crocheted Apparel & Clothing (5.31%), Electrical & Electronics (5.10%), Pearls & Precious Stones (4.28%), Mineral Fuels & Oils (4.28%), Articles of Iron & Steel (3.79%), Not Knitted or Crocheted Apparel & Clothing (3.77%) and Plastics (3.67%).
- According to Turkey customs data, top 10 export commodities shared 60.93% to overall value of shipments in 2019. Among these export categories, mineral fuel including oil was the fastest-growing industry with a rise of 65.8% since 2018. And iron & steel stood as the major decliner among these export categories with a drop of -13.9%.



# YOUR Turki.sh main export partners 2020 SUPPLIER

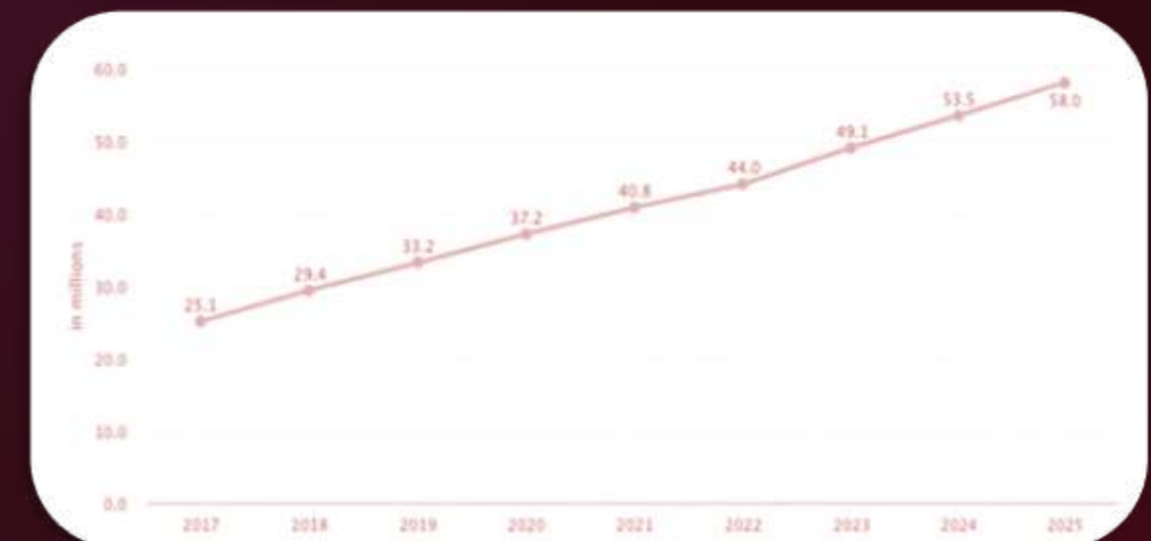
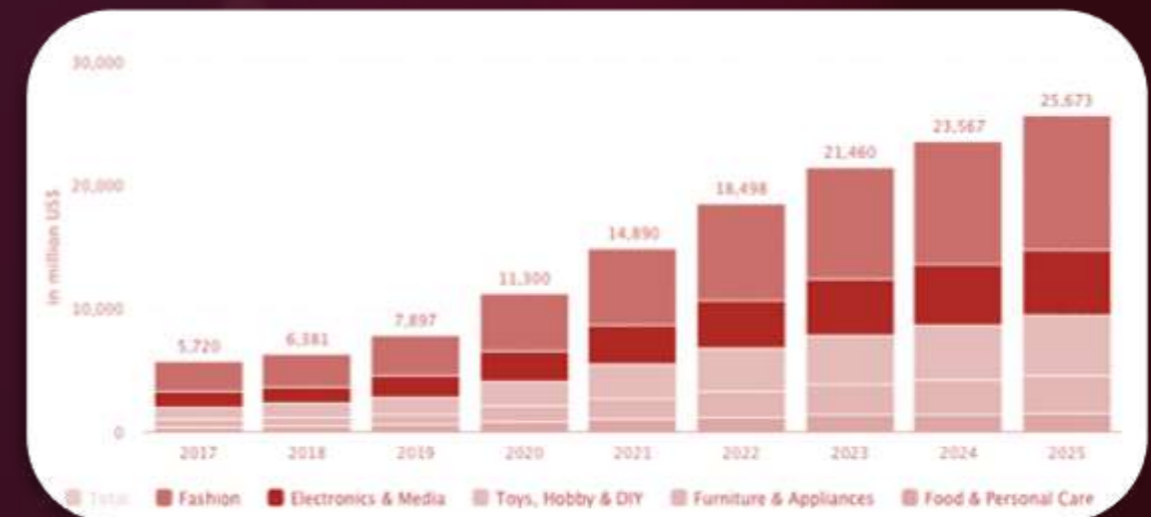
- Turkey main export partners include 10 export countries sharing a significant 47.6% value to total exports in 2020
- The largest export partner is Germany with 15.98bn. followed by United Kingdom with 11.24bn., United States 10.19bn., Italy 9.14bn., Iraq 8.87bn., France 7.19bn., Spain 6.69bn., Netherlands 5.19bn., Israel 4.7, and Russia 4.45bn.
- Turki.sh® is targeting the main export markets and expanding accordingly



# YOUR Turki.sh B2C E-com reflection

SUPPLIER

- Revenue in the B2C eCommerce market is projected to reach US\$11,30bn in 2021.
- B2C Revenue is expected to show an annual growth rate (CAGR 2020-2025) of 17.8%, resulting in a projected market volume of US\$25,67bn. by 2025.
- The market's largest segment is Fashion with a projected market volume of US\$4,72bn in 2020.
- User penetration is 44.1% in 2020 and is expected to hit 67.0% by 2025.
- The average revenue per user (ARPU) is expected to reach US\$303.75.

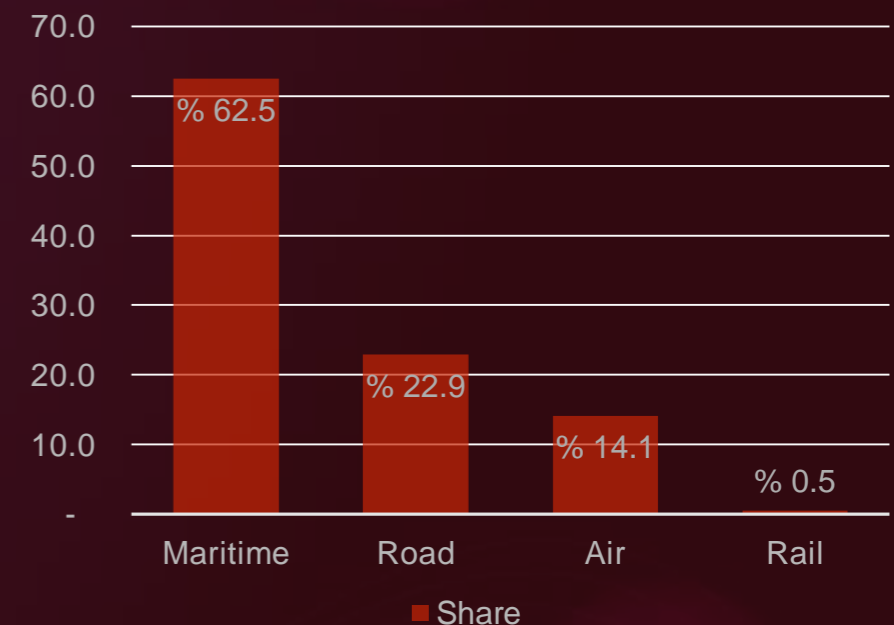


# YOUR Turki.sh - reasons to do business

SUPPLIER

- ✿ **International transportation and logistics corridor;** 300 commercial ports, and marine capacity of 35.000 ships with 45+ Airports an largest truck fleet in Europe with more than 450.000 Trucks and a rising rail transport
- ✿ **Tax advantages;** local and inter-country
- ✿ **Exemption from customs duties** for most regions
- ✿ **Compliance** with Customs Union and the **EU Standards**
- ✿ **Industrial Character;** Flexibility to adjust to the market's needs and conditions
- ✿ **Reduced bureaucratic procedures** and dynamic business management
- ✿ **Supply chain** opportunities for many vertical industries

Turkey's 317.5 bn.  
Transport Share



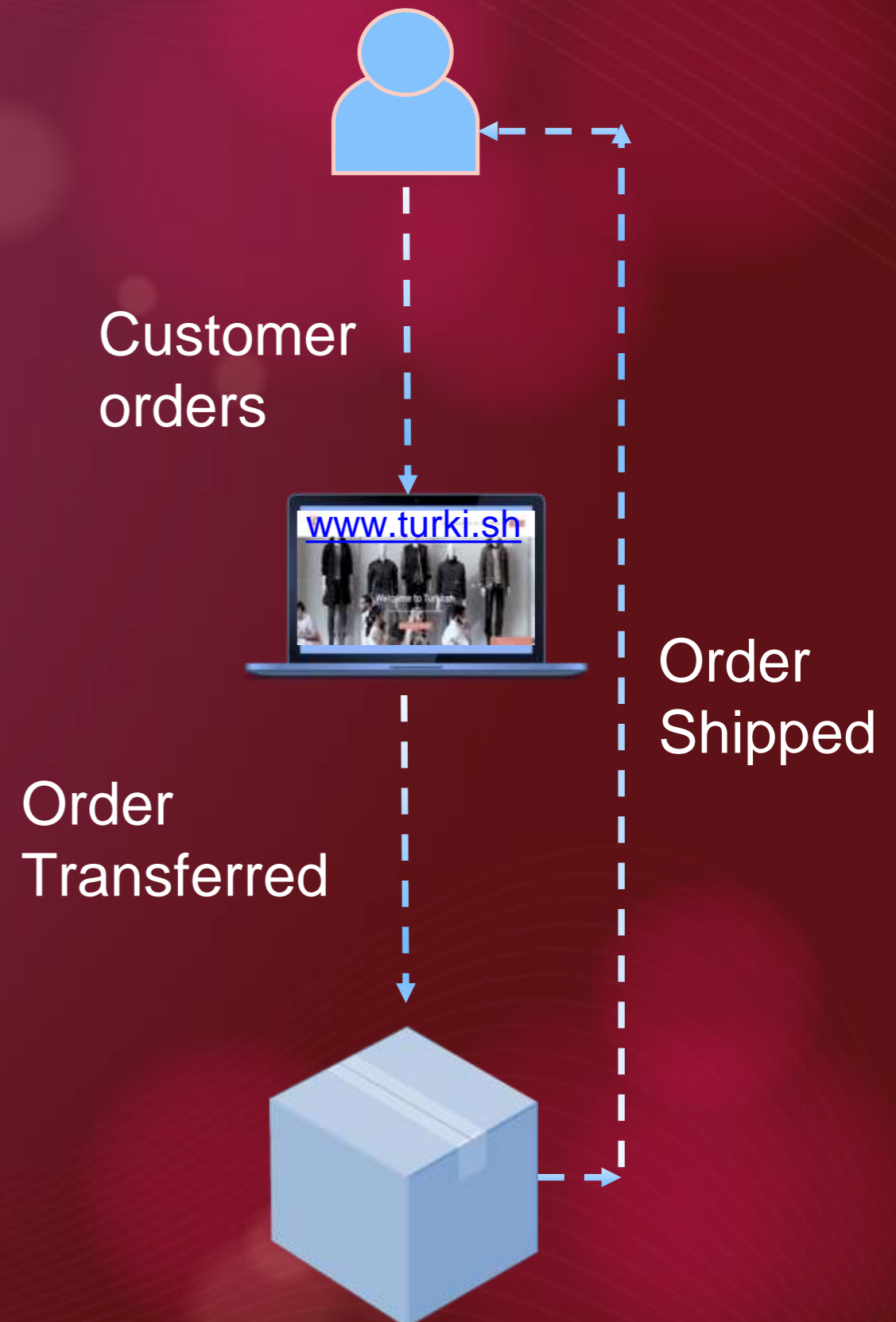
# Why Drop shipping?

## Pros

- ❧ No warehousing and storage cost
- ❧ Lower IT investment to enter the market
- ❧ Opportunity to display large selection of products and services thus
- ❧ Fast access to sales data on products and services
- ❧ Good starting point to study the market

## Cons

- ❧ Less control on user experience related to packaging and logistics
- ❧ Need for advanced managing systems to overcome possible pitfalls
- ❧ Lower profitability due to not being the first hand in the process





YOUR

# Turki.sh Procurement

SUPPLIER

A LIST OF PRODUCTS WE LOOK TO PROCURE

The next slides will include some of the products Turki.sh is looking to procure for its clients for various industries



# YOUR Turki.sh- Procurement Guidelines SUPPLIER

## House Rules

- ☞ The products mentioned in this presentation are the recommendation to what Turki.sh is looking to procure.
- ☞ If there is any product missing in the requirement slides feel free to offer products close or near what we are looking to buy. We are open to new ideas.
- ☞ Each order will be at least 20 or 40 FCL or more, preferably at least once a month to start with.
- ☞ **YOU MUST SUBMIT YOUR PACKING LIST**
- ☞ Your quotes shall be FOB and they shall include the sea port of departure port name, if you can quote CIF we would be looking to receive your CIF quote to Israel; Haifa or Russia; Moscow ports
- ☞ If you have immediately available stocks please mention it in your proposal
- ☞ If you do not have stock available **YOU MUST PROVIDE LEAD TIME** to dispatch our order.
- ☞ Please mention your payment terms in your offer.
- ☞ Our preferred method of Payment: Cash against documents
- ☞ Please mention your return policy or guarantee where applicable
- ☞ Where applicable please include certificates corresponding to your products such as: CE, Food grade certificate, TUV, FDA, terms of use, Guarantee and other related documents
- ☞ If your factory has certificates such as ISO please add them to your proposal
- ☞ Submit your proposal in the **ENGLISH LANGUAGE ONLY** via e-mail / WhatsApp

Let us know what Turki.sh  
may buy from you?

