LEASING STATE ECONOMIC ENTERPRISES AGAINST FOREIGN DEBT PAYMENTS

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ABSTRACT

The Turkish economy is facing many problems in early 1990s. Especially State Economic Enterprises place a heavy burden on the economy and play an important role in these problems.

In order to increase the efficiency, productivity and flexibility of these enterprises many measures were taken in the Turkish economy. Eventually privatization has attemped to apply in Turkey like the other countries which suffered from the same problems.

Privatization could not be applied satisfactorily due to some problems such as lack of capital accumulation, unrealistic assession of State Economic Enterprises.

In this thesis a new method is proposed and it is claimed that there will be a profit boom following the application of the new method to the State Economic Enterprises. The high profit of the State Economic Enterprises will faciliate the external debt payments. On the other hand public sector will benefit from the high tax revenues which will reduce in return budget deficit and domestic borrowing requirement.

The above mentioned assumptions led the study to test whether the new proposed method can be an alternative way or not to increase the efficiency, productivity and profitability of State Economic Enterprises.

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INTRODUCTION

The Turkish economy is facing many problems in 1990. Some of them are as follows; foreign and domestic debt burden, budget deficit, inflation, the inefficiency of state economic enterprises and the management skill problems of these enterprises. State Economic create a great deal of problems. The appearence Enterprises in Turkey in the 1930's public economic enterprises from economic and social necessities. From the 1930's improvement and reorganization projects of the SEE's were off Turkey's economic and political agenda. Many of the different and administrative measures taken were not able to legal SEE's more productive and rationally into functioning organizations. Public incorporations still do not perform their functions to regulate the market and consequently they lead to waste of resources. In order to establish the basic elements of a market economy and achieve high productivity and performance of State Economic Enterprises a new method is needed, which will be proposed in this thesis.

The new method is based on the expected profit of the SEE's which can be achieved under a new, skillful management. SEE's can be leased related to their expected profits. In this thesis, it is assumed that the benefits obtained from the application of the method will be used for foreign debt payments. The effects of this new method is analyzed between the years 1980 and 1988.

Some of the foreign debts of the country can be covered by the group who leases SEE. The success of the new method will help the Turkish economy to become healthy and will make a major contribution, towards a more productive utilization resources. It will also help the heavy foreign debt burden on the economy and will help the development of free competition. The thesis consists of five parts: In the first, many economic problems of the Turkish economy are analized. In part two, history and main properties of SEE's are described. Furthermore, using the existing statistical data; assets, employment, value added, sale profits, investments of 1987-88 SEE's for analized. In part three, Privatization, which is accepted as the most effective and successful method for achieving efficiency and productivity for SEE's is described. In part four the proposed method is described and in the last part the economic contribution is calculated.

CHAPTER I - THE MAIN PROBLEMS OF THE TURKISH ECONOMY

I - INTRODUCTION

The Turkish economy entered 1990's with many serious problems. The development strategy program of the 1980's which focused on infrastructure investment, such as roads, power plants and residential housing, aggravates the budget deficit of the country. These infrastructure investments were financed by money supply and internal and external borrowings which are still one of the main problems of the Turkish economy. On the other hand, two-digit inflation, which has been continuing in Turkey since 1971 is also a major problem of the country. Public economic enterprises also create many problems such as unsatisfactory and relatively poor performance because of a lack of management skills.

In this chapter, the main problems of the Turkish economy are analized in detail and the importance of the problems are emphasized.

2 - BUDGET DEFICIT

1980's Turkey realized huge infrastructural During the investments. Large scale infrastructural housing, communications and energy projects were undertaken within the contents of general budget, local authority budgets and extra-budgetary funds. Failure to adjust the prices of goods and services produced by state owned enterprises in time, and to the required extent, were the foremost reasons for the increasing public deficits. Public revenue did not increase proportionally to public expenditure and therefore public deficit rose dramatically. The gap between public expenditures and revenue is financed by money supply and domestic, and external debt.

budget deficit in turn fuels inflation The in Turkey through borrowing and expansion of the money supply. The unproductive infrastructure investments do not permit revenue increases for the public sector. A shortfall in taxes is another factor which effects the growth in the deficit. public savings deficit was largely financed by private sector savings, pushed domestic interest rates up and increased burden on the public sector and increased interest expenditures.Excessive debt service which also inflationary effect worsens the budget balance. The high amount debt service forces the public sector to create new debts in order to pay back its debt service of the previous years.

To sum up, the public sector borrows money in order to finance the budget deficit but the cost of new debts effects public expenditure which also increase budget deficits for the next fiscal year.

3 - INFLATION

Inflation is one of the main problems in Turkey. Many measures had been taken in previous years but their result were not successful. In order to curb inflation, Turkey implemented shock measures on January 24. The main tools of these measures were positive interest, real exchange rate and a tight money policy. One of the main goals of these measures was curbing price increases which reached to 100 % in 1980. These measures were successful in a demand decreasing aspect, but high interest rates and an undervaluated TL pushed up costs and fueled inflation.

Current public expenditures and infrastructure investment expenditures led to a rise in the public deficit which in turn was financed by money supply, domestic, and external borrowing. The main reason behind inflation during the 1980's was this deficit financing. The money supply reached TL 13 billion in July 1990 and domestic borrowing climbed to 1/3 of the expenditures in 1989. In order to pay previous debts, the public must reborrow and this cycle increases inflationary pressure on the economy.

The high interest rates of the debt pushed up the cost of products. The interest burden of the domestic debt also increased public expenditure which led to a budget deficit for the next fiscal period. On the other hand, external debt is one of the major reasons for inflation in Turkey.

External debt interest payments also increase public expenditure, and therefore consequently increase the budget deficit. The inability to improve income tax collection forces the public sector to borrow new funds in order to finance the budget deficit. High Public expenditure in Turkey is still the main factor of inflation.

TABLE - I: WHOLESALE PRICE INDEX

1982	27.0
1983	30.5
1984	50.3
1985	43.2
1986	29.6
1987	32.0
1988	68.3
1989	68.9

Source :DIE

4 - DOMESTIC DEBT

The budget deficit, which is mainly covered by means of internal borrowing, that through the sale of government bonds, treasury bills and Central Bank advanced increased since 1980.

The reason for the budget deficit is the balance public expenditure. revenue and The public sector increased its infrastructure investments in the 1980's but due to the lack of public savings, these investments were financed by short-term internal debt. Domestic debt is used by governments to reduce tax gaps. One of the main disadvantages of in comparison to taxation domestic debt is the the mid-80's, domestic debt became indispensable burden. interest payments and public deficit. Budget deficit of interest payments of domestic debt fueled the domestic requirement of the public sector in recent years. On the other insufficient tax revenue mainly due to collection problems aggravates the public domestic debt requirement.

To attract investors, the public sector offers higher interest rates which in turn increases the cost of money for the private sector and this becomes an alternative for direct investment.

Another factor which influences domestic debt is foreign debt payments by the treasury, due to changes in exchange rates.

Domestic debt which was TL 314 billion in 1979 rose to TL 42,016

billion in 1989. Domestic debt financing which was 5.7 % of the GDP in 1980 rose to 14.1 % in 1989. In 1980 28 % of the public revenue arose from domestic debt, whereas this ratio increased to 51.6 % in 1989. In the breakdown of public revenues during the 1980's, domestic debt financing increased while tax revenues decreased. The interest payments of domestic debt also grew during this period. In 1980 domestic interest payments were 0.7 % of the GDP while in 1989 it reached 2.8 %. Interest payment of domestic debt, which was 2.5 % of the total public expenditure in 1980, rose to 9.5 % of this expenditure in 1989.

In summary, 'domestic debt increased rapidly and became an important factor for public revenues during the 1980's while the interest burden of the domestic debt rose dramatically and increased public expenditure.

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Debt Stocks	ar Gu	8 0 0	560*1	ma ma ma ma	e S	ે. દુવ દુવ દુવ	9,450		16, 489	20,069	9 9
1.Treasury Obligation	o- cu cu	CI CEJ 170	757	50.	60 60 61	with the street street	E81 + 9	895 6	<u>n</u>	18,708	64 67 67
Government bond	er cr	CO CO *****	با ش	un 60	9	en tro	1,032	orași eroși LP3 ero	2,407	4 080 080	10,740
Consolidated debts	50 50 50	926	203	736	eu cu er cu	044°C	4,661	400	985	11,486	28,036 29,036
Treasury Bills	o-	65	601 603	era Lra	43 40	340	490	en eu eu	6.7 C.7 C.3	e 63	ta ta
2.Treasury-Backed	co cu cu	284	60 61	998	69 8	e e	 	¢03	675	good CO good ev.	1,097
Debentures	<u></u>	8	ŗ)	09	77	7.0	tio GJ	1 1	1.0 Cr.1 1.0	[17] 1900) 1900)	ਹਿੰ
Bonds	60 -0	556	100 000 100	300	982	cu cu		280	220	7001	1,046

Source:DIE. Monthly Economic Indicator january 1990

5 - EXTERNAL DEBT

External debts of developing countries have grown rapidly since the 1970's. External debt has always been a positive potential for economic development but on the other hand, it's associated with the risk of financial strain.

In the normal course of world development, capital should flow from advanced countries, where it is abundant and its return is relatively low, to developing countries, where capital is scarce and its return high.

While these flows contributed to development, they also meant increasing financial dependence for borrower countries and rising relative debt service obligations. Beginning in the mid-1970's, however, the sheer volume of external debt began to reach such magnitudes that potential disruptions in debt service posed a threat not only for a country's development but also for the international financial system. (*) 111 developing countries external debts pose heavy problems on the world economy. In 1990 the total amount of external debt of these countries reached to USD 1,319 billion. During the 1980's, while the economic growth increased gradually, the rise in the foreign debt stock showed a similar trend in Turkey.

The external debt of Turkey, which was stable at USD 20 billion during the period 1980 - 83, sped up after 1984 and rose to USD 41 billion, \$ 35.3 billion of the debt is medium and long term whereas \$ 5.7 billion is short term.

^(*) Cline, William R. International debt: Systematic Risk and Policy response.

factors contributing to excessive external borrowing in recent years are liberalization of imports, chronic inflation, exceedingly high incremental capital-output ratio, declines domestic saving propensity and relative decline in tax revenue On the other hand, the local commercial banks (*). have been allowed by the authorities to utilize increasingly short-term credits and foreign exchange deposits in their trade-financing operations which in turn raised the short-term debts of (**). Turkey finances its infrastructure investments with foreign These projects may not always generate income in a short back foreign debt. Therefore, term Turkey borrows short-term credits in order to repay its existing debt. There has a slight change in the breakdown of the total debt of country in 1989.

During this year there was an increase of 2 % in medium and long term debt whereas a 10.5 % reduction in short-term debt. The ratio of short-term debt in total debt which exhibits a risky situation decreased from 19.8 % in 1986 to 14 % in 1989. An analysis of distribution by debtors proves that public sector foreign debt stocks is greater than that of the private sector.

Compared with the fixed prices of 1968, foreign debt financing rose from 2.5 % GDP in 1980 to 5.9 % in 1989. This ratio was 8.2 % in 1984.

^(*) Kızılyallı, Hüsnü "An Appraisal of the Turkish Economic Performance during 1980s and notes on Economic Development Y.P.K Economic Review April 1989.

^(**) Celasun Merih, Rodrik D. "Debt, Adjustment and Growth Turkey 1970-85".

In 1980, while 12 % of the public revenue constituted of foreign debt, in 1989 this ratio rose to 21 %. Since 1980, the importance of external debt on public revenue increased rapidly. Interest payment of external debt which was 0.6 % GDP rose to 3.6 % GDP in 1989. On the other hand, external debt interest payment formed 0.02 % of public expenditures in 1989.

To sum up, since 1980, external debt became an important factor of public revenue especially, for financing infrastructure investments. On the other hand, interest payments of debts became increasingly important and formed an important part of public expenditure.

TABLE: ITTHE STRUCTURAL BREAKDOWN OF TOTAL OUTSTANDING OF FOREIGN DEBT

	(USD MILLION 1985		1987	1988	1989
Distribution by debtors	25.349	31.228	40,228	40.772	41.021
1)Medium &Long Term	20,590	24,317	32,605	34,305	35,276
Public Sector	14,668	18,091	24,188	26,234	26,726
Cental Bank	5,037	5,269	7,094	6.546	6,975
Private Sector	865	957	1.323	1,525	1,575
Short Term	4,7 59	5,911	7,623	6,417	5,745
Public Sector	230	597	517	272	159
Cental Bank	1,685	5 9 7	517	272	159
Private Sector	3,844	3,985	4,570	4,316	4,788

Source: Disbank, The Turkish Economy 1989 TUSIAD Economic Report 1990

6 - MANAGEMENT SKILL PROBLEMS OF THE SEE'S

In the early years of the Turkish Republic, SEE's were given the role of leadership to develop the country's economy and also improve industrialization in the country. Many huge industrial projects were realized by SEE's and they played an important role in the economy.

management of these SEE's has always been by bureaucrats, which are appointed by government. The responsibility of are not proportional to their position and their managers flexibility in the decision making process is not enough optimum profit. Tradition in management also prevents changes in the applying of new methods for efficiency. Fixed ways managers and absence of relationship between firm performance and pay structure prevent to hire qualified managers for SEE's. A11 these negatives effect led to unskillfull management SEE's which in turn decrease the performance of SEE's.

The low performance of SEE's led to a decrease in the profit and efficiency levels which in turn have negative effects on the Turkish economy.

Management skill problems can be considered as a big problem for SEE's and also for the Turkish economy. A solution to management skill problems may lessen the problem of SEE's and also the problem of the country.

CHAPTER II-STATE ECONOMIC ENTERPRISES ANALYSIS

1 - HISTORICAL BACKGROUND

Since the foundation of the Republic in 1923, Turkey's economic life transformed. At the beginning of has been the Turkey had virtually no mechanized industry and had few modern communication systems. Industrialization in Turkey, as in many newly-modernized countries, has followed an explicit governmental decision. The role of the state has always had great importance on the economy in Turkey since 1923. S.E.E.'s were considered as pioneer in a mixed economic model and were given the role of leadership in order to develop the country's economy and also to accelerate industrial growth in the early years of the Turkish Republic.

The impact of the state on the economy can be classified as follows:

S.E.E.'s between 1923 - 1930

The role of government and State Economic Enterprise intervention into the economy was not directly performed during the above mentioned period. In this period, without adopting a doctrinaire position, the Turkish Republic undertook a variety of reforms, which was hoped would result in economic and social modernization. With the decision taken on the Economic Congress in Izmir in 1923, an economic model based on liberalism was accepted and the private sector was encouraged. The main objectives were industrialization of the country and development in agriculture and service sectors.

The lack of skilled indigenous private entrepreneurs, capital, and the negative effect of the 1929 world crisis led to the failure of this model and gave more importance to the role of the state on the economy.

1931 - 1946

The World economic crises in 1929,Ottoman Empire debts, lack of capital and lack of business experience in the private sector caused a change in the Turkish economic policy.

The role of the state in the economy increased considerably, many S.E.E.'s were established during this period. The five-year industrialization plan was launched in the early 1930's and the state's involvement in industry was established in such areas as cement, iron, steel, textile and glass.

A great deal of important infrastructure investments were realized during this period. The main objective was again industrialization by state power, to reduce foreign dependence, to become self-sufficient on main products and to create national entrepreneurs.

When government came in power in 1950, new to the political field was reflected liberalization of the economic field and a liberal economic policy was applied. The objective of this policy was to provide more opportunity the private sector, to minimize S.E.E.'s importance on economy, to establish the market mechanism and to transfer S.E.E's ownership to the private sector. During this period a great deal of importance was given to the agricultural sector and to infrastructure investments.

Liberalization methods in foreign trade was applied during this period. At the end of the above mentioned period, inflation, budget deficit, decrease in foreign reserves and a slow-down in economic growth, required government intervention. The main products of the stabilization policy, which was put into effect in 1958, was a devaluation, limit on the money supply and credit, increases in interest and price increases in S.E.E. products.

1960 - 1980

Following the revolution of 1960 a new constitution was adopted that affirmed the important role of the State in economic planning and development. Economic, social and cultural development was based on a plan. The State Planning Organization was formed, whose functions are to prepare long-term and short-term plans and to assist in implementing and evaluating them.

Turkey's initial five-year plan (1963 -67) was prepared and a mixed economy principle was accepted.

The basic idea of the plan was the development of the country's economic structure into a more advanced production system. This was made possible by public investments and the activities of the S.E.E's.

The main purpose of public sector investments are; creating infrastructure, including power supply, irrigation and dams, transportation and traditional public services, increasing the productivity and efficiency of the S.E.E's, eliminating bottlenecks where private enterprises have not moved in, mobilizing private and foreign capital in mixed enterprises and creating, or continuing, state monopolies or controlling injurious private monopolies. (*)

S.E.E.'s would follow a price policy designed to yield maximum profits and ordinary prices will not be set below cost.

Protective tariffs will be applied selectively and in a nondiscriminatory manner to both public and private enterprises.

Until 1976, high growth was realized in the economy, but oil shock in the world, social and political instability, high inflation, and a decrease in the foreign reserve led to negative growth for the first time in the five-year plan. S.E.E's burden on the economy increased enormously at the end of this period.

1980 ~

Turkey changed its economic policy with a stabilization package put into practice on January 24, 1980. The industrialization strategy based on import substitution was terminated and an export oriented industrialization strategy was initiated.

^(*) Planning and private sector, p.23

main objective of the new economic policy was to The ensure the proper functioning of the market mechanism. The chief features of that package was; realistic exchange-rate policies, realistic interest rates, tight control over the money supply and credit, the ending of most S.E.E price subsidies and of price control boards, tax reform and the encouragement of foreign leading role of S.E.E.'s investments. The in risky investments or sectors was no longer desired and a systematic protection of industry was abolished. In 1983, further changes occured, such as; liberalization of a foreign currency regime, export incentive and reduction in subsidies, partial liberalization of imports and an administrative reorganization of the S.E.E.'s.

In order to minimize the heavy burden of S.E.E.'s on the economy, the right of freely determining the price of their products was given to S.E.E.'s. The free pricing was considered as a market principle and was accepted as a sufficient way for minimizing S.E.E.'s deficit, which also effects the budget deficit.

2 - MAIN CHARACTERISTICS OF THE TURKISH SEE'S

Main Characteristics of Turkish State Economic Enterprises are as follows:

- 1. Insufficient equity
- 2. S.E.E.'s hold a monopoly position
- 3. Low profitability
- 4. Low capacity utilization
- 5. Poor performance
- 6. Political and strategic considerations on management and operations.
- 7. Determination of pricing, employment and investments by supervising ministers or government before the 1980's.
- 8. Traditional management styles which prevents to apply new and efficient methods.
- 9. Setting below market-level prices of goods and services before 1980, mainly due to protect low income groups, fight against inflation and encourage domestic industries by providing cheap inputs.
- 10. Freedom in price determination after 1980 which accelerated the cost of raw materials in the economy and sped up inflation.
- 11. Establishment of new plants to provide employment on a regional basis.
- 12. Lack of objectivity and scientific approach towards investments.

- 13. Many insufficiencies and defaults in management.
- 14. Hiring of labor surplus
- 15. Negative effect of overemployment on income distribution.
- 16. Inflationary effect of S.E.E. losses, which is financed by a budget, central bank or external credits.
- 17. Shortages at technological levels and of skilled laborers.
- 18. Fixed wages at management level.
- 19. Little direct relationship between firm performance and. pay structure.
- 20. Lack of profit orientation.

2.1 Assets (*)

Forty SEE's, which are included in this analysis, had TL 19,840 billion worth of assets in 1987 and had TL 34,536 billion worth of assets in 1988.

There has been an increase of 74 % in assets between these two years. The top five SEE's made up 57.20 % of the total assets in 1987 but in 1988 this ratio rose to 59.85 %.

An analysis for 1987 and 1988 is given, below with results for the top five SEE's.

TABLE IV - ASSET SHARES - TOP 5 SEE'S

		······································		
	1987	8	1988	8
1)	T.E.K	26.25	T.E.K	29.79
2)	T.P.A.O	9.11	T.P.A.O	9.11
3)	P.T.T	8.73	P.T.T	8.67
4)	PETKİM	6.74	PETKİM	6.74
5)	T.C.D.D	6.37	T.C.D.D	6.05

On the other hand, the top 10 S.E.E's proportion to the total rose to 76.73 % in 1988 from 73.83 % in 1987.

2.2 Sales

The total sales of SEE's, which was TL 20,459 billion in 1987, increased to TL 35,985 billion in 1988. An increase of 76 % was achieved during this period.

^(*) Asset= Fixed Asset - Depreciation + Stocks

In the same years, T.P.A.O., T.E.K., TEKEL, ZIRAAT B., and the P.T.T were the SEE's which realized the highest sales. The shares of these SEE's reached to 58.24 % and 56.77 %, when compared to the total sales of all SEE's. On the other hand, an analysis of sales for the top ten SEE's showed that the shares rose to 70 % and 74.24 % between 1987 and 1988. T.P.A.O., which realized highest sales for the above mentioned, reached to 28.20 % and 27.04 %. The main reason behind the increase in SEE's revenues is the change in foreign exchange rates and price increases of SEE products rather than production increases.

Most SEE's can not compete with international and domestic . private sectors, due to old fashioned technology and lack of international standards in their products. Therefore, SEE products can hardly be marketed in international markets.

The ratio of sales to assets shows how efficiently the assets could be used by an enterprise. This ratio is around 1.03 as an average, for SEE's in the years 1987 and 1988.

1987 Sales / Assets : 1.03

1988 Sales / Assets : 1.04

The same ratio for the top 5 SEE's showed a considerable decline.

1987 : 0.83

1988 - : 0.80

The top 5 SEE's which have 57 % of the total assets have very low sales to assets ratio when compared to the average SEE's. Only T.P.A.O. is above SEE's average.

TABLE V - SALES/ASSETS RATIO - TOP 5 SEE'S

	Share in total asset (%)	Sales/Asset		
		1987	1988	
т.в.к.	26.25	0.34	0.2	
T.P.A.O.	9.11	3.19	3.09	
г.т.т.	8.73	0.54	0.60	
PETKIM	6.74	0.49	0.75	
T.C.D.D.	6.37	0.23	0.20	

A very striking example is, Ziraat Bank and TEKEL, whose ratios are 12.51; 12.46 and 3.43; 3.05 respectively.

2.3 Profit

SEE's made TL 1,488 billion profit in 1987 and TL 1,695 billion in 1988. The increase in profit is 13.8 % during this period. T.P.A.O.,TEKEL,P.T.T.,ETİBANK and T.EMLAK Bank were the most profitable public enterprises in 1987 and realized 74.35 % of the total profit. In the same year T.P.A.O.'s share in total profit was only 30.82 %. The first top 10 public enterprises profit reached 95.97 % of total SEE's profit. In 1988 T.P.A.O.was number one in profit, with a share of 32.95 %, ETİBANK, TEKEL, P.T.T. and ZIRAAT BANK follow the T.P.A.O. in profit, respectively.

The total share of the top 5 enterprises in 1988 reached 100 %.

An approach which considers only positive profit of SEE's showed

a profit augmentation to TL 2,584 billion. The ratios of profit to asset prove the profitability of the SEE's assets which are as follows:

In 1987 : 0.075 In 1988 : 0.049

The ratios show considerable decrease between 1987 and 1988. The top 5 in profitability were 0.054 for 1987 and 0.024 for 1988. Both ratios show that the top 5 SEE's realized the majority of total profit in the above mentioned period, but were a good distance from being profitable.

On the other hand, the most profitable enterprise, T.P.A.O., had ratios of 0:25 and 0.16. These ratios were very successful results for a public enterprise. T.E.K. which had 26.25 % of the total asset in 1987 and 29.79 % in 1988 could not realize any profit.

Another outstanding ratio is profit / sales. This is another criteria for determining the profitability of the enterprise.

The average of the SEE's for 1987 is 0.072 and 0.047 in 1988.

A profit realized from one unit sales dropped in 1988.

The profitability of the top 5 SEE's, which realized the majority of sales, have lower profit ratios than top 5 SEE's which realized the majority of profit.

TABLE VI - SALES & PROFIT RATIOS - TOP 5 SEE'S

	198.7	1988
Top 5 (in terms of)	0.075	0.051
Top 5 (İn terms of) profits	0.11	0.09

It is clear that the top 5 profit / sales ratios were above

SEE's average.

T.P.A.O.'s ratios, which was the most profitable enterprise of the public sector, gave 0.079 and 0.052.

2.4 Employment

fact that an ideal personnel policy could not be established The in created a great deal of problems and could not solved for years. Because a healthy staff policy could not SEE's frequently reorganised their staffs. With a new formed that was put into effect in 1990, the staff regulation divided into; clerks, personnel on contract SEE's were and labours. to the structure of these companies, political Due appointments are commonly made. The efficiency of SEE's largely effected by the number of employees, which are far more than the companies employment necessities.

There was a slight decrease in SEE employment numbers between 1987 and 1988. The total number of SEE's workers, which was 747614 in 1987, dropped to 732239 in 1988. Considering that excessive employment causes inefficiency, a more realistic employment policy led to a slight decrease in employee hiring last year.

The total number of employees in 1987 was divided as; 203415 clerks, 77031 personnel on contract, 486425 workers.

2.5 Value Added

The total value added realized by 40 SEE's in 1987 was TL 7,181 billion. This amount constituted 12.29 % of GDP. In 1988 an increase of 72.79 % was realized and value added climbed to TL 12,409 billion; the ratio to GDP for that year was 12 %.

The top 5 enterprises formed 40 % and 45 % of the total value added for the same years.

T.E.K. realized 16 % and 17 % of the total value added because of its huge infrastructure investments.

2.6 Investments

The total amount of investment of the 40 SEE's for 1987 has TL 4,044 billion and for 1988 TL 5,126 billion. There was an increase of 26 % in total investments during this year. T.E.K., P.T.T., T.P.A.O., PETKIM, T.C.D.D. (top 5) realized 78.11 % of total investments in 1987 and 73.84 % in 1988.

The investment ratio to GNP was 0.069 for 1987 and 0.051 for 1988. Last year there was a drop in SEE's investments due to the lack of new investment prospects in the manufacturing industries and also in other industries and a change in government policy that prevents the government from financing SEE's investments.

25

1 TEK(tot) 10.28 2 TPAO(tot) 3,14 3 PTT 2,99 4 PETKIM(tot) 2,14 5 TCDD(tot) 1,40 7 THY(tot) 1,37 8 TKI 1,12 9 TMO(tot) 1,00 10 TSEKER F. 92 11 TEKEL 88 12 ETIBANK(tot) 85 13 SUMERBANK 73 14 TEMBANK 73 14 TEMBANK 73 15 SEKA 57 16 TGUBRE SA 48 17 TCIM, TOP. S/4 19 RSOK(tot) 393 20 MARS	2, 418 2, 418 2, 418 2, 418 2, 418 2, 418 2, 418 2, 418 2, 2, 418 3, 2, 21 3, 21	11 TEK(tot) 57 TCDD(tot) 58 TCDD(tot) 58 TEKEL 58 ZIRAAT B. (50 ZIRAAT B. (50 ZIRAAT B. (50 ZIRAAT B. (50 ZIRAAT B. (50 ZIRAAT B. (50 ZIRAAT B. (51 ZIRAAT B. (52 TCD(tot) 52 TCDC(tot) 53 TCDC(tot) 54 TCDC(tot) 65 TCDC(tot) 66 ZIRAAT B. (67 TCDC(tot) 67 TCDC(tot) 67 TCDC(tot) 68 TCDC(tot) 67 TCDC(tot) 67 TCDC(tot) 67 TCDC(tot)	113,810 70,038 64,636 54,762	15.54 TPAO(tot) 9.57 ZIRAAT B. (t 8.83 TEK(tot) 7.48 TEKEL		27.04 TEK(tot) 8.97 ZIRAAT B. (t 8.15 PTT	2,212,494 993,227 908.753	17.83 TEK(tot) 8.00 PTT	918,034	32.95 TPAO(tot) 17.91 ETIBANK(tot) 10.89 TEKEL	453,642	25.00
(tot) (10t)		11 TEK(tot) 67 TCDD(tot) 22 TEKEL 05 ZIRAAT B. (07 T.TAS KKUR. 98 SUMERBANK 25 TKI 26 TKI 68 ETIBANK(tot) 67 T.SEKER F. 67 T.SEKER F. 67 T.PAO(tot)	70,038 64,636 54,762	1 .1 1	3,229,536	ZIRAAT B. PTT	993,227	8.00 PTT	558,517	17.91 ETIBANK (101) 10.89 TEKEL		25.00
M(tot) (tot)	67 TCDD(tot) 22 TEKEL 05 ZIRAAT B. (07 T.TAS KKUR. 29 SUMERBANK 25 TKI 25 TKI 26 ZITA 26 TKI 27 TKI 27 TSEKER F. 47 TPAO(tot) 27 TMI KB	54,636	8.83 TEK(tot) 7.48 TEKEL		8.15 PTT	908.753	Caract Car	558.517	10.89 TEXEL			
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(tot) (tot) ot) ot) ot) ot) ot) ot) ot) ot) ot)		05 ZIRAAT B. (07 T.TAS KKUR. 98 SUMERBANK 25 TKI 92 TDCI(tot) 68 ETIBANK(tot) 67 T.SEKER F. 47 TPAO(tot)			2,716,509	7.55 TPAO(tot)	782,150	6.30 TCDD(tot)	353,534	- 1	-1	7
ot) (ot) (EB F. (RBANK AK B.(h TOP.S./ (101)		07 T.TAS KKUR. 98 SUMERBANK 25 TKI 92 TDCI(tot) 68 ETIBANK(tot) 57 T.SEKER F. 47 TPAO(tot)	41.198	5.63 PTT		5.06 PETKIM(tot)	769,854	6.20 THY(tot)	266,473	5.20 ZIHAAT B. (1)	1_	10.51
ot) SB F. SB F. AK B.(b AK B.(b AK B.(c) AK B.(c) AK B.(c) AK B.(c) AK B.(c) AK B.(c) AK B.(c)		98 SUMERBANK 25 TKI 92 TDCI(tot) 68 ETIBANK(tot) 57 T.SEKER F. 47 TPAO(tot)	39,132	5.34 PETKIM(tot)	1,620,129	4.50 ETIBANK(tot)	743,496	5.99 TKI	234,881	4.58 T.VAKIF B.	166,572	o (
iot) Sh F. AK B.(h AK B.(h TOP.St L.(tot)		25 TKI 92 TDCI(tot) 68 ETIBANK(tot) 57 T.SEKER F. 47 TPAO(tot)	36.271	4.95 ETIBANK(tot)	1,249,389	3.47 TKI	526,540	4.24 TMO(tot)	187,191	3.65 T.DNZ.I.(tot)	148,004	ğ./4
INNK(tot) RBANK AK B(tot) RRE SAN TOP.St (tot)		92 TDCI(tot) 68 ETIBANK(tot) 57 T.SEKER F. 47 TPAO(tot) 7 TAN V.B	32,816	4.48 TMO(tot)	1,170,669	3.25 TCDD(tot)	523,912	4.22 T.GUBRE SAN	129,888	2.53 T.HALK B.	86,626	5.12
RESAN TOP SA		68 ETIBANK(tot) 57 T.SEKER F. 47 TPAO(tot)	27.451	3.75 SUMERBANK	1,145,352	3.18 TDCI(tot)	457,169	3.68 ETIBANK(tot)	99,674	7		3.76
NK(tot) RBANK AK B.(tot) RRE SAN TOP.S/		57 T.SEKER F. 47 TPAO(tot)	26.461	3.61 TDCI(tot)	1,100,568	3.06 TEKEL	449,853	3.63 TRT		1.91 T.EMLAK B.(to		3.51
NK(tot) RBANK AK B.(to TOP.S/		47 TPAO(tot)	25 432	3.47 THY(tot)	794.917	2.21 TMO(tot)	445,333	3.59 T.CIM.TOP.SA		1.77 (TDCI(tot)	57,350	3.39
EBBANK AK B.(b AK B.(b TOP.St TOP.St ((tot)		14 CAYKUR	10 340	2 BAT VAKIE B	773.709	2.15 SUMERBANK	371,445	2.99 T.SEKER F.	74,507	1.45 DNZB.	57,160	3.38
LAK B.(th		CONT. LAINE	16.796	O 18 TOW TOP CA	770 884	2 14 TVAKIF B.	330.806	2.67 PETKIM(tot)	65,593	1.28 ORUS	36,989	2.18
SRE SAN TOP.S/ Z.I.(tot)			44 494	1 CONTRACTOR	500 220	THY(tot	282,156	2.27 T.DNZ.I.(tot)	51,313	1.00 T.CIM.TOP.SA	31,466	1.86
SHE SAN. TOP.S.f. Z.I.(tot)	1 1 1 1 1	27 T DAIZ 1 (1-1)	200	1.00 T DMI AV 0 /2	200,220	1 56 T DN7 1 /hot	264 553	2 13 ZIRAAT B. (to		0.94 DWD	27,979	1.65
SHE SAN TOP.S/ Z.I.(tot) ((tot)		1.6 / 1.UNZ.1.(tot)	13,295	1.02 1.EMLAN D.(ID	202,422	4 EO CELA	244 160			0.81 THY(tot)	27,173	1.60
Z.I.(tot) ((tot)		1.40 SEKA	11,724	1.60 L.FALK B.	700,100	1.33 SENA	24 1, 103	1.24 CHW	35.091	0.68 TMO(tot)	26,829	1.58
Z.I.(tot) ((tot)		1.34 T.CIM. TOP.Sf	11,719	ł	513,154	1.43 1.CIM. IOP.3A	20,023	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	20120	O AOISEKA	20 327	1 20
((tot)		1.28 T.EMLAK B.(t	11,499	1	437,664	1.2211. IAS K.KUH.	185,730	1.50 ASCALIGIT	20, 100	0.45 11848	17 759	C.
		1.14 TARIM ISL	10,826	1.48 SEKA	421,592	1.17 MKEK	7/9, L81	1.40 JENEL	20,010			27.0
		0.79 THY(tot)	9,938	1.36 MKEK	414,612	1.15 T.HALK B.	174,808	1.41 T. IAS K.KUR.	22,750	0.44 (URIZIM D. (104)		3 0
AT B. (#		0.75 TMO(tot)	8,092	1.11 T.GUBRE SAN	391,250	1.09 T.EMLAK B.(td	172,209	1.39 T.GEMI SAN.	8/6//	0.35 UTIMI	1,000	0,0
	L	0.74 TZDK	7,406	1.01 T.DNZ.I.(tot)	386,269	1.07 T.SEKER F.	168,000	1.35 TARIM ISL	16,351	0.32 KALKINMA B.	10,442	0.62
		0.66 PETKIM (tot)	7.322	1.00 TZDK	281,646	0.78 T.GUBRE SAN	151,907	1.22 MKEK	11.381	0.22 T.GUBRE SAN	7,031	0.42
		0.53 T GUBRE SAN	6.707	0.92 CAYKUR	271.269	0.75 DHMI	133,615	1.08 SEKA		0.21 TZDK	6,877	0.41
O NY		0 52 TRT	6.607	O 90 T.TAS KKUR.	247.703	0.69 ASOK(tot)	106,763	0.86 SUMERBANK	9,343	١	5.270	0.31
	1	O ASIET VERKIR	6 268	D 86 TRT	222.931	0.62 CAYKUR	104,838	0.84 TURIZM B.(tot		١	3,890	0.23
X X	L	0.46 T.VAKIF B.	5.872	0.80 DAO	215,079	0.60 TZDK	85,244	0.69 T.EMLAK B.(to		1	3,679	0.22
DNIZE		0 44 MKFK	5 243	0.72 ET VE B.KUR.	200.962	0.56 DNZB.	57,688	0.46 DMD	4.924	١	1,044	90.0
an		0.34 OPI R	5 096	O.70 DAZR	177.852	0.49 TARIM ISL	55,185	0.44 ORUS	4,652	0.09 MKEK	-3,198	-0.19
+	1	O OR T GEMISAN	4 989	O 68 ASOK(tot)	174.698	0.49 ORIS	51,735	0.42 TZDK	4,417	١	-7,626	-0.45
STO DE		0.52 1.0 IN ON	2 864	0 53 CB K	172.564	0.48 TRT	45,053	0.36 T.VAKIF B.	4,016		-13,229	-0.78
32 CT 1/C B 1/1 (B	\perp	0.22 ASOK(tot)	3 3 78	0 46 DHMI	139,597	0.39 ET VE B.KUR.	43,172	0.35 SEK	4,012	1	-16,169	-0.95
2000		0 21 THRIZM B (to	2 5 15	0 34 YEMSAN	138.578	O.39 DAD	40,573	0.33 CAYKUR	3,346	0.07 TRT	-25,460	-1.50
TAPIM ISI			2 245	0.31 TURIZM B.(tot	111,787	0.31 T.GEMI SAN.	32,242	0.26 YEMSAN	3,147	0.06 ET VE B.KUR.	-26,247	-1.55
30 OFK	Ļ	0.14 TWO	1.748	0.24 TARIM ISL.	97,508	0.27 TURIZM B.(tot	31,028	0.25 ET VE B.KUR.	2,929	0.06 TCDD(tot)	-82,512	-4.87
SITIBIZM R (to	L	0 14 VEWSAN	1,622	0.22 SEK	70,402	0.20 USAS	23,348	0.19 T.HALK B.	1,197	0.02 SUMERBANK(1	-101,789	-6.03
		0.07 USAS	1.462	0.20 T.GEMI SAN.	63,855	0.18 KALKINMA B.	16,399	0.13 USAS	1,115	0.02 T.TAS K.KUR.		-9.25
OO KAL ZINIMA B		0.05 DAZB	1 123	O 15 KAI KINMA B	34.080	0,09 SEK	16,328	0.13 DNZ.B.	208	0.00 TEK(tot)		-10.73
30 1646		D D1 KAI KINMA B	375	0.05 USAS	32,520	0.09 YEMSAN	13,826	0.11 KALKINMA B.	0	0.00 TKI	-276,812	-16.35
o l	6.											
SEE's total 34,5	536,802 100.	34,536,802 100.00 SEE's total	732,209	100.00 SEE's total	35,985,999 1	100.00 SEE's total	12,409,296	100.00 SEE's total	5,126,881	100.00 SEE's total	1,693,482	100.00
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1013	766,000,00	20.50	111111	2 2 2								
TOP 10 26,5	26,507,159 76.	76.75 TOP 10	506,575	69.18 TOP 10	26,715,911	74.24 TOP 10	8,367,448	67.43 TOP 10	4,535,251	88.46 TOP 10	2,219,261	131.05
										4		

CHAPTER III - METHOD FOR IMPROVING SEE'S "PRIVATIZATION"

I - INTRODUCTION

Public enterprises and corporations had been established in order to accelerate economic development, to fulfill the gap arising from market failure and to provide cheap goods and services in many countries. Inefficiencies in the public sector brought a heavy burden to the governmental budget and economy.

In order to increase efficiency, performance, flexibility of economy through competition and to engage in activities accordance with commercial principles, a new method known "privatization" was applied in many countries. In the privatization method, the ownership and the administration of the government owned company is turned over to the private sector. Therefore, privatization is regarded as an effective method for modernization and rationalization of the SEE's and the economy in general.

After the great depression of 1929 in the USA, State Economic Enterprises (S.E.E.) grew substantially, but during the 1970's, when a general economic crisis became apparent, the burden of S.E.E.'s on the economy started to become important. Inflation and unemployment during the 1970's led (S.E.E.) to a breakdown in services and major operating losses which appeared as a negative indicator resulting in their failure.

^(*) TUSIAD Report on Privatization

A new concept which defended the free-market economy and withdrawal of the state's control over the economy (The Friedman school), had begun arguing that the state's performance of economic operations was the basic cause of the problem, and that the solution lie in reducing the state's business operations to a minimum. Redefining the position of the public sector in the production of goods and services constitutes one of the most significant structural reforms in the many countries.

Privatization is considered as a solution for such negative indicators and was put into effect as part of an overall economic strategy.

2 - PRIVATIZATION

2.1 - THE CONCEPT OF PRIVATIZATION

Privatization is one of the major policies which was put into effect, especially in the last decades, within the framework of a wide-ranging program of reforms in many countries, especially in Great Britain and then in the U.S.A.

The most complete and common form of privatization is the transfer of publicly owned enterprise shares to private shareholders through asset sales (*).

In this case, in order to describe the company's legal ownership structure as a private company, at least 51 percent of the publicly owned shares should be transferred to the private shareholders according to the company's act. Using this broad term of definition, the ownership or management can be transferred to the private sector whereas the opposite of this definition is the concept defined as limiting or reducing the public sector importance and strengthening the free market in the economy (**).

^(*) Esen Rifat, "Privatization in Developing Countries: The Objectives, Principles and Techniques"
Y.K.B. Economic Reviews Vol:3 p:40 April 1989.

^(**) Aktan Can Coskun "Kit ve Özelleştirme"

2.2 - THE OBJECTIVES OF PRIVATIZATION

The objectives of privatization can be classified as; economic, financial, social and political.

2.2.1 - ECONOMIC OBJECTIVES

2.2.1.1 - Strengthening the Free Market Economy and Increasing Productivity.

is claimed that the performance of public enterprises is poor lack of competition. In many developing countries, the restrictive trade regime leads to a high degree of protection of domestic industries against foreign competition and strengthens inward-oriented development strategies. The average productivity of the public sector is lower than the private sector, which also adversely affects the general level of productivity in economy. On the other hand, S.E.E.'s are not sensitive to market demand and do not take measures for improving quality or lowering prices and cost. There are enough incentives for public enterprises to increase productivity and efficiency. In sector many decisions are made on political grounds to serve certain public goals. Managers are incapable of operating companies according to market forces. Privatization would introduce market discipline to public enterprises. Companies, when regarding to the demand of the market, can produce and sell and therefore increase their profits. The increase in economic activity may stimulate the economic system by reducing inflation, developing the market and fostering growth.

2.2.1.2 - Developing The Capital Market

Privatization through public share offering will ensure the development of the market economy and transform savings into investment. The lack of a developed capital market is a real constraint on privatization for developing countries where the Banking system dominates the financial system.

Capital market in developing countries have two main characteristics:

- 1) The absolute number of buyers and sellers is limited and therefore their maximum average frequency of transaction is low,
- 2) There is not a wide spectrum of owners and ownership
 motives.(*)

In underdeveloped countries, the accumulated savings can not be transformed into investments because of the inexistence of deep and broadbased capital markets.

For the most part, privatization addresses the supply side issue by immediately making available shares of stock for private ownership. The increase in supply then indirectly enhances the chances of developing a successful capital market and acts as a catalyst in this effort. On the other hand, the development of the capital markets will indirectly assist in speeding up economic growth.(**)

^(*) Esen, Rifat. ibid

^(**) The Morgan Bank Privatization Master Plan, Executive summary. 1986 P/30

2.2.1.3 - Fighting Back Against Inflation

Especially in underdeveloped countries, S.E.E.'s are not profitable. Their losses, which are covered by the treasury, lead to high inflation. Privatization can help ease the burden of S.E.E.'s on the economy and increase the fund supply in order to help the government lessen the growth of inflation.(*)

2.2.1.4 - Increasing Capital, Managerial, and Technical Inflows from Overseas

One of the most successful ways of attracting foreign and private sector investments are through a privatization process.

Direct, or portfolio, investments can be used as a way of attracting foreign reserves in privatization which in turn will strenghten the balance of payments of the country.

Privatization, through the encouragement of investments from overseas, represents an important potential source of capital, managerial and technical inflows. The companies whose technology is not competitive on a world-scale may benefit from foreign investments. The ownership by a foreign investor may open up new markets for the countries goods and services. This objective is particularly applicable to companies whose technology keeps changing or where management is not successful.

^(*) Privatization master plan p/31

2.2 - 2. FINANCIAL OBJECTIVES

2.2.2.1 - Increasing Public Revenues

Privatization in many countries can be used as one of the major policy devices for easing the heavy burden of S.E.E. on the state.

Governments have many different revenue tools, such as domestic and external borrowing and taxes.

External borrowing is not so easy for many countries. The credibility of the country must be appreciated by international institutions such as the I.M.F. and the World Bank. For domestic borrowing, citizens confidence in the government is necessary.

In order to reduce high budget deficit, governments may use the money supply as a tool which may consequently boom the inflation rate.

another tool for governments may use developing economies tax revenue. In collection is not and generally does not give positive results. be considered as an alternative way Privatization can increasing government revenue, especially in countries which suffer from high budget deficits.

2.2.3 - SOCIAL OBJECTIVES

2.2.3.1 - Improving the Distribution of Income

In order to improve income distribution the shares of S.E.E's can be sold to their employees, managers and also to small savers.

The objective may diversify the base of capital ownership which will have a positive effect on the distribution of income.

Besides, it is believed that the ownership of similar assets by that firms employees would give personal motivation to increase profits which in turn will promote efficiency and productivity. When workers participate in the ownership of the company, quality tends to increase as workers now personally gain from reduced costs and increased sales.

Workers accept that their own interests, are coincident with the firm. The sale of SEE's shares increases capital market volume and gives a wide range of shares for investors.

2.2.3.2 - Political and Ideological Objectives

Privatization has political and ideological characteristics as well as economic, social and fiscal objectives.

A philosophy widely gaining acceptance is that government should not be the owner and operator of commercial enterprises. Many economic policies state that the role of the government should only be to regulate and to formulate policies that provide for a conducive business environment.

2.3 - METHODS OF PRIVATIZATION

There are many different methods of privatization. Some of them are as follows;

2.3.1. - Sales Method

This method is widely used and represents the most successful form of privatization.

- 1) Sale of all or part of the assets of the public sector.
- 2) Sale of the stock of S.E.E.'s through the capital markets.

2.3.2. - Direct Sales Method

This method is the sale of a part of the S.E.E.'s assets, of their secondary areas of activity or of relatively small business. (*)

The direct sale method can be divided into two cathegories :

- a) Full Privatization: Outright sale of all the enterprises to private investors.
- b) Partial Privatization: Sale of controlling interest to private sector. (*)

In this method, the assets or enterprises to be sold may be turned over by means of bargaining to a specific firm, to several firms or to a consortium. This method may be preferred over other methods since it is faster to implement and easer to make appraisals and also provides a means to generate revenue by sale of idle non-critical assets. This method does not develop capital market.

^(*) Tusiad Report on Privatization

^(**) Calvin A Kent Privatization of Public Functions "Entrepreneurship and the Privatizing of government"

The economic rationale for this policy is that public enterprises, by being sheltered from the discipline of markets forces, reduce employee morale, remove incentives for efficiency and productivity, discourage innovative management and increase the financial and administrative burden of the government.

Privatization of S.E.E.'s reintroduces a market discipline, changes the motive of management to profit making and reallocates resources such that consumer benefits are maximized.

Especially liberal doctrines give a great deal of importance to individual freedom and accept that government intervention will limit this freedom. This ideology can be summarized as economic individualisms which is sufficient for optimization of social welfare. The economic individualists support privatization of social welfare.

2.3.2.1. - Sale of Stock Through The Capital Market

This method may be defined as the sale of all or a part of the shares in a publicly-owned joint-stock company to private individuals or organizations.

The shares may be offered to the public at a fixed price which is determined by the government in advance. This is called Offer for Sale Techniques (OFST).

On the other hand, the price of the share can be determined to a greater extent at the market, this is called Tenders Offers Techniques (TOT).(*)

TDT is more useful than OFST in the long run for improvement in the capital market. Sales of stocks can be realized both in internal and external markets.

2.3.2.2. - Internal Market

The sale of the stock may be effected directly on the market or through a stock broker. The Stock Exchange is very important for the improvement of capital market. The sale of public shares on the stock exchange will stimulate growth of the capital market.

2.3.2.3. - External Market

The capacity of capital markets in developing countries is not sufficient to sell all of the shares, therefore these countries prefer to sell some of their S.E.E. shares in foreign capital market.

^(*) Esen, Rifat. ibid.

2.3.2.4 - Stock Sale by Requesting Bids

This method is the sale of stock by means of obtaining bids from different groups instead of the sale of shares on the stock market.

This is a widely used method for the countries whose capital market is not sufficiently developed.

2.3.2.5. - Minority Interest

This method concerns sale of less than 50 % of a company to a private sector investor.

There are several advantages to this method, such as:

Introducing of private sector influence without giving up control, attracting technology from private sector and the little decision-making power of minority investors. Little interest from corporate ownership without ability to exercise significant control.

2.3.3. - Management Contract Method

This method does not let a transfer of ownership to one degree or another. This method is not similar to the leasing method. The aim of this method is improving the performance of S.E.E., whose ultimate privatization is planned. In this method, private management brought into the company works on a contractual basis.

This method is widely used in many developed countries where the

government wishes to maintain ownership, and plan to sell companies after reorganization. At the end of the maturity of the contract the lesser may purchase the sum..

2.3.4 - Franchising Method

This method concerns the private sector entrance to the market which is under the control of public monopoly. This method is used especially in the areas where there is a natural monopoly.

The critical point of this method is bargaining. By bargaining, the provision of the goods and services are left to companies whose supply price to the market will be the lowest compared to the other candidates. This method can be an alternative solution where the privatization of natural monopolies are difficult.

2.3.5. - Contracting Out Method

This method allows authorities to behave as a competitive buyer of many goods and services through competitive tendering firms.

The main policy objective is to lower costs and increase the quality of goods and services. On the other hand, this method provides improvements in efficiency, service, quality and also reduction in government expenditure.

This method is widely used by local authorities especially in developed countries. In this method, the public still finances the services where it transfers the provisional right of some services to the private contractor and awards the contract to the firm which bids the lowest.

2.3.6 - Joint-Venture Method

This method represents significant equity participation of domestic or foreign company in the state company or, in other words, it concerns the creation of "mixed" organizations by means of the opening up of existing production or service units to the private sector.

The firms (mixed economy firms) must be independent in matters of production, investment, financing and decision-making. This method can give more successful results if public shares can be held to a level where it won't lead to confusion in the management of the firm.

The joint-venture method may give a more successful solution for large-scale and risky investments.

The public and private sectors will be able to operate in a harmonious and successful manner under a suitable legal framework which will ensure the function of the method.

By this method marketing, financial and other strenghts of both partners can be optimized. The mutual weakness of partners might be exasperated by the firm. Potential conflicts between partners may lead to a unproductive result.

2.3.7. - Revenue Participation Certificates

This type of method allows private investors, by instruments to share the revenue but not the ownership of the company. The government prefers to apply this method especially for public service companies where it wishes to maintain ownership and also to finance new infrastructural projects.

This method may provide efficiency, profitability and also may increase government revenues without giving up control.

2.3.8. - Deregulation Method

This method refers to allowing the private sector entrance to the market which is under the control of public monopoly. In this case the government may draw from provision of many goods and services, leaving them wholly or partly to the private sector.

It also refers to reforming public enterprises to operate according to market principles.

Several ideas behind this method are that competitive environments would improve efficiency and productivity which in turn would ease public burden and would increase public sector financial performance.

Deregulation became popular during 1980's and was considered as an effective policy instrument to increase the efficiency, performance flexibility and competition of the economy.

2.3.9 - Leasing Method

This is a simple agreement whereby the owner of the property (lessor=government) allows to another party (lessee=private sector) to use the services of the enterprises for a specific period of time in return for the payment of vitals. This method is not really regarded as a method of privatization. Instead, this is employed for improving the performance of SEE's whose privatization is planned.

In this method, it may be possible that SEE's, which are leased to

private companies for a specific period, may be purchased by the lessor at the end of the period under the terms and conditions mentioned in the contract.

The success of this method is dependent upon the careful specification of the SEE's which are to be leased and upon drawing up agreements in a manner which harmonize public benefits with the rapid, productive and independent functioning of the decision-making mechanism of the companies.(*)

2.3.10 - Other Methods

There are also other methods in practice which can also be considered as methods of privatization such as;

- Pricings
- Encouragement of private sector
- Decreasing public spending
- Grants, vouchers to consumer
- Voluntary organizations

^(*) TUSIAD "Report on Privatization", 1988.

CHAPTER IV - PROPOSED LEASING METHOD

1 - INTRODUCTION

State Economic Enterprises place a heavy burden on the governments budget and on the economy in Turkey. On the other hand, management skills problems also aggravate the burden of these enterprises on the economy. In chapter one, many of the main problems of the Turkish economy are described and it is obvious that SEE played an important role in these problems.

In the last years, many measures were taken in order to improve efficiency and profitability of SEE's but the net effect of these measures were not satisfactory. Therefore, in the last decades, many industrialized countries applied a new method know as "privatization" to increase the efficiency, performance and flexibility of their economy. The above mentioned method has also been applied in Turkey.

In Turkey, State Economic Enterprises have realized considerable profits for some years. These profits proved that SEE's have an important potential of profit. A more flexible, modern, responsible, efficient management may consider this potential and create a considerable profit boom in SEE's.

This assumption led the study to test a new method as to whether it will be an alternative way to increase efficiency, performance and profitability of SEE's in the economy.

2 - NEW LEASING METHOD

The new method proposed in this thesis is an alternative method to increase efficiency, performance and profitability of SEE's in the economy. The main point in this method is to securitize public sector institutions in the economy by forming 100 % income shares.

Securitization will be based on revaluation of SEE's assets. On the other hand, the cost of Leasing SEE's will be based on the expected profit of the SEE's.

The income shares will be made available to experienced groups. The owner of the income shares will obtain the right of profit sharing of the institutions proportional with their shares during each balance sheet period. Income share holding, as a new financial instrument will have a validity for a certain time and can be renewed or cancelled at the end of each period. i.e.ten years.

The criteria of income share distribution will be as follows:
The group who holds 60 % of the income shares will have the right
to manage and control the company for a certain period of time.
Also, the group will have the choice of applying any method which
will maximize the profit of the firm.

The public will held 40 % of the income shares. The public sector will gain revenue by income shares and this revenue will increase proportional to the improvement in the management.

The public sector will not directly influence the management but will have a role in the decision making process. The public sector (i.e) will have a representation right of 40 % in board of directors. Government's benefits will increase due to higher tax collections from the SEE's under new management. new method provides many different benefits to government, high profit revenue and high tax revenue. An alternative อร distribution of the shares can be; 60 % to leasing group, 30 % to governments and 10 % to investors by stock exchange. In this case income shares, which will be a new instrument investors, will increase the profundity of the diversify the choice for investors. The income shares will traded on the stock exchange will reflect the market value the firm and will be a measure to determine the real value of the shares.

3 - CONDITIONS FOR LEASING

Conditions for leasing income shares will be as follows:
Based on the hypothesis that, SEE's are not profitable enough
because of management skill problems, their profits would be
higher under a more active and skillful management. The cost of
leasing SEE's are related to their expected profits. Expected
profits of SEE's are calculated from the best and second to best
profits of the SEE in the past. The group who will lease the
income shares will undertake foreign debt of the country which
corresponds to 50 % of the total expected profit of that SEE. The
group will have the right to lease up to 60 % of the total income
shares of the SEE.

4 - COMPARISON OF METHODS

The difference between privatization and the newly proposed leasing method is, unlike privatization in the leasing method, publicly owned enterprise shares are not transferred to private shareholders through asset sales. In the proposed method there are no asset sales. One of the privatization methods, which is based on leasing SEE's that have not reached to the stage of selling their shares, is also different from the newly proposed leasing method. In this privatization method it is possible for the SEE's to be leased for a certain period (i.e.under leasing statute number 3226, it is possible for the SEE's to be for a period of at least four years). In addition, by means of a provision placed in the leasing agreement concluded, the lessee may purchase the leased property at the end of leasing period. In the new method all SEE's can be leased and will not be sold at end of the agreement. There is also a difference between classical leasing methods and proposed leasing method. former is simply a commercial arrangement whereby the owner property (lessor) allows another party (lessee) to use services of the property for a specified period of time the return for the payment of rentals. Whereas in the leasing method the owner (public) leases the enterprise in return foreign debt payments which will be 50 % of the expected profit of the firm.

5 - IMPROVEMENT CONDITIONS

Some improvement conditions should be taken in order to encourage the share holders to act not as a lessee but as a real owner. This will help to improve the efficiency, productivity and profitibility of the SEE's.

The share holder should be able to own the investment he realizes. By this way the shareholder will not only be able to hold the investments as his asset but, will have the opportunity to change the old technology in the enterprises. These will bring the company to a more efficient, profitable and competitive level in the market.

As an example; Assume a SEE with total 100 assets. If the new management of this SEE invests 25 units, the final assets of the SEE will be 125. Then the investor will have the right to hold 25/125 (which is 20 %) of the property share.

- When the contract period is over the leasing group should have priority among other investors to lease the SEE for an other leasing period.

CHAPTER V - APPLICATION OF THE PROPOSED METHOD TO THE TURKISH SEE'S

INTRODUCTION AND RATIO FORMULAE

The study made for testing the effect of the new method proposed in this thesis is as follows.

The assumption of this thesis is that SEE's have an important potential of profits and realized for some years very crucial profits. The best and second to best profitability ratios of SEE's between 1974-88 were considered as their ideal profit ratios for this study.

The application of these ratios to the gross sales of SEE's between 1980-88 gave the new best and second best profit of the SEE's.

The effects of the new profits on the economy and its solution is analyzed at the end of the chapter.

The profitability of SEE's between 1974-88 is calculated in table no: X. The table is calculated by dividing each SEE's profit to their gross sales for the specific year. The highest ratio for the above mentioned period is considered as the best profitability of the SEE's and the second highest profitability ratio is considered the second to best profitability ratio of SEE.

It is assumed that this ratio can be realized in a more flexible, efficient and modern management.

The best and second best profitability ratio is showed in table no:XI. Table no:XII showed the profit that can be realized by applying the best profit ratios to SEE's. The multiplication of the ratios to the gross sales (Table No:IX) give the best profit. On the other hand the table no: XIII showed the second best profit of the SEE's.

The economic contribution of the new profits on the Turkish Economy is analyzed on the last part.

TABLE: IX GROSS SALES (Million TL) 1980 1981 1982 1983 1984 1985 1986 1987 1988 1.K.E.K 21.085 33,433 34,058 68,365 80.106 106.000 139,226 231,897 414,612 BUMERBANK 30,772 44.989 72,373 93,974 129,038 195,422 249,839 452,017 1,145,352 f.D.C. 45,414 80,681 44,483 94,765 161,343 228,256 387,305 606,825 1,100,568 42:,592 BEKA 37,028 51,756 66,818 109,678 161,948 181,635 308,296 25,431 50,609 83,386 202,844 304,924 419,714 601,613 1,249,389 ETIBANK 27,637 39,742 61,897 95,602 158,373 234,834 455,960 793,187 1,194,747 1,779,157 2,933,488 T.E.K. 350,227 2,779,554 4,106,768 4,978,798 5,770,448 9,729,719 T.P.A.O. 361,137 240,849 338,182 122,981 398,558 513,154 51,274 73,688 101,278 135,464 113,355 123,812 T.K.I. 93,951 111.884 200,962 50,568 82,191 22,115 805, 65 36,966 T.ET.BALIK 12,251 532,082 1,170,669 320,098 419,637 38,285 66,213 117,306 202,360 T.M.O. 23,027 260,165 333,909 466.780 435,176 599,229 45,352 85,892 128,700 162,678 T.SEKER 626,788 283,502 281,646 227,427 325,008 496,149 72,445 124,896 146,627 T.Z.D.K. 196,814 271,269 84,432 156,761 194.533 55,456 27,560 47,173 CAYKUR 17,443 74,979 69,500 72,188 35,641 28,486 41,575 59,533 11,541 15,764 D.B.D. NAK. 609,344 951,463 1,820,502 373,167 215,724 107,265 P.T.T. 32,478 51,562 69,116 437,664 292,341 248,901 51,078 69,065 93,425 142,758 187,675 36,922 T.C.D.D. 876,116 1,026,966 1,478,253 1,956,842 5,354,468 8,109,930 10,402,679 13,024,251 22,289,815 SUB-TOTAL

SOURCE:KIT YILLIGI 1977,1980-81,1980~86,1987-1988

345,013

OTHERS

TOTAL

850,709 1,278,753 2,220,392 1,290,628 1,943,456 2,880,503 7,435,646 13,696,184

1,221,129 1,877,675 2,757,005 4,177,234 6.645,096 10,053,386 13,283,182 20,459,897 35,985,999

ABLES

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	90.0	(0.23)	(0.24)	(52.0)	61.0	(0.03)	0.20	9:0	0.26	7.1 *	4.	9,6	9.3%	0.19	0.10
	(6,49)	(92*0)	(0.03)	(0.24)	6.23	(44.0)	61.0	(0.85)	(0,45)	(95.0)	(6.50)	(653)	(6,43)	(06'0)	(0,24)
SUB-TOTAL (0.09) (0.17) (0.09) (0.21) (0.18) (0.18) (0.09) (0.01) (0.34) (0.18 (0.09) (0.18) (0.18) (0.19) (0.19) (0.19) (0.18) (0.19) (0.19) (0.19)	(0,09) (0,09) (0,09) ERy YILLIGI	(0.17) (0.01) (0.12) (977,1980-	(0.09) (0.34) (0.14) 81,1980-84)	(0.21) 0.13 (0.18) 1987,1988	(0.26) (0.04) (0.19)	(0.22) 0.00 (0.15)	(0,05) 0,06 (0,02)	00.03	0.03	20.0	0.07	80°0 60°0 60°0	0,00	90°0 90°0	0.03 0.08 0.05

TABLE:XI	BES	ST AND SECOND BEST PROFIT RATIOS
	BEST	SECOND BEST
M.K.E.K	0.14	0.11
SUNERBANK	0.12	0.10
T.D.C.	0.29	0.14
SEKA	0.04	0,04
ETIBANK	0.35	0.32
T.E.K.	0.32	0.28
T.P.A.O.	0.19	0.14
T.K.I.	0.14	0.09
T.ET.BALIK	0.10	0.08
T.M.O.	55.0	0.08
T.SEKER	0.03	0.03
T.Z.D.K.	0.04	0.04
CAYKUR	0.22	0.18
D.B.D. NAK.	0.21	0.18
P.T.T.	0.48	0,41
T.C.D.D.	-0,03	-0,24

0.07

0.09

TOTAL

TABLE:XII BEST PRROFIT OF SEE'S (million TL)

	1980	1981	1982	1983	1984	1985	1986	1987	1988
M.K.E.K	2.952	4,681	4,768	9,571	11,215	14,840	19,492	32,466	58,046
SUMERBANK	3,693	5,399	8,485	11,277	15,485	23,451	29,981	54,242	137,442
T.D.C.	13,170	12,900	23,397	27,482	46,789	<i>66</i> ,197	112,318	175,979	319,165
SEKA	1,071	1,482	2,070	2,673	4,387	6,478	7,267	12,332	16,864
ETIBANK	9,673	13,910	17,713	29,185	70,995	106,723	146,550	210,565	437,286
T.E.K.	19,807	30,593	50,679	75,147	145.907	253,820	382,319	569,330	938,716
T.P.A.D.	68,616	45,761	64,255	66,543	520,115	780,286	945,972	1,096,385	1,848,647
T.K.I.	7,178	10,316	14,179	18,965	15,870	17,334	17,217	55,798	71,842
T.ET.BALIK	1,225	2,212	2,621	3,697	5,057	8,219	9 ,39 5	11,188	20,096
T.M.O.	5,066	8,422	14,567	25,807	44,519	70,422	92,320	117,058	257,547
T.SEKER	1,361	2,577	3,861	4,880	7,805	10,017	14,003	13,055	17,977
T.Z.D.K.	2,898	4,996	5,953	9,097	13,000	19,846	25,072	11,340	11,266
CAYKUR	3,838	6,063	10,378	12,200	18,575	34,487	42,797	43,299	59,679
D.B.D. NAK.	2.424	3.310	7,485	5,982	8,731	13,097	14.595	15,157	15,744
P.T.T.	15,589	22,474	33,151	44,844	68,324	90,084	119,472	140,323	210,079
T.C.D.D.	(1,108)	(1,523)	(2,072)	(2,803)	(4,283)	(5,600)	(7,467)	(8,770)	(13,130)
SUB-TOTAL	157,453	173,573	261,690	344,547	1,000,691	1,509,701	1,971,303	2,549,749	4,407,266
OTHERS	48,301	119,099	179,025	310,855	181,528	272,084	403,270	1,040,990	1,917,466
TOTAL	205,754	292,672	440,715	655,402	1,182,219	1,781,785	2,374,573	3,590,739	6,324,732

TABLE:XIII

SECOND BEST OF SEE'S (million TL)

	1980	1981	1982	1983	1984	1985	1 9 86	1987	1988
M.K.E.K	2.319	3,678	3,745	7,520	8,812	11,660	15,315	25,509	45,607
SUMERBANK	3,077	4,499	7,237	9.397	12,904	19,542	24.984	45,202	114,535
T.D.C.	6,358	6,228	11,295	13,267	22,588	25,109	54,223	84,956	154,079
SEKA	1,017	1,482	2,070	2,673	4,387	6,478	7,267	12,332	16,864
ETIBANK	8,835	12,717	16,195	26,684	64,910	97,576	133,988	192,516	399,804
T.E.K.	17,331	26,769	44,344	65,754	127,669	222,092	334,529	498,164	821,371
T.P.A.O.	50,559	33,719	47,345	49,032	389,138	574,947	697,032	807,863	1,361,461
I.K.I.	4,615	6,632	9,115	12,192	10,201	11,143	11,068	35,870	46,184
T.ET.BALIK	780	1.769	2,097	2,957	4,044	6.575	7.516	3,951	16,077
T.M.C.	1,842	3,063	5,297	9,384	16,188	25,608	33 ,571	42,567	93,654
T.SEKER	1,361	2,577	3,681	4,880	7,805	10,017	14,003	13,055	17,977
T.Z.D.K.	2,898	4,996	5,963	9,097	13,000	19,846	25,072	11,340	11,266
CAYKUR	3,140	4,961	8,491	9,982	15,178	28,217	35,016	35,427	48,828
D.B.D. NAK.	2,077	2,838	6,415	5,127	7,484	25,137	12,510	12,994	13,482
P.T.T.	13,316	21,140	28,338	43,979	88,447	152,998	249,831	390,100	739,026
T.C.D.D.	(8,961)	(12,259)	(16,576)	(22,422)	(34,262)	(45,042)	(59,736)	(70,142)	(105,039)
SUB-TOTAL	110,864	124,809	185,053	249,503	758,513	,191,903 1	,5 9 6,1 8 9 8	?,14 5, 684	3,795,176
OTHERS	44,852	110,592	166,368	288,651	168,562	252,649	374,465	966,634	1,780,504
TOTAL	155,716	235,401	351,421	538,154	927,075	,444,552 1	,970,654 3	,113,318	5,575,680

2 - BEST PROFIT AND ITS ECONOMIC CONTRIBUTION

When the newly proposed leasing method is applied to SEE's starting from 1980, according to the best profitability ratios, the following results were obtained.

TABLE XIV - RESULT OF BEST PROFIT RATIO APPLICATIONS

	TL billion	\$ billion	Amount Corresponding to foreign debt payment (\$ billion)
		arms arms hand mills many hand pared fifth files	
1980	206	2.3	1.15
1981	293	2.2	1.1
1982	441	2.4	1.2
1983	655	2.4	1.2
1984	1,182	3.7	1.35
1985	1,782	3.1	1.55
1986	2,374	3.1	1.55
1987	3,591	3.5	1.7
1988	6,325	3.5	1.75

It can be clearly seen that this newly proposed method realizes considerable profit increases. This profit increase reached USD 3.5 billion for the years 1987 and 1988. For 1988 the profit of SEE's reached to TL 6,3 billion from TL 1,68 billion. With the new method, foreign debt which was charged to the group who leased SEE was USD 1.15 billion in 1980 and USD 1.75 billion in 1988. This eased the burden of foreign debt on the Turkish economy. Also this amount paid off all transfer expenditures (including foreign, domestic interest payments and subsidies) in 1980 which was a major part of public expenditures.

Furthermore, benefits obtained from the new method paid off and domestic debt interests until 1985 but after then foreign only a part of foreign debt interests could be paid with Another comparison can be made with foreign repayments. In the year 1980 and 1981 all of the foreign debt repayments could be made, whereas after 1981 only a considerable part of foreign debt repayments could be. When a comparison made with the foreign debt financing which the Turkish economy needs, almost all of the foreign debt could be covered in whereas 34 % could be covered in 1988. 10 % of the profit made when the newly proposed method is applied, will be taken by group who leases the SEE. When a comparison is made with left after deducting the 10 % fee, this amount covers amount all interest payment and foreign debt payment. is equivalent to foreign debt financing for the years 1980, 1982 1983, 1985, 1987. On the other hand, this amount covers of the exports and 33 % of imports in 1980, 26 % and 26 % of imports in 1988. When the comparison from a public revenue point of view, the new amount bigger than the non-tax income in 1980 which is a part of public revenue, this ratio dropped to 56 % in 1988. The amount covered also 21 and 20 % of public revenues for the years 1980 and 1988.

3 - SECOND BEST PROFIT AND ITS ECONOMIC CONTRIBUTION

When the newly proposed method was applied according to the second best profitability ratios, the following results were obtained.

TABLE XV - RESULTS OF SECOND BEST PROFIT RATIO APPLICATIONS

	TL billion	\$ billion	Amount corresponding to foreign debt payment (\$ billion)
1980	156	1.7	0.85
1981	235	1.8	0.9
1982	351	1.9	0.95
1983	538	1.9	0.95
1984	927	2.1	1.05
1985	1,444	2.5	1.25
1986	1,971	2.6	1.3
1987	3,113	3.0	1.5
1988	5,576	3.1	1.55

SEE's profits rose to 3.1 in 1988 from 1.7 in 1980.

Foreign debt, which was to be paid by SEE lessor, increased from USD 0.85 billion in 1980 to USD 1.55 billion in 1988. Second bests, like the first ones, could pay all of the interest payments until 1983, which was a major part in public expenditures. In 1984, all of the foreign interest payments could be made and after this year, most of the foreign interest payments could be paid.

In 1980, 75 % of foreign debt repayments could be made. This ratio dropped to 68 % in 1987 and 70 % in 1988.

In 1980, 72 % of foreign debt financing were made, but this ratio dropped to 40 % in 1987 and 43 % in 1988. From the public revenue point of view, in 1980, 68 % of non-tax was paid whereas in 1988 this ratio dropped to 27 %.

The amount left after fees covers 63 % of exports and 23 % of the imports in 1980. These ratios became 30 % of exports and 24 % of imports in 1988. On the other hand, the amount left after the deduction of the 10 % fee covered all the interest payment until 1985 and all foreign repayments until 1987 and 90 % in 1988. This amount was equivalent to foreign debt financing for the years 1980,1983 and covers a major part of them for the other years.

Best and second to best profitability ratios for the all SEE's are 9 and 7%. These ratios are below from private sector best ratio for the years 1988 and 1987 which were 10.2% and 9.7%.

CONCLUSION

Turkey has been engaged in a radical transformation of its economy in the last years. Significant progress in the structural re-adjustment of the economy has been achieved, but present high levels of inflation, big budget deficit, big domestic and external debt problems, State Economic Enterprises inefficiencies are still crucial problems of the Turkish Economy.

State economic enterprises also created a heavy burden on the economy, especially unskillfulness in management, poor performance, low profitability, lack of objectivity, shortage of technological ·level and low capacity utilization aggravates the burden.

In order to increase the efficiency, performance and flexibility of the economy a method known as "privatization" is applied in many developed countries. This method is also advised to many developing countries. Privatization method is also applied to some public enterprises in Turkey. In this method, the ownership of the government owned company is turned over to the private sector by asset sales. The main critical point of this method is the valuation of the assets which may be undervaluated, in other word, the public enterprises real value may not calculated exactly. On the other hand, it is also difficult to sell these assets to domestic private sector which lack of fresh funds and capital accumulation.

The newly proposed method in this thesis has very different properties and is a very good approach to improving the profitability of the SEE's. The application of this method will contribute to the development of State Economic enterprises which always have great impact on the Turkish economy.

The study made in this thesis, for the years 1980 to 1988, provides the following contributions to the Turkish economy.

- SEE's realized a profit boom (TL 6,325 billion which is equivalent to USD 3.4) in 1988.
- Improvement in technology and management which will eventually effect productivity.
- The increase in profitability due to increases in productivity will have positive effects on the economy.
- A part of the foreign debt each year will be covered by the group who lease SEE's.
- With the funds raised, all foreign and domestic debt interests could be paid between 1980 and 1985. After this year, part of the foreign and domestic debt interests could be paid.
- In 1980 and 1981 all of the foreign debt repayments could be made and a considerable part of foreign debt repayments could be paid after 1981.
- In 1980 all of the foreign debt financing could be covered whereas after 1980 a considerable part of it could be paid.

- The government will benefit proportionally to its share in the SEE. This may help to cut down budget deficits and decrease domestic borrowing requirements.
- When the best profitability ratio is applied, the new profit left after the leasing fees, ranges between USD 2.1 billion and USD 3.2 billion in 1980 and 1988. This profit covers almost all interest payments and foreign debt payments.
- When the second debt profitability ratio is applied, the contribution of the amount (after the leasing fees are deducted) to the Turkish economy is ranges between USD 1.5 billion and USD 2.8 billion.
- The new profit is equivalent to foreign debt financing for the years 1980, 1982, 1983, 1985, 1987.
- With either of the profitability ratios applied to SEE's, there will be a considerable improvement on the Turkish economy.

The new proposed method can contribute in a great extent to the whole Turkish economy Computations of the profitability ratios showed that there will be a profit boom following the application of the method to the SEE's.

High profitability of the SEE's will facilitate the external debt payments of Turkey.

Public sector will benefit from high tax revenue which will reduce in return the budget deficit and domestic borrowing requirements. Furthermore, the new method's most outstanding advantage, is the fact that the public sector continue to posses SEE's assets.

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APPEN DIX

	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
GDPfp	4080	6060	8107	10817	17349	25525	35627	52925	91546	156396
Agriculture	925	1325	1679	2118	3397	4790	6586	9532	15822	26247
Industry	1027	1278	2191	3096	5110	8060	11352	16848	29820	50770
Services	2129	1157	4237	5603	8842	12675	17689	26545	45904	79379
Direct Taxes	280	464	609	911	1205	2479	4003	5856	9923	15936
Subsidies	32	111	96	196	342	453	343	481	897	956
GDPmp	4328	6413	8620	11532	18212	27551	39287	58300	100572	171376
Net Factor Income from Abroad	107	140	115	20	162	238	22	90	418	1169
GNPmp	4435	6553	8735	11552	18374	27789	39309	58390	100154	172545
FOREIGN BALANCE	244	230	188	476	513	525	1023	840	-2129	-1525
TOTAL RESOURCES	4679	6783	8923	12028	18887	28314	40332	59230	98025	171020
IMPORT	613	1002	1461	2127	4035	5995	7561	12353	20477	337560
TOTAL CONSUMPTION	3732	5376	7148	9693	15294	22532	30728	44382	73979	133509
Public	544	700	939	1167	1622	2375	3490	5320	8815	18191
Private	3188	4676	6209	8526	13672	20157	27238	39062	65164	115318
EXPORT	221	531	937	1299	2608	4253	5012	8844	16809	24826
TOTAL INVESTMENT	948	1408	1774	2260	3595	5782	9605	14848	24047	37511
Public	508	864	1044	1137	1833	3167	5258	7786	10990	15911
Private	440	544	730	1123	1762	2615	4347	7062	13057	21600
Fixed Capital Formation	864	1241	1646	2131	3332	5562	9089	14094	24166	38202
Public	485	767	1005	1183	1831	3236	5233	7547	11510	17014
Private	379	474	641	948	1501	2326	3856	6547	12656	21188
Change in Stocks	84	167	128	129	263	220	516	754	-119	-691
Public	23	97	39	-46	2	-69	25	239	-520	-1103
Private	61	70	89	175	261	289	491	515	401	412
TOTAL DOMESTIC SAVINGS	702	1177	1585	1900	3127	5113	8520	13399	26175	40339
Public	232	564	780	842	1424	2579	4110	4440	8730	12395
Private	470	613	805	1058	1703	2534	4410	8959	17445	27944
PUBLIC DISPOSABLE INCOME	776	1264	1719	2009	3046	4954	7600	9760	17545	30586
PUBLIC REVENUES	878	1458	2007	2529	4006	6639	11237	15624	28534	46897
TAXES	764	1225	1576	1961	2472	4251	7175	10911	18318	33312
Direct	464	743	929	1044	1343	1772	2961	4331	7062	14445
Indirect	300	482	647	917	1129	2479	4214	6580	11256	18867
NON-TAX	114	233	431	568	1534	2388	4062	4713	10216	13585
DEBT USES	354	399	1469	3516	3192	4766	8163	15185	23571	34304
Domestic	246	77	1100	2950	1702	3578	5842	11304	17119	24227
Foreign	108	322	369	566	1490	1188	2321	3881	6452	10077
PUBLIC EXPENDITURES	1154	1758	2271	2814	4415	7184	12448	18530	30794	50413
CURRENT	544	700	939	1157	1622	2332	3553	4880	8815	18191
TRANSFERS	102	194	288	520	960	1685	3637	5864	10989	16311
Interest Payments	56	82	142	257	596	1167	2145	3718	6464	10970
Domestic	30	27	38	30	156	258	717	1675	2487	4805
Foreign	26	55	104	227	440	909	1428	2043	3977	6165
Subsidies	32	111	96	196	342	453	343	481	897	956
Other transfers	14	1	50	67	22	65	1149	1665	3628	4385
REPAYMENTS	76	158	254	1340	831	2220	3538	6169	9701	18764
Domestic	50	100	150	1113	241	1239	2301	4600	5880	10640
Foreign	26	58	104	227	590	981	1237	1569	3821	8124
PRIVATE DISPOSIBLE INCOME	3658	5289	7014	9487	15270	22691	31648		82609	
PRIVATE CONSUMPTION	3188	4676	6209	8429		20157			65164	
PUBLIC SECTOR DEFICIT	-276	-300	-264	-285						
		200		200				~~~	, <u></u>	

	81/80	82/81	83/82	84/83	85/84	86/85	87/86	88/87	89/88
DPfp	48.5	33.8	33.4	60.4	47.1	39.6	48.6	73.0	70.8
Agriculture	43.2	26.7	26.1	60.4	41.0	37.5	44.7	66.0	
Industry	24.4		41.3	65.1	57.7	40.8		77.0	70.3
Services	-45.7		32.2	57.8	43.3	39.6		72.9	72.9
irect Taxes	65.7	31.3	49.6		105.7	61.5	46.3	69.5	60.6
ubsidies	246.9	-13.5	104.2	74.5	32.5	-24,3	40.2	86.5	6.6
DPmp	48.2	34.4	33.8	57.9	51.3	42.6	48.4	72.5	70.4
et Factor Income from Abroad	30.8	-17.9	-82.6		46.9	-90.8		-564.4	-379.7
NPmp	47.8	33.3	32.2	59.1	51.2	41.5	48.5	71.5	72.3
OREIGN BALANCE	-5.7	-18.3	153.2	7.8	2.3	94.9		-353.5	
OTAL RESOURCES	45,0		34.8	57.0	49.9	42.4	46.9	65.5	74.5
MPORT	63.5		45.6	89.7	48.6		63.4	65.8	1,548.5
OTAL CONSUMPTION	44.1	33.0	35.6	57.8	47.3	36.4			80.5
ublic	28.7		24.3	39.0	46.4	46.9			106.4
rivate	46.7		37.3	60.4	47.4				
XPORT	140.3	76.5	38.6	100.8	63.1	17.8	76.5	90.1	47.7
OTAL INVESTMENT	48.5	26.0	27.4		60.8		54.6	62.0	56.0
ublic	70.1		8.9						
rivate	23.6		53.8	56.9	48.4			84.9	65.4
ixed Capital Formation	43.6	32.6	29.5	56.4	66.9	63.4	55.1		
ublic	58.1		17.7	54.8	76.7	61.7	44.2	52.5	47.8
rivate	25.1	35.2	47.9	58.3	55.0	65.8	69.8	93.3	67.4
hange in Stocks	98.8		0.8		-16.3	134.5			480.7
ublic	321.7		-217.9	-104.3	-3,550.0		856.0		
rivate	14.8		96.6	49.1	10.7	69.9	4.9	-22.1	2.7
OTAL DOMESTIC SAVINGS	67.7		19.9	64.6	63.5			95.4	54.1
ublic	143.1		7.9		81.1	59.4			
rivate	30.4								
UBLIC DISPOSABLE INCOME	62.9		16.9						
PUBLIC REVENUES	66.1		26.0						
TAXES	60.3		24.4		72.0				
Direct	60.1		12.4				46.3		
Indirect	60.7		41.7		119.6				
NON-TAX	104.4		31.8		55.7				
DEBT USES	12.7		139.3						
Domestic		1,328.6	168.2						
Foreign	198.1	14.6	53.4				67.2		
UBLIC EXPENDITURES	52.3		23.9						
CURRENT	28.7	34.1	23.2						
RANSFERS	90.2	48.5	80.6						
Interest Payments	46.4		81.0						
Domestic	-10.0		-21.1		65.4				93.2
Foreign	111.5	89.1							
Subsidies	246.9								6.6
Other transfers		4,900.0				1,667.7			
EPAYMENTS	107.9								
Domestic	100.0							• • • • • • • • • • • • • • • • • • • 	
Foreign	123.1								
RIVATE DISPOSIBLE INCOME	44.6								
RIVATE CONSUMPTION	46.7								
UBLIC SECTOR DEFICIT	8.7	-12.0	8.0	43,5	33.3	122.2	140.0	-22.2	55.6

	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989(1)
GDPfp	94.3	94.5	94.0	93.8	95.3	92.6	90.7	90.8	91.0	91.3
Agriculture	21.4	20.7	19.5	18.4	18.7	17.4	16.8	16.3	15.7	15.3
Industry	23.7	19.9	25.4	26.8	28.1	29.3	28.9	28.9	29.7	29.6
Services	49.2	18.0	49.2	48.6	48.6	46.0	45.0	45.5	45.6	46.3
Direct Taxes	6.5	7.2	7.1	7.9	6.6	9.0	10.2	10.0	9.9	9.3
Subsidies	0.7	1.7	1.1	1.7	1.9	1.6	0.9	0.8	0.9	0.6
GDPmp	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Net Factor Income from Abroad	2.5	2.2	1.3	0.2	0.9	0.9	0.1	0.2	-0.4	0.7
GNPmp	102.5	102.2	101.3	100.2	100.9	100.9	100.1	100.2	99.6	100.7
FOREIGN BALANCE	5.6	3.6	2.2	4.1	2.8	1.9	2.6	1.4	-2.1	-0.9
TOTAL RESOURCES	108.1	105.8	103.5	104.3	103.7	102.8	102.7	101.6	97.5	99.8
IMPORT	14.2	15.6	16.9	18.4	22.2	21.8	19.2	21.2	20.4	197.0
TOTAL CONSUMPTION	86.2	83.8	82.9	84.1	84.0	81.8	78.2	76.1	73.6	77.9
Public	12.6	10.9	10.9	10.1	8.9	8.6	8.9	9.1	8.8	10.6
Private	73.7	72.9	72.0	73.9	75.1	73.2	69.3	67.0	64.8	67.3
EXPORT	5.1	8.3	10.9	11.3	14.3	15.4	12.8	15.2	16.7	14.5
TOTAL INVESTMENT	21.9	22.0	20.6	19.6	19.7	21.0	24.4	25.5	23.9	21.9
Public	11.7	13.5	12.1	9.9	10.1	11.5	13.4	13.4	10.9	9.3
Private	10.2	8.5	8.5	9.7	9.7	9.5	11.1	12.1	13.0	12.6
Fixed Capital Formation	20.0	19.4	19.1	18.5	18.3	20.2	23.1	24.2	24.0	22.3
Public	11.2	12.0	11.7	10.3	10.1	11.7	13.3	12.9	11.4	9.9
Private	8.8	7.4	7.4	8.2	8.2	8.4	9.8	11.2	12.6	12.4
Change in Stocks	1.9	2.6	1.5	1.1	1.4	0.8	1.3	1.3	-0.1	-0.4
Public	0.5	1.5	0.5	-0.4	0.0	-0.3	0.1	0.4	-0.5	-0.6
Private	1.4	1.1	1.0	1.5	1.4	1.0	1.2	0.9	0.4	0.2
TOTAL DOMESTIC SAVINGS	16.2	18.4	18.4	16.5	17.2	18.6	21.7	23.0	26.0	23.5
Public	5.4	8.8	9.0	7.3	7.8	9.4	10.5	7.6	8.7	7.2
Private	10.9	9.6	9.3	9.2	9.4	9.2	11.2	15.4	17.3	16.3
PUBLIC DISPOSABLE INCOME	17.9	19.7	19.9	17.4	16.7	18.0	19.3	16.7	17.4	17.8
PUBLIC REVENUES	20.3	22.7	23.3	21.9	22.0	24.1	28.6	26.8	28.4	27.4
TAXES	17.7	19.1	18.3	17.0	13.6	15.4	18.3	18.7	18.2	19.4
Direct	10.7	11.6	10.8	9.1	7.4	6.4	7.5	7.4	7.0	8.4
Indirect	6.9	7.5	7.5	8.0	6.2	9.0	10.7	11.3	11.2	11.0
NON-TAX	2.6	3.6	5.0	4.9	8.4	8.7	10.3	8.1	10.2	7.9
DEBT USES	8.2	6.2	17.0	30.5	17.5	17.3	20.8	26.0	23.4	20.0
Domestic	5.7	1.2	12.8	25.6	9.3	13.0	14.9	19.4	17.0	14.1
Foreign	2.5	5.0	4.3	4.9	8.2	4.3	5.9	6.7	6.4	5.9
PUBLIC EXPENDITURES	26.7	27.4	26.3	24.4	24.2	26.1	31.7	31.8	30.6	29.4
CURRENT	12.6	10.9	10.9	10.0	8.9	8.5	9.0	8.4	8.8	10.6
TRANSFERS	2.4	3.0	3.3	4.5	5.3	6.1	9.3	10.1	10.9	9.5
Interest Payments	1.3	1.3	1.6	2.2	3.3	4.2	5.5	6.4	6.4	6.4
Domestic	0.7	0.4	0.4	0.3	0.9	0.9	1.8	2.9	2.5	
Foreign	0.6	0.9	1.2	2.0	2.4	3.3	3.6	3.5	4.0	3.6
Subsidies	0.7	1.7	1.1	1.7	1.9	1.6	0.9	0.8	0.9	0.6
Other transfers	0.3	0.0	0.6	0.6	0.1	0.2	2.9	2.9	3.6	2.6
REPAYMENTS	1.8	2.5	2.9	11.6	4.6	8.1	9.0	10.6	9.6	10.9
Domestic	1.2	1.6	1.7	9.7	1.3	4.5	5.9	7.9	5.8	6.2
Foreign	0.6	0.9	1.2	2.0	3.2	3.6	3.1	2.7	3.8	4.7
PRIVATE DISPOSIBLE INCOME	84.5	82.5	81.4	82.3	83.8	82.4	80.6	82.4	82.1	83.6
PRIVATE CONSUMPTION	73.7	72.9	72.0	73.1	74.5	73.2	69.3	67.0	64.8	67.3
PUBLIC SECTOR DEFICIT	-6.4	4.7	-3.1	-2.5	-2.2	-2.0	-3.1	-5.0	-2.2	-2.1

Table:XIX Percentage Change in Macroeconomics Variables
in The Turkish Fonnomy (in Real Terms)

PERCENTAGE CHANGE IN REAL	TERM	S							
	81/80	82/81	83/82	84/83	85/84	86/85	87/86	88/87	89/88
GDPfp	4.6	4.5	3.4	7,4	2.2	6.0	7.5	4.0	1.5
Agriculture	0.9	-1.0	-2.2	7.4	-2.0	4.4	4.7	-0.2	-1.4
Industry	-12.4	33.9	9.5	10.5	9.6	7.0	7.4	6.4	1.1
Services	-61.7	186.1	2.5	5.7	-0.4	6.0	8.6	3.9	2.7
Direct Taxes	16.7	2.5	16.0	-11.4	42.9	22.7	5.9	1.9	-4.6
Subsidies	144.3	-32.4	58.3	16.8	-8.0	-42.5	1.5	12.1	-36.7
GDPmp	4.3	5.0	3.7	5.7	5.1	8.3	7.4	3.7	1.2
Net Factor Income from Abroad	-7.9	-35.8	-86.5	442.3	2.1	-93.0	196.1	-379.2	-266.1
GNPmp	4.1	4.1	2.5	6.5	5.1	7.4	7.5	3.1	2.3
FOREIGN BALANCE	-33.6	-36.1	96.3	-27.8	-28.9	48.0	-40.6	-252.3	-57.4
TOTAL RESOURCES	2.1	2.8	4.5	5.1	4.2	8.2	6.3	-0.5	3.6
IMPORT	15.1	13.9	12.9	27.0	3.2	-4.2	18.2	-0.4	879.3
TOTAL CONSUMPTION	1.4	3.9	5.1	5.6	2.4	3.6	4.5	0.2	7.2
Public	-9.4	4.8	-3.7	-6.9	1.7	11.6	10.3	-0.4	22.6
Private	3.3	3.7	6.4	7.4	2.4	2.6	3.8	0.3	5.1
EXPORT	69.2	37.8	7.5	34.4	13.3	-10.5	27.7	14.2	-12.3
TOTAL INVESTMENT	4.6	-1.6	-1.2	6.5	11.7	26.2	11.9	-2.7	-7.3
Public	19.8	-5.6	-15.6	7.9	20.0	26.1	7.2	-15.2	-14.0
Private	-12.9	4.8	19.3	5.0		26.3	17.6	11.1	-1.7
Fixed Capital Formation	1.1	3.6	0.4	4.7	16.0	24.1	12.2	3.1	-6.1
Public	11.4	2.4	-8.8	3.6	22.8	22.8	4.4	-8.3	-12.2
Private	-11.9	5.6	14.6	6.0	7.7	25.9	22.9	16.2	-0.5
Change in Stocks	40.0	-40.1	-21.9	36.5	-41.9	78.2	5.8	-109.5	245.0
Public	197.0	-68.6	-191.4	-102.9	-2,496.9	-127.5	591.9	-230.8	26.0
Private	-19.2	-0.7	52.4	-0.1	-23.1	29.0	-24.1	-53.2	-39.0
TOTAL DOMESTIC SAVINGS	18.1	5.2	-7.1	10.2	13.6	26.6	13.8	17.4	-8.4
Public	71.2	8.0	-16.3	13.2	25.8	21.0	-21.8	18.2	-15.7
Private	-8.2	2.6	1.9	7.8	3.4	32.2	47.0	17.0	-4.8
PUBLIC DISPOSABLE INCOME	14.7	6.2	-9.4	1.5	13.0	16.5	-7.1	8.1	3.6
PUBLIC REVENUES	16.9	7.5	-2.3	6.1	15.1	28.6	0.6	9.8	-2.4
TAXES	12.9	0.5	-3.5	-15.6	19.5	28.2	10.1	0.9	8.0
Direct-	12.8	-2.3	-12.9	-13.9	-8.3	26.9	5.9	-2.0	21.5
Indirect	13.1	4.9	9.9	-17.6	52.5	29.1	13.0	2.8	-0.4
NON-TAX	43.9	44.5	2.2	80.8	8.2	29.2	-16.0	30.3	-21.0
DEBT USES	83.4	24.5	79.6	-37.2	3.5	30.4	34.6	-6.7	-13.5
Domestic	71.8	43.2	107.9	-61.4	46.1	24.0	40.0	-9.0	-15.9
Foreign	110.0	-10.5	-4.8	120.2	-45.1	49.7	21.0	-0.1	-7.2
PUBLIC EXPENDITURES	7.3	0.9	-3.9	5.0	13.0	31.6		-0.1	-2.7
CURRENT	-9.4	4.8	-4.5	-6.1	-0.1	15.7		8.6	
TRANSFERS	33.9							12.6	-11.8
Interest Payments	3.1	35.3						4.5	
Domestic	-36.6							-10.8	
Foreign	49.0							17.0	
Subsidies	144.3	-32.4						12.1	-36.7
Other transfers		3,805.9				1,242.7		31.0	
REPAYMENTS	11.4							-0.2	-0.6
Domestic	40.8		475.2					-23.2	7.5
Foreign	-2.9							45.9	
PRIVATE DISPOSIBLE INCOME	1.8					5.9		3.4	3.0
PRIVATE CONSUMPTION	3.3							0.3	5.1
PUBLIC SECTOR DEFICIT	-23.5							-53.3	-7.6
		-51.5	10.3	- 3.9	- / . 4	00.0	, 3. /	- 23.3	-7.0
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	•	ETEK TANO EB PIT E PIT OTHER TEMAKE TEMAKE TEMAKE TEMAKE TEMAKE
	BREAKDOWN OF SEE'S VALUE ADDED	15.074 51.1846 11.946 11.946 11.946 12.046 11.946 11.946 11.946 12.1046
AIN INDICATORS OF 1987	BREAKDOWN OF SEE's SALES	BREAKDOWN OF SEE's INVESTMENTS 1.578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578 1.1578
CHART 1- SHARE OF TOP 5 SEE's AS OF MAIN INDICATORS OF 1987	BREAKDOWN OF SEE's ASSETS	1.2056 1.2056

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ZIRÁAT B. O onness ZZZAAT B. ETIBANK M PETKIM □ OTHERS M TEKEL OV41 TPA0 TEK E L E BREAKDOWN OF SEE's BREAKDOWN OF SEE's VALUE, ADDED 8.00% 7.32% 29.98% **PROFITS** 6.30% 17.83% 6.20% 26.75% 260.0 10.49% 21.69% 54.34% Orners . □ OTHERS SZIRAAT B. ■ TCD DAYT M TEXEL. ¥HE ∰ TT4 英 TPAO M TEK E PIT BREAKDOWN OF SEE's BREAKDOWN OF SEE's CHART 2- SHARE OF TOP 5 SEE's AS OF MAIN INDICATORS OF 1988 INVESTMENTS 8.97% 32.95% 27 DMS SALES 8.15% 17.91% 7.55% \$.06% 10.89% 26.16% 6.90% 43.23% 5.20% Z ZIRAAT B. PETKIM OTHERS OTHERS THIKH! TPA0 0001 🔯 CICCOT SSI Ħ TEX , TH BREAKDOWN OF SEE'S BREAKDOWN OF SEE's 9.57% EMPLOYMENT 8.83% 9.11% 29.75 7.48% **ASSETS** 8.67% 15.54% 5.63% 6.22% 40.15%

ZIRAAT B. (to						200							
D + 1 4 C +	312,425	53,617			259,103 ZIRAAT B. (to	21,280	19,701	217	ZIRAAT	3,229,536 ZIRAAT B.	(10 833,227 211445) 5. (15)	146,3614	123 110
CINTAI D.	305,594	52,796			ZIRAAT B.	21,267	19,512	217	40,996 ZIMAT B.	3,190,822 ZIHAAI B.	\$88,938.7% G.		2 K X
guven sig.	6,832	821	36		6,097 guven sig.	13	189	0	202 guven sig.	38,764,30Ven sig.	AV READIVE	200.COSB	57.180
CAZ 8.	155,714	3,789	221		ON B		1,123	5 6	1,123 DAZB		174 pop 144 X p	1 137, 71, 48	35.526
T.HALK B.	171,406	15,743	2,961	١	158,624 I.HALK B.	000	13,671	000	11 400 T EXT AK B AM	50 400 T FM AK B	no 172 209/T.EM.A	3	53,366
TEM AV B. (10	402,948	21,988	276 176		TENIAK B.		0 030	1 795	11 221 TEM AKB	561 033 I.EMLAK	170,162	5,926	58,351
L'CIMILAN D.	111,000	10017	197	1	46 507 inc imar		507	125	278	1.389 ins.imar		0 ins.imar	375
TIBITU B Ace	52 371	A 0 7	2 245		47 578 TI IRIZM B (tot)		611	1 904	140	111	tot 31,028/TURIZM B.(to		12,853
TINZW B	28 878	1 440	212		27 650 TURIZMB.	0	402	287		79,189	17,785 TURIZM B.	5,857 T.F.T.E	12,735
abant	1 139	280	0		859 at ant	0	5	0	5 abant	142 abant	142 abant		87
urban	22,354	5.318	2.033	19	turban		204	1,617	1,821 turban				30
ET IBANK (tot)	1.085.745	472,833			853,221 ETIBANK(tot)	908	5,685	-	26,461 ETIBANK(tot	-		99.874	453,8.2
FTIBANK	900,557	354,687	211,119		ETIBANK	873	5,261		22,592 ETIBANK		636,062	55,853 ETISANK	456.371
elektrometal	31,840	15.817			32,937 elektrometal	35	77	546	658 elektrometa		al 28,149 elektrometa	2,554 alektrometa!	22,430
band.boraks	103.241	27,314		93,657	band.boraks	103	88	1,190	1,391 band.boraks			7,934 band boraks	28,440
beyp. soda	299	17		282	282 beyp. soda	+-	12	9	18 beyp. soda			380	0 0
bigadic maden	19,482	8,410	6,075		17,147 bigadic mader	14	61	*	1,632 bigadic made	91,526		545	80,108
bursa maden	22,647	15,086	İ		9,106 bursa maden	30	33		609 bursa maden		n 3,828 bursa maden	197 00153	3.05.0
emet kolemat	9,579	8,578			emet kolemar	7	8.4	909		108,137		492	31,663
ergani bakir	28,063	19,858	13,184		21,389 erganí bakir	34	126		ergani	30,193 ergani bakır		2,556	1 2 3
fosfat isl.	45,050	7,730			48,490 fostat isl.	6	80		388 fosfat isl.	2,635 tostat isl.	2,0/2	0,000	1 170
halikoy maden	12,276	\$,042			9,671 halikoy mader	62	91	428	581 halikoy made			6 19 Indianaly Property	621
k, b. kukurt	100,075	64,776			36,208 k.b.kukurt	2	8 1	758	k b kuk	9,917/K.b.kukurt		4.5	27.50
kestel bor	7,449	2,654	ļ		7,637 kestel bor	0	50	438	4// Kestel bor	22,300 Kestel GOI	87 477 kirks F	K IK	78.0-2
kirka boraks	43,298	17,959			31,343 kirka boraks	12	134	108	307 Kirka Goraks	-	11 005 kura	961	3.008
Kure bakir	26,421	14,538	10,200	١	1 Engineer grams	2 7	78	105	212 maden arama			1,037 made	798
atum is	237,000	162 222	94 564	18	atum is	128	375	5.774		218,538	19	58.4	94, 113
erro krom	87,365	22,798			88,978 ferro krom	56	129	1,324	1,509 ferro krom	72,490 ferro krom	66,619 ferro krom	15,346 ferro krom	45,701
uck maden	2,371	1,597		1,244	1,244 uck.maden	17	73	368	458 uck.maden	6,771	4,838		1,497
gumus maden	129,335	12,798	10		126,666 gumus maden	6	67	320	396 gumus maden		1,457	3,845 Jumus magen	7 5 0
Est.al.sat.m.	746	270		Ì	∑st.al.sat.m.		9 4 6	8 6	135 2st al sat.m.	62 111 John Fire me	26	349-0:PK 5:25	16.620
CINK KULS. Me	39,304	1/1/62			-cink Kurs.me		200	286	A 105 Legraday hal			42.472	-13.649
-Karadnz bakı	145,884	100 330		ì	730 640 SHMEDBANKI	553	4 841	30 877	36.271 SUMERBANK	((1145,352)SUMERBANK	ြိ		-101,799
SOME TEACHER	507 403	180 236		1	SIMERRANK		4.686	27.744	32.802 SUMERBANK		3 40, 435 SUNERBANK		176,88.
adana pam.m.	34,967	13,643	14,383	1	adana pam.m.	27	35	1,378	1,440 adana pam.m			92	-1,887
adiyaman p.	13,828	2,988			16,385 adiyaman p.		25	766	816 adiyaman p.	15,455 adiyaman p.	7,423 adiya	225 adiyaman b.	547 1-
bak Srkoy p.	14,102	2,782			21,239 bak∑rkoy p.	440	44	1,540	2,024 bak Trkoy p.	18,548 bak)rkoy p	10,857 bak2 key p.	15 695 51	ा र ा
denizli p.	20,347	5,655			denizli p.	14	42	0000	400 di tali	23,636 09111211 p.	27,0	3.	4 35 4
diyarbak∑r p.	11,305	5,732			8,133 ciyaroak2, p.	200	0 4	1 262	1 341 proof p			6	-2,512
eregii p.	45,141	10,00		1	4 438 arringan n	2 4 5	35	757	823 erzincan D.	12.462 erzincan p.	022	25 erzincun p.	-2.545
eskisehir hasi	18 475	4 329			eskisehir basi		53	1,179	1,250 eskisehir bas		12,042		-1,4%
izmir b.	26,010	8,580			41,077 izmir b.	45	5.8	2,298	2,401 izmir b.		7	25: zmir b.	-7,322
k.maras p.	30,617	15,038			k.maras p.		33	1,142	1,207 k.maras p.	34,101 k.maras p.	14.508 K.maras p.	42 Kimeras p.	700
karaman p.	17,798	8,855	8,020		16,963 karaman p.		31	1,021	1,078 karaman p.	38,121 karaman p.	12,807 Karaman p.	. 45 Karaman b.	201.
kayseri p.	12,748	3,925			kayseri p.	37	37	1,740	1,814 Kayserl p.	29,036 Kayseri p.	16 AAO majatos y	4.2 malaton o	127 8-
malatya p.	37,526	8,229			45,348 malatya p.	43	7 7 7 2	1,883	1,979 malarya p.	28 270 marili b	16 930 nazitti b.	2 to nazili b.	-5,425
nazilii b.	13,409	1 727			7 502 nevsehir n	17	2.1	446	484 nevsehir b.	12,685 nevsehir p.	5,013 nevsehir p.	26 neveshir p.	-1,398
nerselli p.	419	167	3 345		3.597 pamuk circir	18	23	75	116 pamuk, circir	_	ir 648 pamuk.circir	8 parnuk, circir	.193
bunyan hali	17.567	6.121	9,112	~	20,558 bunyan hali	36	41	497	574 bunyan hali	,	i 6,641 bunyan hali	79 ounyan hali	-2,338
diyarbk.hali	10,951	3,353			13,532 diyarbk.hali	14	45	331	390 diyarbk.hali	8,138 diyarbk.hali	4,438	34 divactionali	-1,131
isparta hali	4,206	1,517	3,946		6,635 isparta hali	3.4	49	260			4,211	199 isparia hali	1,323
hereke hali	709	200	1,706		2,215 hereke hali	18	28	80	126 hereka hair	Z,781 nereke nail	1 9 2 3 Horako mali	Parake	ic
hereke yunlu	2,912	1,295	5,639		7,256 hereke yuniu	18	0 4	5 000	3 023 mereke yunu	-	l"	273 mericos y.	-723
netiros y.	12 530	6 580			taskor kendir	13	23	277	313 taskpr kendi	_	Jir	20	.1,200
Saykoz deri	1,541	9,655			17,810 beykoz deri	53	88	1,867	2,008 beykoz den	46,728		361 Devkoz deri	.10,313
van deri	25,715	8,604	10,816		27,927 van deri	46	46	1,113	1,205 van deri	18,254 van deri	13,607jvan Can	141/850 den	5 15,3-

sercelik

GMSAN

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sdemir srdemir

1990.
KIT PAPORU,
Source : TC B.Y.D.K.

aksu m. balikkesir m. balikkesir m. balikkesir m. dalaman m. izmit seka izmit seka izmit seka TITAS K KUR amasra m. amasra m. amasra m.	24,037 223,823	16,919	27,741	34 859 lakeli m	88	7.0	723	861 aksu m.	aksu m.	15,069 aksu m.	1,496 aksu m.	3,319
aikkesir m. blu lev.m. lev.m. alaman m. mit seka mit seka mit seka TSK KUR TASK KUR masra m.	223,823	117,875			,			1	La Miller and in	17 430 Saikkosii m	Daily Kurnit	3
Ju lev.m. Jycuma m. alamaan m. mit seka mit seka sstomonu m. EK TAS KKUR. TAS KKUR. masra m.	-	-	30,790	136.743 balikkesir m.	35	112	861	80	58,066 balikkesii m.		-	0
Jycuma m. Alaman m. mit seka astomonu m. EX TAS KKUR. masra m.	10 228	5 027	5.129	10.330 bolu lev m	13	39	290	3-4-2 bolu lev.m.	12,727 bolu lev.m.	3,726,30lu lev.m.	150 belo lev.m.	1,500
mit seka mit seka astomonu m. EK TAS KKUR masra m.	28.040	21 087	12 529	19 482 caveuma m	45	106	713	864 caycuma m.	42,612 caycuma m.	22,391 caycuma m.	6C0 cayduma m.	20,742
mit seka setomonu m. EX TAS KKUR TAS KKUR TAS RE M. Mutcuk m.	88 6981	60 126	38.656	67 228 dalaman m	8.8	148	1.596	1,332 dalaman m.	88,086 dalaman m.	3,940 dalaman m.	Sales	24,537
astomonu m. EK EK TAS KKUR. TASTA M. mastra m. mutcuk m.	60,573	33 337	39,557	66 793 izmit saka	137	184	3,336	izmit se	83,637 izmit seka	26,272 izmrt seka	2,659 izmit seka	58.6
EK TAS KKUR masra m. mutcuk m.	47,714	13.259	8 824	43 079 kastomonu m	25	8.8	478		12,769 kastomonu m.	9,282 kastomonu m.	604 kastomonu m.	-527
TAS KKUR. masra m. mutcuk m.	R2 894	24 969	9 752	47 677 SEK	610	60	1.537	2.245 SEK	70,402 SBK	16,328 SEK	4,012 SEK	1,0.4
masra m. mutcuk m.	363 223	232 786	50 854	181 291 TTAS K KIIR	336	2 320	36.476	39,132 T.TAS K.KUR.	247,703 T.TAS K.KUR.	195,730 T.TAS K.KUR.	22,765 T TAS K.KUR.	-156,656
mutcuk m.	203,243	22,100	20,00	10 606 0 00000	2 0	27.5	3 017	3 251 amasra m	13 345 amasra m.	1,619 amasra m.	2,532 jamests .r.	-20 429
murcuk m.	39,102	22,333	0500	20 400 amanda III.	0 4	472	800 8	487	19 840 armutcuk m.		2,571 armutcuk m.	-15,577
ביסקסיי	57,183	37,002	606,2	ZZ,490 armulcuk m.	- 1	27.	4,400	40 cod Variodon m	63 050 karadon m	26.385 karadon m.	5.362 karadon m.	-41,530
	76,910	51,323	8,560	34,573 Karadon m.	40	436	0,100	10,004 halacol III.	44 700 tools m	74 047 kozlu m	5 139 kaziu m	-13 477
koziu m.	63,542	38,162	5,028	30,408 kozlu m.	25	261	5,8/8		7	00,000 000	0 156 (131/10)04	768.25
nznimez	59,350	17,566	4,894	46,678 uzulmez	23	343	6,533	6,899 uzulmez	43,119 uzuimez	28,335 UZUIM62	25 CO CO CO CO CO CO CO CO CO CO CO CO CO	
merkez m.	63.838	38.880	25,519	50,477 merkez m.	111	509	5,925	6,545 merkez m.	37,474 merkez m.	20,391 merkez m.	5	1 2 2 2
Ě	52 258	27 001	159.272	184 529 TZDK	3.642	415	3,349	7,406 TZDK	281,646 TZDK	85,244 TDK	3	0.8//
zirai al-mak n	20,543	14.675	55 901	61 789 zirai al-mak n	146	49	2.037	2.232 zirai al-mak.n	66,069 zirai al-mak.n	103,320 zirai al-mak.n	735 zirai al-mak.n	-6,825
1	0 563 740	2000	251 701	2 149 A18 DETKIM/hoth		487	6.835	322	1,620,129 PETKIM(tot)	769,854 PETK!!!(tot)	65,593 PETKIM(tot)	208'59
+	200,146	000	100	4 507 DETKIN	, c	+	149	165 PETKIM	0 PETKIM	-870 PETKIM	477 PETRIM	21,283
LI NIM	40000	200	7.1.7	470 086 notice	0 0	180	112	274 netlas	0 petlas	132,823 petlas	40,317 petlas	-291 172
perias	400,337	000	10 404	47.9.900 pelias		90.	2 36 2	3 401 varimes	412 097 varimea	155,632 yarimca	9,965 yarimca	133,175
ı	200,024	200,030	40407	4 cen 000 alian		***	2,000		1 208 032 aliada	472,264 aliaga	14,834 aliaca	200,341
allaga	1,042,900	430,300	200,000	1,307,223 allaga	2 4,4	1 101	0 703	11 710 TOW TOP SA	770 684 T CIM TOP SA	215.023 T.CIM.TOP.SA	90,590 T.CIM.TOP SAI	31,465
- 1	491,705	161,246	131,993	462, 453 J.C.IM. J.C.P.SA	440	1,401	0,7,00	764 TOWATO SAN	100 SOT TOTAL	32 831 TCM TOP 51N	22.022 T.CIM.TOP.SAN	-17,710
CIM IOP SAN	86,3/4	6261	8,070	87,321 I.C.M. I.C.SAN	90.	400	647		5 30 adana kao toba	367 adana kao toos	36 adana kag.tobs	08-
adana kag.tob	355	166	0 0	239 adana Kag.tobs		2	70	DO adella nagino	3 6	5 189 adivaman a sa	9 435 adivarian c.sa	-1,156
adiyaman c.sa	37,893	16,227	4,365	26,031 adiyaman c.sa	200	2	147	Cao aciyalilati Caa	24 25 atvon o	991 atvon e	afvon c.	4 073
afyon c.	4,571	2,339	3,659	5,891 afyon c.	פס פ	20.	987	South of the state	42 652 appen o	10.051 apkara c		
ankara c.	19,308	4,975	7,018	21,851 ankara c.	19	44	349	412 ankara c.	43,033 anhala C.	A domination of	1 072 pakala 0	- 96-
askale c.	8,212	4,391	4,537	8,358 askale c.	13	90	249	31 / BSKAIB C.	20 End holivionis	10 781 halikkoeir o	903 halikkesir c	6 292
alikkesir c.	17,184	6,114	3,097	14,167 balikkesir c.	80	42	345	392 OBLIKKESIL C.	16 300 haden	A 344 Dad In	2 145 bad 'n c	2 9 5
bart∑n c.	4,723	2,200	2,5/1	5,094 bart2n c.	20	20 1	197	307 banzin e.	44 500 herbourk our	A Bit Drothownik sor		1 343
bozhoyuk ser.	11,462	6,260	4,119	9,321 bozhovuk ser.	7	25	227	586 boznoyuk ser.	-1	10 040 000100	C LETHON	8.58
corum c.	2,281	2,149	5,436	5,568 corum c.	13	05	306	419 corum c.	49 059 coluil c.	A 187 elazio	3 323 3710 0	-218
elazig c.	8,766	1,452	5,068	10,382 elazig c.	8	40	0.10	Biazin	10,630 818219 0.	100 brash r	528 B	2 836
ergani c.	39,635	10,944	4,740	33,431 ergani c.	0 ,	0.00	235	S/ 5 ergani c.	18,344 Hive at 110 &	11 259 Blvns at the s		2,677
niyos at tug.s	0/0/	0,104	0,210	2, 197 111yOS 81, 10g. S	111	200	2 4 6	AOA gazianten e	OSTIAN	9.231 paziantep c.	4.211 gaziantep c.	E,087
gaziantep c.	11,279	3,033	4,000	7 Ann Gaziamen C.		700	ave	282 702 000		Kars c.	kars o.	-1,340
Kars c.	802.6	0 / 0 / 0	2,122	1,003 Kals C.	- 6	200	200	ago kooya krom ma	26 178 konva krom ma	16.962 konva krom.ma	1,097 konya krom.ma	-11,113
konya krom.m	8,159	4,862	360 9	15,755 Korrya Krom.ms	7	400	494	547 kittahya magn	26 163 kutahya magn	520	9,067 kutahva magn.	2,739
Kutanya magn.	39,202	8,430	0,933	37,787 Autailya magn	- -	30	266	315 adix o	28 430 ladik c.	6,721 ladik c.	ladik c.	3,344
radia c.	10038	2,012	4 495	10 732 pinda o	12	43	300	354 hicde c.	21,976 nigde c.	9,187 nigde c.	4,314 migre c.	6,022
in South	0 354	3 328	5 932	11 958 sivas o		42	338	395 sivas c.	19,536 sivas c.	8,307 sivas c.	3,857 sivas c.	3.080
Sivas C.	2786	2,025	1,778	2 549 soke san	000	3.0	239	286 soke san.	18,712 soke san.	5,337 soke san.	177 sok = 330.	3,512
urfa c	28,109	3.648	6.034	30,495 urla c.	11	35	248	294 urfa c.	22,927 urfa c.	515	3	10,320
trabzon c.	9,884	3,883	3,186	9,187 trabzon c.	11	48	259	318 trabzon c.	21,834 trabzon c.		raczo	000
rakya c.	11,758	6,041	5,392	11,109 trakya c.	16	42	312	370 trakya c.	40,155 trakya c.	13,327 trakya c.	2,258 ITAKYA G.	9.323
yanımca pors.	12,383	6,041	7,565	13,907 yarimca pors.	23	09	1,077	1,160 yarimca pors.	652		Z, / 94 (varieties pers	2 - 6
van c.mues.	4972	2,148	2,810	5,634 van c.mues.	11	44	221	276 van c.mues.	9,385 van c.mues.	z, 990 van c.moss.	1,545 Van : mass.	
kurtalan c.mu	40,145	13,876	3,000	29,269 kurtalan c.mud	15	26	229	270 kurtalan c.mue	19,254 kultaran c.mu	o o 23 letondogin o a		101
iskenderun c.n	12,137	5,771	1,438	7,804 iskenderun c.r	1	36	15/	ZUU ISKANOBRUN G.N	AS OFFIT CEMISAN	30 040 T GFM SAN	17 978 T GEN 3AN	-16 169
GEMI SAN	94,829	17,612	14,358	91,576 LGEMISAN.	0 2	000	4,330	A SOUT CIDDE CAN	301 OFO T CHERE SAN	151 907 T GURBE SAN	828	7.031
COBRE SAN	625,297	241,919	98,881	482,269 LGUBHE SAN	292	100	5,406	A A STORE OF A A	TO PER	NAN THE PACE &		-39 435
GUBTE SAN.	23,839	6,389	100	17,621 LGUBHE SAN	500	4/2	245	400 closic isl	Colorisi isi	-379 alazio isl		5.350
elazig isl.	12,130	3,752	1001	6,528 Blazig ISI.	9 0	ם מ	100	etanhii	181 639 istanbul Gubre	80 378 Istanbul cubra	12,814 listanbul qubre	74,927
istanbul guore	130,890	50.00	22 223	Age gee comile autre	0	7 00	100	A SO DOWN IN CIPE	77 042 gemlik gubre	Semilik		3,147
gemilk gubre	1/4//0	32,530	23,333	1100,000 germin guore	000	100	0 217	2 510 kutahva qub.ss	68 320 kutahya qub.ea	28,559 kutahya gub se	55	-20,558
coment grant	114 891	28,157	20,695	107 219 samsun gub.sa	388	114	986	1.138 samsun gub.sa	56,891 samsun gub.sa	11,526 samsun qub sa	35,021 sumsun 2. 5.sa	-16.290
1	3.445.103	1,112,867	814,815	3.147.051 TPAO(tot)	642	3.546	15,152	19,340 TPAO(tot)	9,729,719 TPAO(tot)	782,150 TPAO(101)	558,517 TFMO(tot)	505,640
\vdash	542,856	177,040	7,556	373,372 TPAO	0	437	4,831	5,268 TPAO	225,977 TPAO	204,673,TPAC	188,634,197.0	330,457
	1,723,178	497.615	27,388	1,252,951 botas	0	471	879	1,350 botas	637,116 botas	185,425,00tas	331,220,00135	30.25

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Н	Н	32,452 TURIZM B.(tot)	0 32,452 TURIZM B.(tot)	3,125 0 32,452 TURIZM B.(tot)
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		21,163 adana pam.m.	8.874 21.163 adarra pam.m.	7.182 8.874 21,163 adara ram.m.
27		9,720 adiyaman p.	4,006 9,720 adiyaman p.	1,347 4,006 9,720 ad;yaman p.
		10,352 bakirkoy p.	4,043 10,352 bakirkoy p.	1,140 4,043 10,352 bakirkov p.
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+	+	8,514 dryarbakir p.	4,796 8,514 dryarbakir p.	3.051 4.796 8.514 dryarbakur p.
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52		18.683 k.maras p.	7.150 18.683 k.maras p.	8.397 7.150 18.683 k.maras p.
40		17.594 karaman p.	7.788 17.594 karaman p.	516 7.788 17.594 karaman p.
99		15,472 kayseri p.	10,906 15,472 kayseri p.	1,948 10,906 15,472 kayseri p.
88		30,814 malatya p.	13.207 30.814 malatya p.	2,569 13,207 30,814 malatya p.
72		21,562 nazilli b.	14,372 21,562 nazilii b.	1,659 14,372 21,562 nazilii b.
36	nevsehir p.	5,411 nevsehir p.	2,615 5,411 nevsehir p.	2,615 5,411 nevsehir p.
33		3,271 pamuk.circir	3,118 3,271 pamuk.circir	107 3,118 3,271 pamuk.circir
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