



REPUBLIC OF TÜRKİYE
MINISTRY OF TRADE



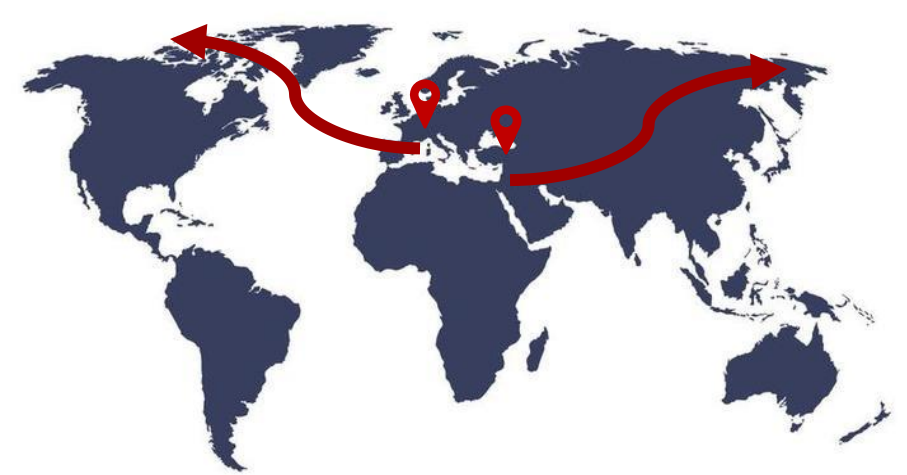
CROSS BORDER E-TRADE STATISTICS TÜRKİYE

2025

Note: The data, opinions, and assessments presented in this report do not constitute a commitment towards any individual, institution, or organization, and are solely for informational purposes.

Definition Cross Border E-Trade

- According to the definition provided by the Organisation for Economic Co-operation and Development (**OECD**), the World Trade Organization (**WTO**), the International Monetary Fund (**IMF**), and the United Nations (**UN**) **E-COMMERCE** ;
- Refers to the purchase and sale of goods and services conducted via online platforms between individuals, households, and businesses.
- Although orders are placed online, payment and delivery processes may take place either online or offline.



[Handbook on Measuring Digital Trade](#)

Data Sources

Conventional Customs Declarations

Order Type Code

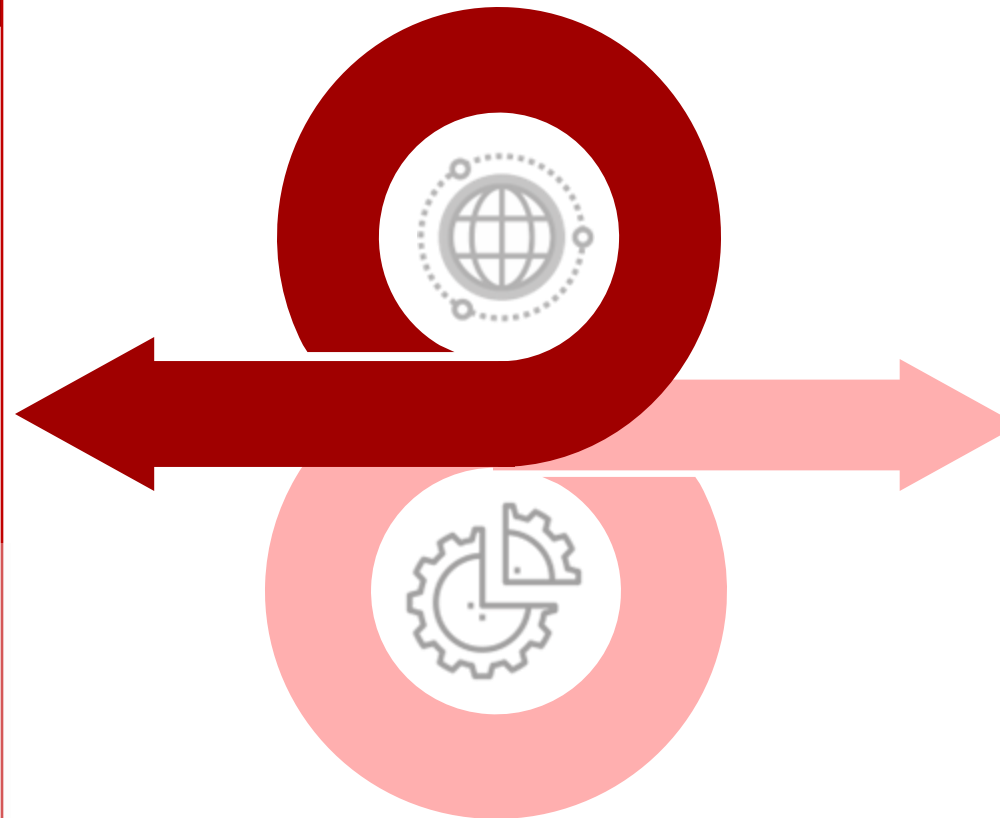
- 1-** The ERP used jointly by the sender and receiver is delivered via a corporate computer or application developed for this purpose
- 2-** Except for the ERP, the intermediary service provider is provided through an electronic commerce platform or the website of the recipient or sender.
- 3-** In case of transmission to the storage or station area for the purpose of sale via an electronic commerce platform
- 9-** Other methods (face-to-face, phone call, e-mail, fair contact, etc.)



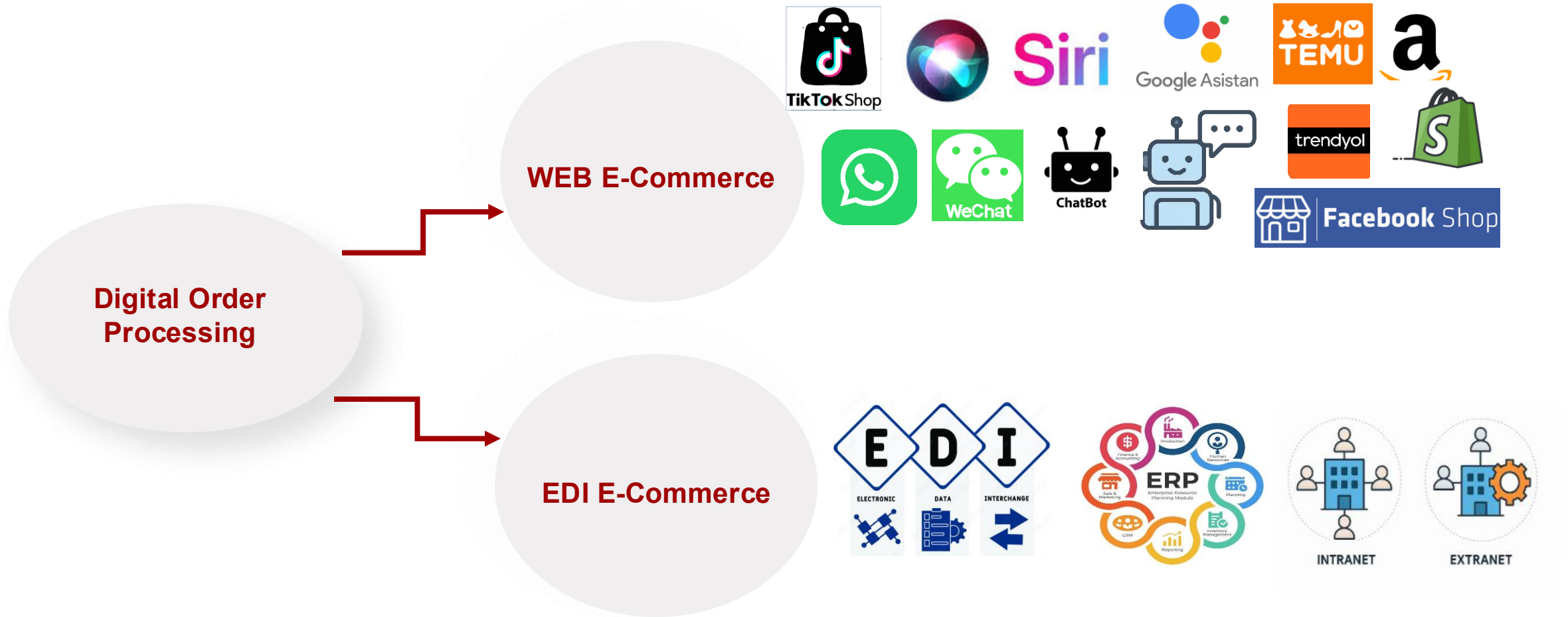
Simplified Customs Declarations

Bill of Lading

- 1-** E-Trade (**ET**)
- 2-** Not E-Trade (**ETD**)



E-commerce Via Digital Ordering





2023

2025



Order Type 1 EDI E-Commerce

Order Type 2 WEB E-Commerce

E-Trade From Simplified Customs Declarations

1- Online Order via Electronic Data Interchange (EDI) and other closed systems (ERP, Intranet, EDIFACT, XML ...)

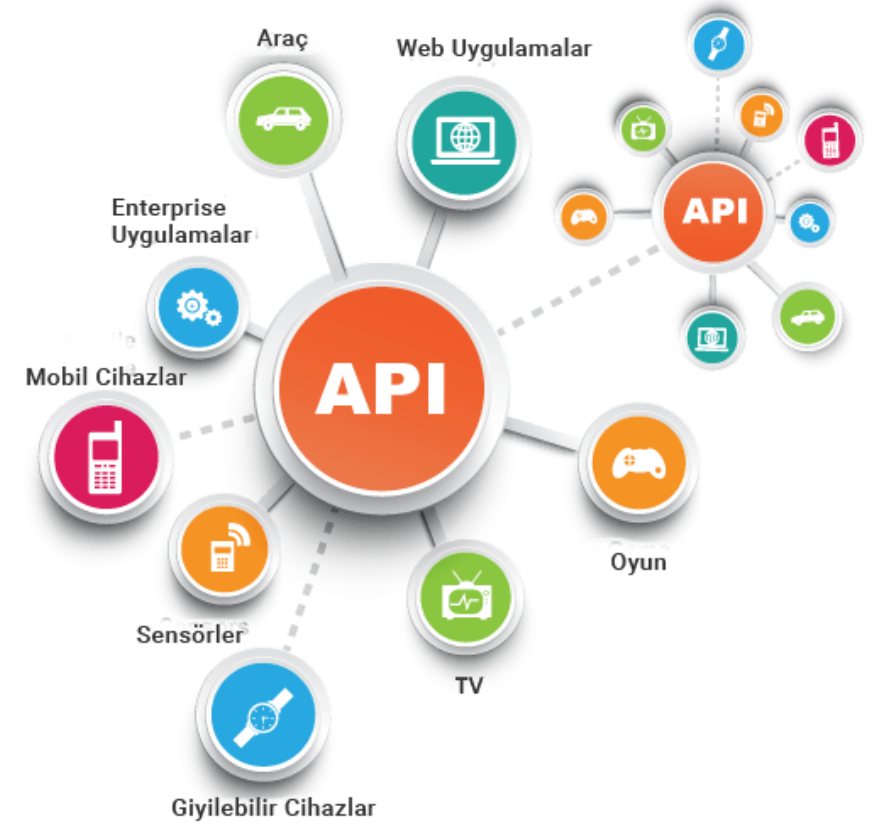
- If companies receive/place their foreign trade orders through a platform jointly used with another company located abroad, they must declare the **Order Type Code as "1"** in the ERP (Enterprise Resource Planning) system. ERP is a system that enables electronic commerce to be conducted between two companies over a closed network.

In particular,

- Companies operating under a dealership model,
- The automotive sector,
- The white goods sector
- That supply spare parts and production materials use Order Type Code 1.



- When orders are received or placed through an e-commerce platform or website, the Order Type Code must be declared as "2".
- In this context, not only common applications such as marketplaces but also orders carried out by companies with their business partners over the internet are considered.



3- Order through Fulfillment Service

- In cases where the goods subject to foreign trade are delivered to a warehouse or station area with the purpose of being sold later through an electronic commerce platform, the **Order Type Code** must be declared as “3”.

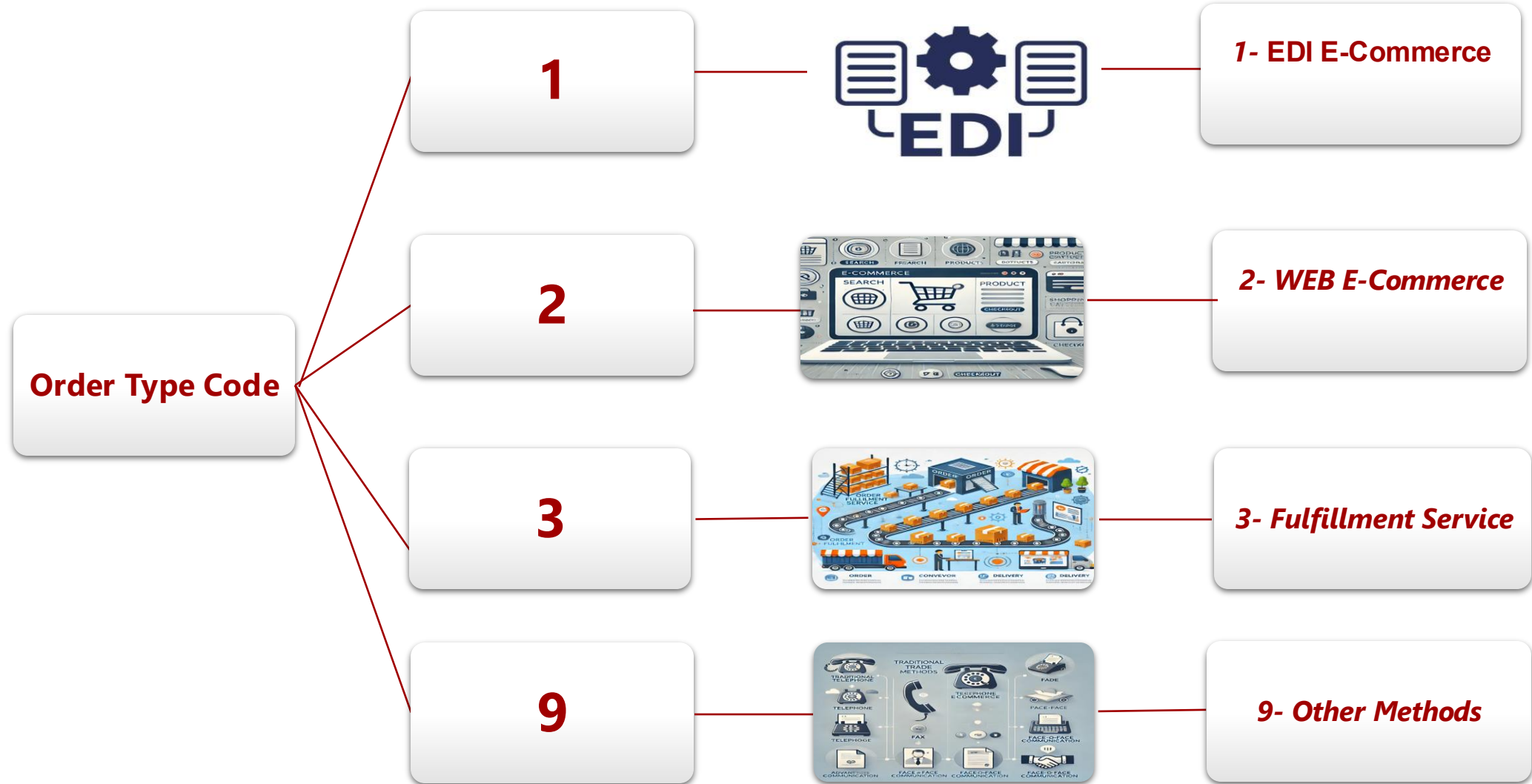


9- Other Methods (Face to Face, Manually Typed Messages, Emails, Kiosks, QR Codes)

- In cases where foreign trade orders are received or placed in person, by telephone, or via e-mail, the **Order Type Code** must be declared as "9". Orders received during participation in any trade fair are also considered within the scope of foreign trade transactions conducted through traditional methods.



2026 Order Type Code Revision



Tax	Firm	Q1_2023	Q2_2023	Q3_2023	Q4_2023	Q1_2024	Q2_2024	Q3_2024	Q4_2024	Q1_2025	Q2_2025	Q3_2025	Q4_2025	Standard Deviation Ex	Mean Ex	Volatility Score
***	*****	0	4.807	0	0	12.761	0	0	2.606	969	0	0	0	3.771	1.762	214
***	*****	0	0	0	0	0	0	0	0	0	612.303	0	0	176.757	51.025	346
***	*****	0	0	0	0	0	48.090	0	0	0	0	0	0	13.882	4.008	346
***	*****	1.077.445	596.235	1.105.278	1.121.258	719.231	756.787	731.143	960.537	874.024	903.054	870.052	0	303.571	809.587	37
***	*****	0	0	196.050	0	0	0	0	0	0	0	0	0	56.595	16.338	346
***	*****	0	0	0	475	495	0	0	0	0	0	0	0	189	81	234
***	*****	411.718	167.954	77.041	65.789	0	0	0	0	0	0	0	0	122.282	60.209	203
***	*****	3.986	0	0	0	0	0	0	0	0	0	0	0	1.151	332	346
***	*****	24.024	0	0	0	0	0	0	0	0	0	0	0	6.935	2.002	346
***	*****	0	221	64	0	0	0	0	0	0	0	0	0	65	24	273
***	*****	0	0	0	0	0	0	0	0	0	0	97	0	28	8	346

Chapter	Chapter Name	Q1_2023	Q2_2023	Q3_2023	Q4_2023	Q1_2024	Q2_2024	Q3_2024	Q4_2024	Q1_2025	Q2_2025	Q3_2025	Q4_2025	Standard Deviation Ex	Mean Ex	Volatility Score
***	*****	0	0	0	98.956	0	0	0	0	0	0	0	0	28.566	8.246	346
***	*****	0	0	0	0	0	0	0	0	0	0	50.870	0	14.685	4.239	346
***	*****	0	0	0	2.969	2.250	0	0	0	0	11.992	7.700.000	0	2.222.350	643.101	346
***	*****	13.183.229	39	2.753	0	0	16.425	28.050	0	0	0	0	0	3.804.440	1.102.541	345
***	*****	0	0	0	0	0	19.350	0	0	0	0	116	0	5.583	1.622	344
***	*****	170	0	4.986	0	0	171	0	0	0	0	0	0	1.432	444	323
***	*****	0	0	0	1.551	154	0	0	0	525	24.597	0	0	7.057	2.236	316
***	*****	0	0	0	0	0	0	0	0	0	50	6	0	14	5	308
***	*****	45.904.025	6.020.254	1.163.432	50.319	498	74	5.967	2.349	774	3.207	20.847	0	13.174.275	4.430.979	297
***	*****	0	0	397	0	0	0	0	77	0	0	0	0	115	40	290

Country	Q1_2023	Q2_2023	Q3_2023	Q4_2023	Q1_2024	Q2_2024	Q3_2024	Q4_2024	Q1_2025	Q2_2025	Q3_2025	Q4_2025	Standard Deviation Ex	Mean Ex	Volatility Score
***	71.263	14.061	24.649	4.452	0	0	1.652	0	0	0	0	0	20.853	9.673	216
***	11.085	551	271	645	1.047	80	1.859	999	343	305	242	0	3.078	1.452	212
***	0	1.288	0	282	0	0	0	936	0	0	0	0	436	209	209
***	0	574	128	0	6	482	0	0	0	0	0	0	205	99	206
***	3.459.474	1.792.636	22.775	29.219	102.069	99.407	108.234	139.616	184.644	174.794	56.413	0	1.050.132	514.107	204
***	6.504	6.865	3.897	1.745	1.124	6.148	54.903	1.068	2.624	3.296	4.598	0	15.027	7.731	194
***	2	0	319	97	64	22	54	8	0	0	0	0	91	47	194
***	42.218	12.252	18.398	23.663	3.482	4.354	23.684	5.087	3.152	34.947	240.199	0	66.243	34.286	193
***	15.105	26.236	58.485	110.916	1.060	0	316	0	0	0	2.861	0	34.109	17.915	190
***	0	0	0	0	0	0	551	402	547	0	0	0	229	125	183
***	3.134	51.872	88.243	20.056	15.103	19	470	59	364	2.312	1.398	0	27.525	15.253	180

Firm	Order Type	2023 Dollar	2023 Percent	2024 Dollar	2024 Percent	2025 Dollar	2025 Percent
***	1	27.511.964	0,14	85.298.947	0,5	54.306.143	0,37
***	2	18.956.466.842	99,86	17.094.919.039	99,5	14.504.121.891	99,62
***	3	5.834.359	0,04	158	0	150	0
***	9	15.866.837.940	99,62	16.044.613.803	100	9.941.371.826	100
***	2	1.089.279.023	21,49	820.619.681	14,62	472.520.363	9,05
***	3	306.218	0,01	8.017	0	22.448	0
***	9	199.845.873	3,94	126.132.744	2,25	44.162.019	0,85
***	1	40	0	1.425	0	1	0
***	1	3.778.966.772	74,56	4.666.090.523	83,13	4.707.053.413	90,11
***	9	6.406.916.632	99,75	5.067.756.895	99,16	4.026.333.445	98,24
***	3	15.870.146	0,25	42.753.443	0,84	71.996.455	1,76
***	2	207.326	0	14	0	2	0

EX/IM	YEAR	REGIME CODE	DEFINITION	ORDER TYPE	DOLLAR
EX	2024	***	***	1	*****159.803
EX	2024	***	***	1	*****182.763
EX	2025	***	***	1	*****632.347
EX	2025	***	***	1	*****496.284
IM	2024	***	***	1	*****596.235
IM	2024	***	***	1	*****407.913
IM	2025	***	***	1	*****206.945
IM	2025	***	***	1	*****947.565
EX	2024	***	***	2	*****578.702
EX	2024	***	***	2	*****416.066
EX	2025	***	***	2	*****311.155
EX	2025	***	***	2	*****650.876
IM	2024	***	***	2	*****821.229
IM	2024	***	***	2	*****511.069
IM	2025	***	***	2	*****319.196
IM	2025	***	***	2	*****590.074
EX	2024	***	***	9	*****167.599
EX	2024	***	***	9	*****861.534
EX	2025	***	***	9	*****997.024
EX	2025	***	***	9	*****032.319
IM	2024	***	***	9	*****895.965
IM	2024	***	***	9	*****826.079
IM	2025	***	***	9	*****758.682
IM	2025	***	***	9	*****918.838

❖ The **customs regime codes** and **payment codes** were analyzed by order type.

EX/IM	YEAR	PAYMENT CODE	DEFINITION	ORDER TYPE	DOLLAR
EX	2024	***	***	1	*****695.811
EX	2024	***	***	1	****957.400
EX	2025	***	***	1	*****589.630
EX	2025	***	***	1	***766.530
IM	2024	***	***	1	*****131.755
IM	2024	***	***	1	****292.624
IM	2025	***	***	1	*****456.705
IM	2025	***	***	1	****227.943

EX/IM	YEAR	ORDER TYPE	INCOTERMS	PERCENT
EX	2024	1	EXW	30,0
EX	2024	1	FOB	26,5
EX	2024	1	OTHER	43,5
EX	2025	1	EXW	32,6
EX	2025	1	FOB	25,8
EX	2025	1	OTHER	41,6
IM	2024	1	FCA	28,3
IM	2024	1	CIF	22,9
IM	2024	1	OTHER	48,8
IM	2025	1	FCA	24,8
IM	2025	1	CIF	24,1
IM	2025	1	OTHER	51,1
EX	2024	2	DAP	28,5
EX	2024	2	FCA	27,6
EX	2024	2	OTHER	43,9
EX	2025	2	EXW	32,6
EX	2025	2	FOB	25,8
EX	2025	2	OTHER	100,0
IM	2024	2	FCA	28,3
IM	2024	2	CIF	22,9
IM	2024	2	OTHER	100,0
IM	2025	2	FCA	24,8
IM	2025	2	CIF	24,1
IM	2025	2	OTHER	100,0

- ❖ The types of orders were analyzed based on the **Incoterms** and **transaction codes** that used for import and export.

EX/IM	YEAR	TRANSACTION CODE	DEFINITION	ORDER TYPE	DOLLAR
EX	2024	***	***	1	*****341.487
EX	2024	***	***	1	****786.849
EX	2025	***	***	1	*****883.654
EX	2025	***	***	1	***766.530
IM	2024	***	***	1	*****243.780
IM	2024	***	***	1	****292.624
IM	2025	***	***	1	*****110.490
IM	2025	***	***	1	****961.341
EX	2024	***	***	2	***450.654
EX	2024	***	***	2	**484.465
EX	2025	***	***	2	***312.985
EX	2025	***	***	2	**483.028
IM	2024	***	***	2	****562.108
IM	2024	***	***	2	**711.826
IM	2025	***	***	2	***753.128
IM	2025	***	***	2	**169.297

- ❖ In line with the structural requirements of the international trade regulations, it is compulsory that every customs declaration includes only one order type.
- ❖ Records containing multiple order types are subject to periodic review and analysis to determine the root cause of the discrepancies

EX/IM	YEAR	MONTH	DECLARATION ID	COUNT OF ORDER	DOLLAR
EX	2023	10	23*****305	3	24.990
EX	2024	2	24*****047	3	10.901
EX	2023	1	23*****315	3	25.828
EX	2024	10	24*****163	3	12.170
EX	2025	8	25*****917	3	34.781
EX	2024	12	24*****624	3	26.690
EX	2024	7	24*****125	2	31.826
EX	2023	5	23*****429	2	3.203
EX	2024	6	24*****958	2	17.819

YEAR	ORDER TYPE	DOLLAR	AMOUNT	UNIT PRICE
2023	1	***138.992	***083.447	4,90
	3	***611.503	***047.911	2,05
	9	***242.434	***653.227	1,38
	2	***712.726	***395.622	1,22
2024	3	***156.035	***290.245	5,41
	1	***713.444	***489.217	4,54
	2	***754.814	***512.645	3,42
	9	***262.380	***770.181	1,33
2025	3	***001.646	***418.797	5,74
	1	***067.181	***551.724	4,81
	2	***361.152	***769.789	3,58
	9	***957.494	***014.746	1,34

- ❖ Furthermore, to ensure data consistency and early detection of deviations, monthly performance analyses conducted on a Chapter basis are regularly compared against monthly analyses at the order type breakdown level through a cross-control mechanism.

Simplified Custom Declarations

Some Issues with simplified customs declarations

- The product codes not match product definition
- Outlier quantities
- Missing codes

FEEDBACK AND FURTHER STUDIES

- There is evidence that the traditional customs declaration question “Is this transaction electronic commerce?” alone may not be sufficient to distinguish e-commerce.
- Therefore, it may be more useful to elaborate with codes 1,2,3 and 9 and our analysis on this issue is ongoing.
- Within the framework of these studies, especially the data obtained from the order type 1 (B2B) option was found to be highly reliable.
- Goods traded with simplified customs declarations have been included in the statistics since 2021.
- Methodological research is ongoing for the compilation of cross border e-trade statistics.
- Studies are continued to include postal data (for imports) within the scope
- After finalizing these studies, cross border e-trade will be able to published and disseminated by commodity and country breakdown scope of official statistics.
- The accuracy of electronic trade data separated from customs declarations is in progress. The control process is carried out by the Ministry of Trade.
- After finalizing these studies, cross border e-trade statistics will be able to published and disseminated by commodity and country breakdown scope of official statistics.



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Thank You For Your Attention