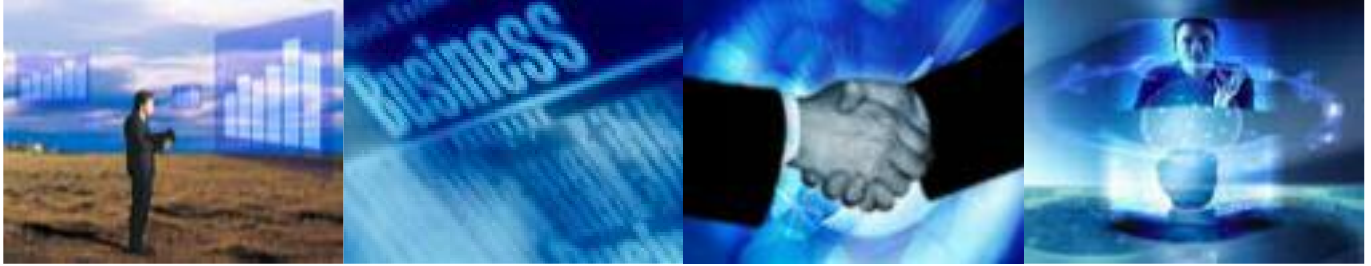


# BUSINESS & MANAGEMENT

**ABC CONSULTANCY** provides expertise in variety areas in business and management. Our mission is to assist and advise foreign companies build and develop their business in Turkey. We assist our foreign clients to take advantage of the opportunities in Turkey through our knowledge, experience and related legislation. Key areas of our business and management consultancy services are listed below.



## **Business Consultancy**

- Forecasting and planning.
- Strategy and policy development.
- Business unit positioning.
- Process reengineering and analysis.
- Performance improvement.
- Business anthropology and cultural compatibility

## **Management Consultancy**

- Strategic planning and implementation.
- Organizational assessment and development.
- Change management.
- Cultural change management.
- Resource planning and scheduling.
- Organizational effectiveness.

## **Investment / Project**

- Project selection and feasibility study.
- Investment strategy and planning.
- Sectoral study and report.
- FDI applications in Turkey.
- Project control and report.
- Joint venture and company matching.
- Acquisition and merger.
- Real Estate and Development.

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# FOREIGN DIRECT INVESTMENT

Turkey is a candidate country to EU membership and developing its infrastructure and offers rapidly growing market of 69 million people. Since the year of 2003 comprehensive reform program has been initiated to attract foreign investment. Turkey's social, economic and legislative environment is in such progress to align with the EU that also offers an advantageous business environment.

Our services of FDI in Turkey based on below listed areas.



## 🌐 **Forming Businesses**

- Company establishment.
- Branches and liaison offices.
- Joint ventures, acquisition and merger.
- Employment foreign personnel and legal services.

## 🌐 **Taxation Concerning FDI**

### 🌐 **Accounting and Auditing**

- Certified and independent financial consultancy.

## 🌐 **Foreign Trade Regulations and Features of Free Trade Zones.**

### 🌐 **Know-How Transfer and Licensing Agreements.**

### 🌐 **Privatization Program and BOT Regulations and Contracts**

# MARKET INFORMATION AND RESEARCH

**ABC CONSULTANCY** assists foreign investors to avoid complexity of understanding the Turkish market and provide services as market information, market research and customer relations management.



## **Market Research**

- Market research design
- Questionnaire development
- Sample design
- Data collection methodology

## **Evaluation Research**

- Market assessment and tracking
- Policy and planning support
- Benchmarking

## **Data Services**

- Database design
- Database assessment
- Data processing

## **Statistical Analysis**

# AUDITING AND TAXATION

Audit and tax transactions could be very complex business activity in Turkey.

**ABC CONSULTANCY**'s independent and certified financial consultants team can act as auditors for corporations and advise on every aspect of taxation in Turkey.



- 🌐 Independent Audit
- 🌐 Internal Audit
- 🌐 Due Diligence and Valuation
- 🌐 International Financial Reporting
- 🌐 Tax Structuring
- 🌐 Tax Regime Regulations

# HUMAN RESOURCES

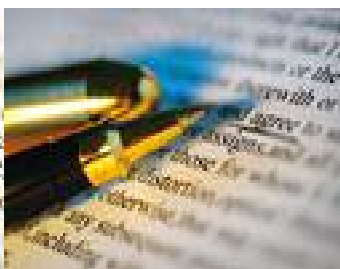
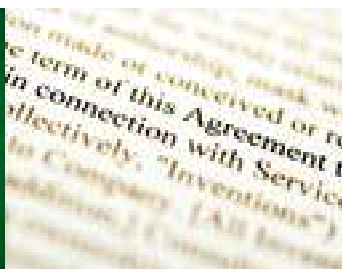
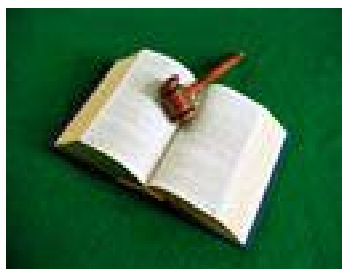
Apart from the various business and investment considerations in abroad, corporations should carefully examine human and cultural compatibility issues. Intercultural communication and management is an interdisciplinary human resources field and **ABC CONSULTANCY** assist foreign companies in this field in Turkey.



- ④ **Organizational Climate and Change**
- ④ **Staff Communications, Culture and Behavior**
- ④ **Personnel Evaluation**
- ④ **Benchmarking**
- ④ **Organization Effectiveness and Manpower Optimization**
- ④ **Performance Evaluation**

# LEGAL SERVICES

Investing or doing business in Turkey involves also legal issues which can result in serious legal problems. ABC Consultancy Legal Department supports and assists foreign corporations and/or investors with their knowledge, experience and related legislation in the field of business that is required.



## Ⓢ Law of Obligations Applications

- Submitting legal opinion at the stage of negotiations
- Preparing and reviewing of all types of contracts (excl. distributorship, (sales) agency agreement)
- Evaluating the commercial contracts with foreign elements from the Turkish Law point of view
- Attending the preparatory work of the contracts

## Ⓢ Turkish Commercial Code Applications

- Capital increase/decrease
- Share transfer
- Merger acquisition or split-off
- Branch office establishment
- Preparation of Board of Directors Resolutions

## Ⓢ Labour Law Applications

- Preparing and amending employment agreements
- Preparing agreements like confidentiality, non-competition
- Obtaining work and living permissions
- Submitting legal opinion for the disputes regarding employees
- Following up the procedures

## Ⓢ Following up debt collecting before the bailiff office

- Applying to legal remedies
- Continuing the execution before the bailiff offices.

## Ⓢ Intellectual property Law applications

- Registration, licensing and transferring of Intellectual Property Rights
- Preparing and reviewing the transfer of Know-How, License, Copy Right, Franchise and Royalty Agreements
- Litigation services regarding intellectual property rights

## Ⓢ Competition Law applications

- Preparation of agreements according to the Competition Law
- Applying for the negative clearance and/or exemptions
- Applications to the Board of Competition
- Following up the procedures

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# REAL ESTATE EXPERTISE

Deciding to invest in real estate property in Turkey involves not only knowledge about laws and regulations but also knowledge about cultural issues. ABC Consultancy supports and assists foreign investors and consumers with a team of advisors that consists of lawyers, tax consultants, accountants and business consultants who know how to seek information and do business in Turkey.



## Real Estate Research

- Investigation regarding ownership;
- Investigation regarding the legal restrictions, like mortgage, attachments, distraints;
- Investigation regarding other restrictions, like registered rent or loan contracts;
- Investigation regarding protected areas, archeological areas;
- Investigation regarding the development plan and building permissions;
- Investigation regarding Iskan (living permit)
- Investigation regarding open standing tax, electricity, water payments;
- Investigation regarding the legal enforcement of the “sales” contract that has been offered to you.

## Real Estate Taxation

- Objective advise and providing important information on the object
- Stipulating market value and value at obligatory sale of the object
- Specifying the quality of the construction
- Analyzing external issues influencing the market value
- Taxation reports in English or Dutch.

## Real Estate Title of Deed Guarantee

- 100% guarantee of the Title of Deed (TAPU), or
- 100% refund of purchase amount, thus
- no risk.

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# CLAIMS

Accidents happen everyday in Turkey, and unless you are totally to blame for your injuries you may be entitled to compensation for any pain, suffering or loss you may have incurred as a result. Being involved in an accident can be a very stressful and upsetting time and although a compensation award cannot make everything better, it can assist with any financial matters.



**Ⓢ For you or on the behalf of your spouse or dependants we assist in:**

- Accident Claims (Accidents at school, work, during trips)
- Insurance Claims (Motor, Health, Property, Life Insurance)
- Personal Injury Claims
- Compensation
- Road Traffic Accident Claims
- Claims Advice

**Ⓢ Our Claims Consultancy will provide:**

- Prompt service
- Negotiation skills for fast interim payments and settlements
- Proper consideration of all aspects of policy cover
- Expert advice and negotiation of the loss and management of the claim
- Legal Assistance

Injuries can happen at any time and you may not be aware of the claim you can make. Be in touch with our professionals dedicated to the effective management of injury claims.

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