



GÜLHAN
MÜHENDİSLİK VE İNŞAAT

Company structure and services

Company overview

Gökhan Gülhan



**Industrial
construction**



**Mergers and
acquisitions**



**Market entry
in Türkiye**

Three business areas

Construction, M&A and business development in Türkiye



Industrial construction

Main company
Gülhan Mühendislik

Turnkey projects, renovation
and redevelopment



Mergers and acquisitions

Corporate transactions (M&A)

Analysis, valuation
and process management



Market entry in Türkiye

Support for foreign companies

Company formation, staffing
and operational setup

Industrial construction

The core business of Gülhan Mühendislik



**Industrial
buildings**



Turnkey projects

Complete delivery of construction works



Renovation

Renovation of existing buildings

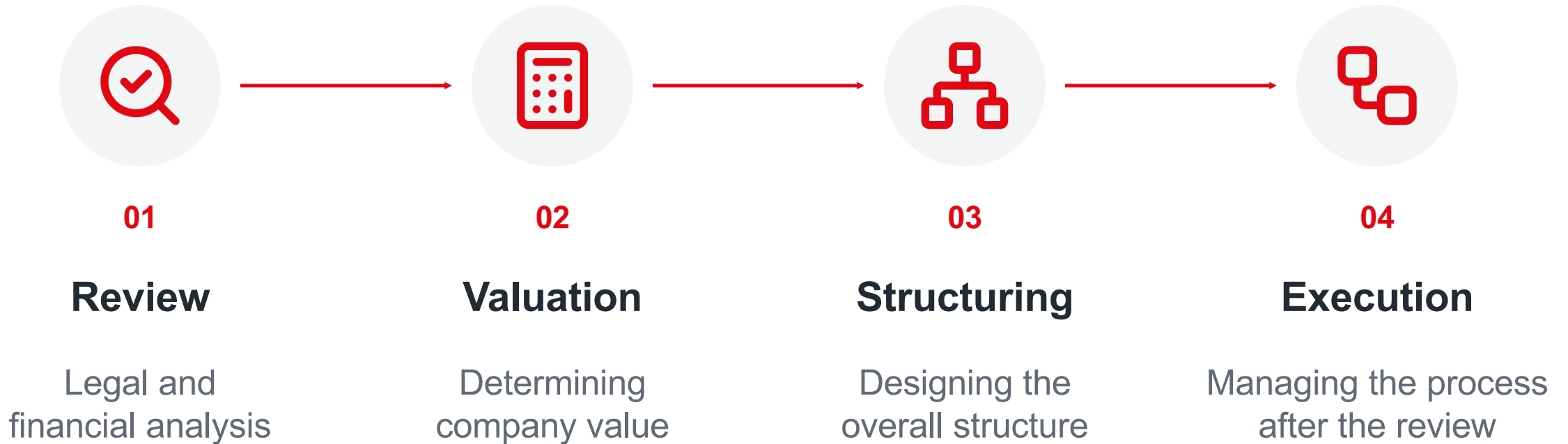


Redevelopment

Redevelopment of industrial buildings

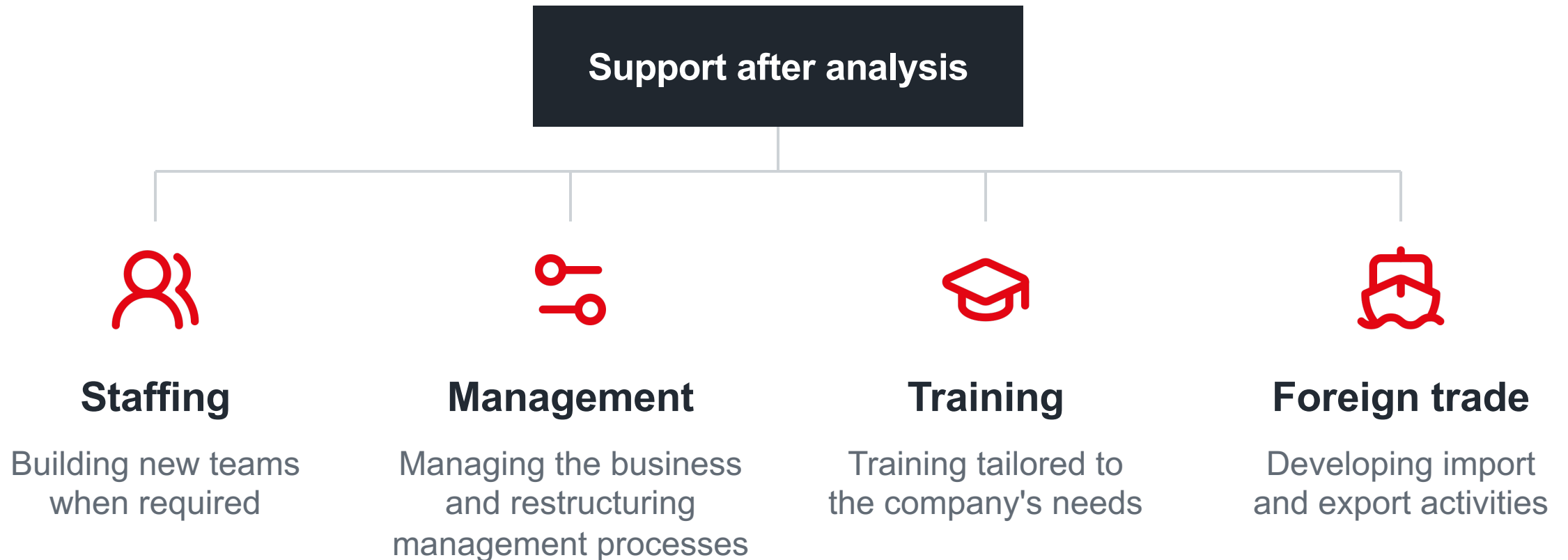
Mergers and acquisitions

For companies producing goods or services, across all sectors



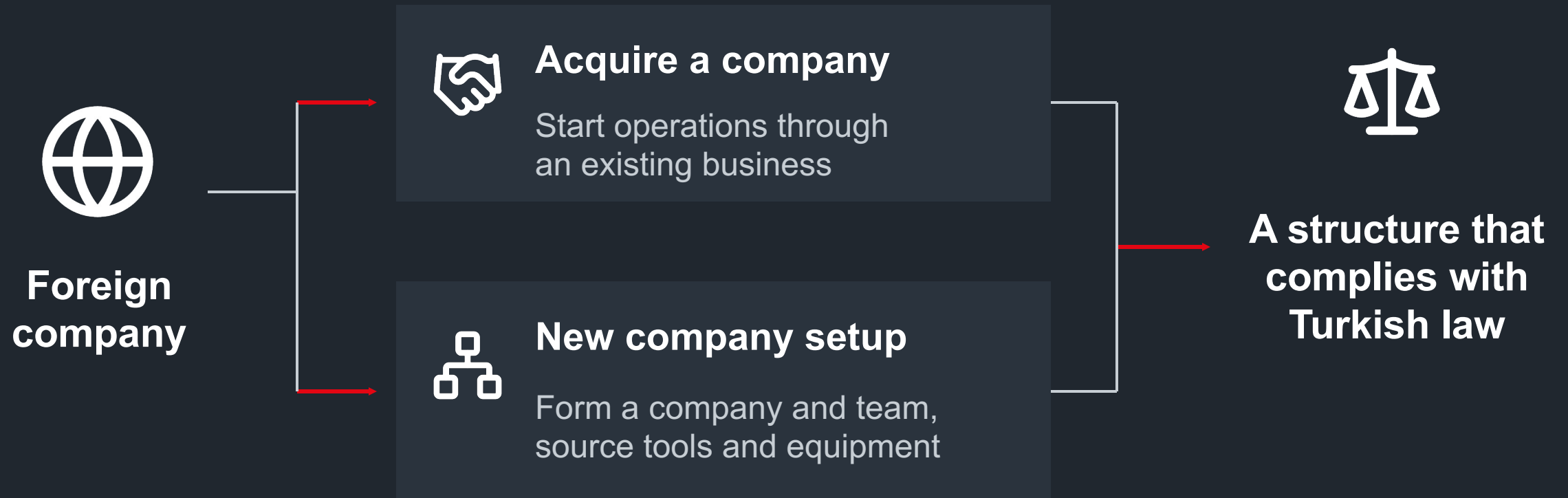
Management and organization

Support tailored to business needs in M&A engagements



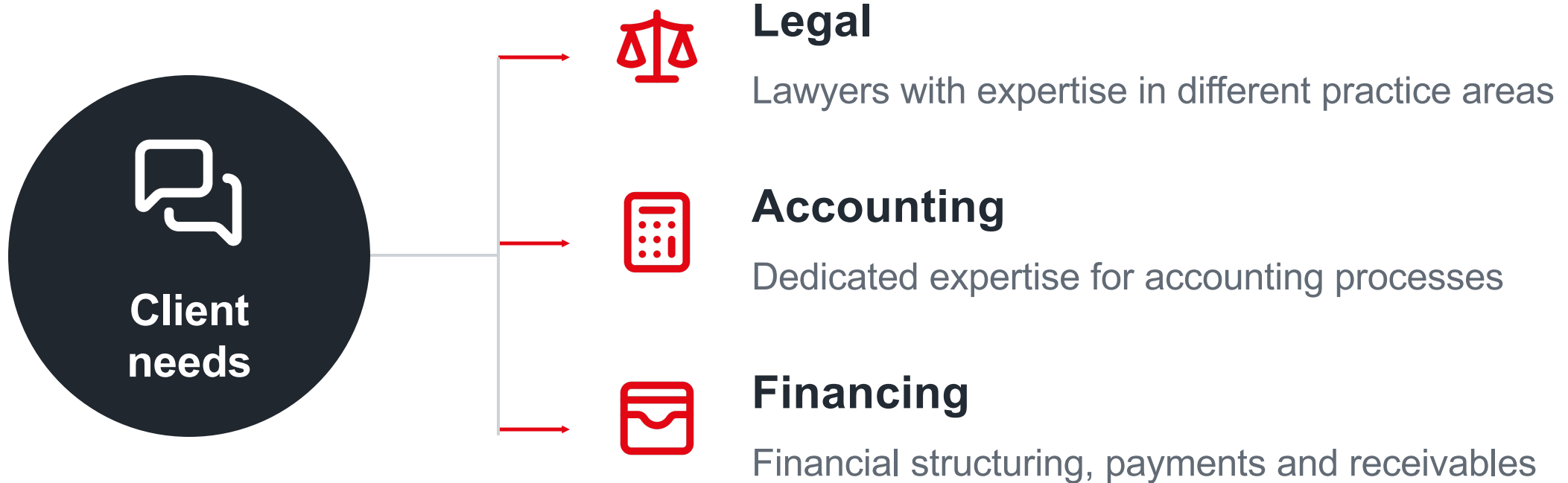
Market entry in Türkiye

Two setup options based on the foreign company's objectives



Support tailored to client needs

We identify the need, then involve the relevant specialists



Product and equipment processes

For companies supplying products or bringing equipment to Türkiye



Products from abroad

Products intended for the market

Legal procedures

Liaison in Ankara and required approvals

The Turkish market

Introducing the product to market



Temporary equipment imports

Processes for bringing machinery and equipment into Türkiye temporarily

Payment terms and receivables

Adapting to financial and commercial practices in Türkiye



Financing support

Financial structuring
Local payment terms
Payment and receivables tracking

Illustrative client need

Expected term

Delayed collection

60 days

120 days

180 days

Letter of credit
+ 60 days

Reviewing collection terms
and follow-up processes

Example scope: mining investment

For a foreign company seeking to acquire a mine in Türkiye



Mine acquisition

Acquiring an existing
or licensed mine

Operations

Managing the steps
to begin operations

Sales readiness

Becoming ready
to sell materials

Managing the process from acquisition needs to sales readiness

Client engagement process

Proposed workflow for market entry





GÜLHAN
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**Let's discuss
your needs
together**

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