



ENTERPRISE ASSESSMENT REPORT



**COMPANY
NAME**

XYZ EXAMPLE LTD

**TAX ID
NUMBER**

1234567890

**REPORT DATA
PERIOD**

01 January - 31 December 2021

CONTENT

About This Report

It is broadly accepted that SMEs are the basis of the economy, of our country's economy. Whether they are micro or small entities they hold important positions. They also have unique challenges including the inability to institutionalize sufficiently and they have problems with financing and in finding qualified labour. Moreover, a more structural issue often accompanies these problems – SMEs are often unable to evaluate their current positions and to provide sufficient information to express themselves.

To address this, KOSGEB developed the Enterprise Assessment Report using the records various administrations and institutions keep (according to their legislation). This tool will help illuminate the current situation of the SME, and provide a data report for them to present themselves.

The report lets the enterprise compare itself with the industry throughout Türkiye and its statistical regions. The report will enable enterprises to make plans and programs according to their place in the sector, as well as to help them to follow their development and manage their resources efficiently according to the plans made in the previous year.

In the upper right corner of each chart or table, there are abbreviations for the institutions from which the data was taken.

This report has been prepared for informational purposes and is not an official document. KOSGEB is not responsible for the accuracy, timeliness, and authenticity of administrative records obtained through web services from institutions and organizations. The report doesn't include any interpretations by KOSGEB. Since the report consists of data obtained from various institutions and organizations, the diversity of the data and the differences in the approaches of the institutions obliged us to make some assumptions.

So, the following points should be considered when reviewing the report:

- The declarations made by the enterprises to the relevant institutions and organizations are assumed to be correct.
- Sectoral analyses has been done using NACE Rev.2 six-digit codes. The outliers removed from the data when calculating averages using the interquartile range rule.
- Enterprises that do not have data for a particular chart are not included in the sector average. For example, when calculating the sectoral export averages, only the data of exporting enterprises are taken into consideration.
- The main sector information of the enterprise was obtained from the Revenue Administration. For enterprises operating in more than one sector, only the first five items are shown in the report.
- If the number of enterprises is six or below, in order to protect the anonymity of the enterprises, sector averages are not reflected in a chart.
- The report is based on the sector in which the enterprise operated last year and its tax accounting method.
- In case the enterprises have got capacity utilization ratios for more than one workplace, those ratios were merged by weighting with the turnover value of each workplace for each enterprise.
- The total number of enterprises in the General Rankings chapter has been calculated by considering only the enterprises with data for that related variable.

Please send an e-mail to idr@kosgeb.gov.tr for your comments and suggestions.

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Abbreviations

RA Revenue Administration

MOT Ministry of Trade

MOIT Ministry of Industry and Technology

TURKPATENT Turkish Patent and Trademark Office

SSI Social Security Institution

NUTS Nomenclature of Territorial Units for Statistics

GTIP Customs Tariff Statistical Code

1. COMPANY IDENTITY INFORMATION

Company Name	XYZ EXAMPLE LTD			
Tax Identification Number	1234567890			
Business Entity Type	Corporation			
Province	Ankara			
Statistical Region - NUTS I	TR5 - West Anatolia			
Start Date	01 Jan 2010			
Tax Accounting Method	Balance Sheet			
Sector(s)	Sector Name	Nace Code	Technology Level	Activity Classification
Primary	...	00.00	High Technology	Industry
	...	00.00	Medium-High Technology	Industry

2. GENERAL RANKINGS

Net Sales*

RA, 2021



TR Ranking 63 / 5,804

Regarding net sales, the enterprise ranked 63th out of 5,804 peers in its sector in Türkiye.



TR5 - West Anatolia Ranking 24 / 1,727

Regarding net sales, the enterprise ranked 24th out of 1,727 peers in its sector in the TR5 - West Anatolia region.

Total Assests*

RA, 2021



TR Ranking 214 / 7,396

Regarding the total assets, the enterprise ranked 214th out of 7,396 peers in its sector in Türkiye.



TR5 - West Anatolia Ranking 78 / 2,051

Regarding the total assets, the enterprise ranked 78th out of 2,051 peers in its sector in the TR5 - West Anatolia region.

Social Security Premium Days for Employees

SSI, 2021



TR Ranking 53 / 3,094

Regarding the total number of social security premium days for employees, the enterprise ranked 53th out of 3,094 peers in its sector in Türkiye.



TR5 - West Anatolia Ranking 21 / 824

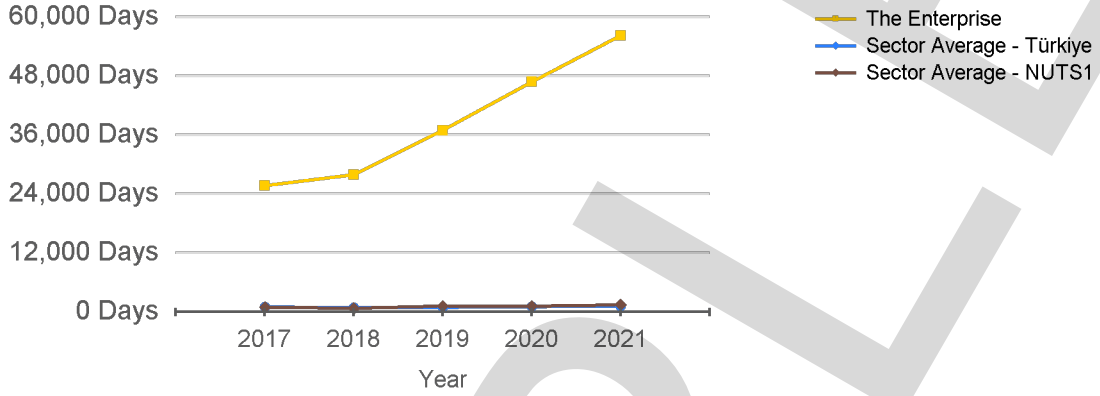
Regarding the total number of social security premium days for employees, the enterprise ranked 21th out of 824 peers in its sector in the TR5 - West Anatolia region.

* The companies whose tax accounting method was the balance sheet system in 2021 were taken into consideration when deciding rankings.

3.HUMAN RESOURCES

Total Number of Social Security Premium Days per Annum

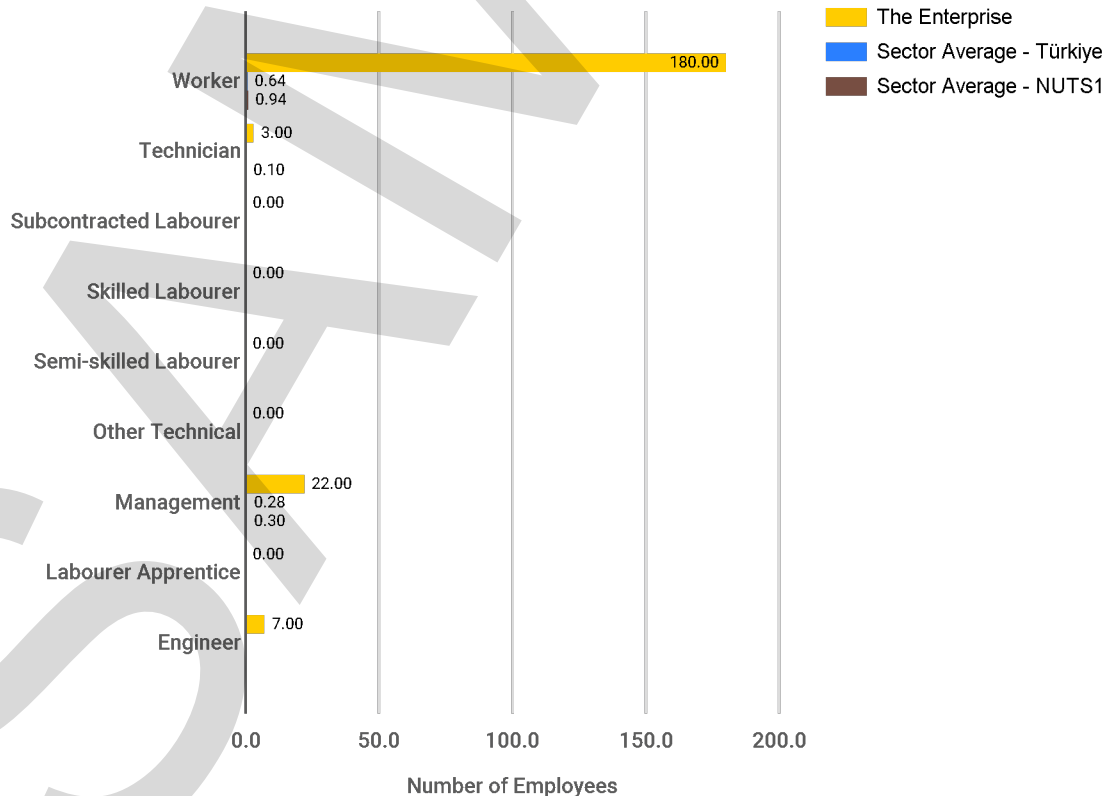
SSI



	2017	2018	2019	2020	2021
The Enterprise	25,733	27,952	36,980	46,799	56,220
Sector Average - NUTS1	1,026	806	1,256	1,229	1,493
Sector Average - Türkiye	1,070	943	1,005	1,145	1,238

Number of Employees per Annum According to the Annual Operating Statement

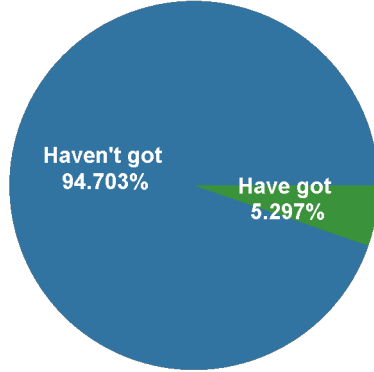
MOIT, 2021



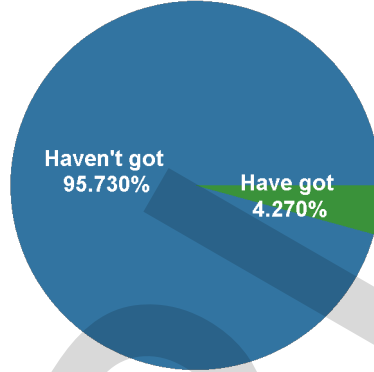
4.R&D, INNOVATION AND BRANDING

Trademark Registration Breakdown

TURKPATENT



Türkiye



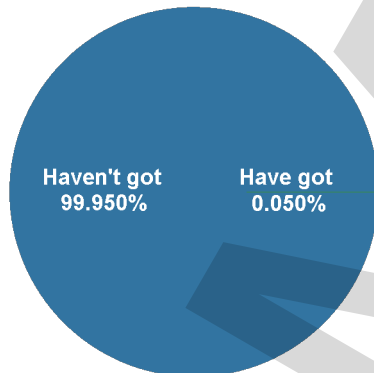
TR5 - West Anatolia

The enterprise has held **1 valid** trademark between 2017 and 2021.

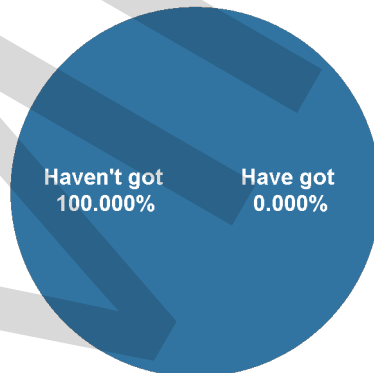
The percentage of the enterprises that had held a trademark between the years 2017 and 2021: 5.297% in Türkiye, 4.270% in TR5 - West Anatolia.

Patent Holders Breakdown

TURKPATENT



Türkiye



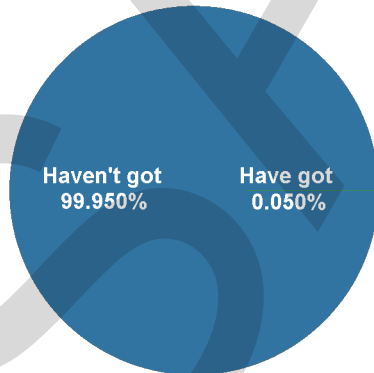
TR5 - West Anatolia

The enterprise is among the companies that **didn't held a patent** between 2017 and 2021.

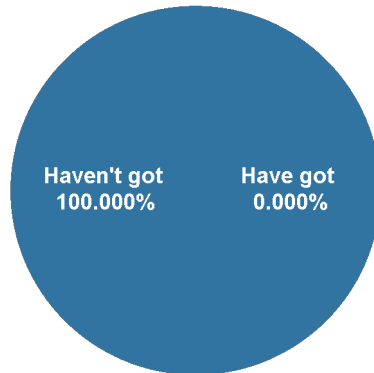
The percentage of the enterprises that had held a patent between the years 2017 and 2021: 0.050% in Türkiye, 0.000% in TR5 - West Anatolia.

Utility Model Holders Breakdown

TURKPATENT



Türkiye



TR5 - West Anatolia

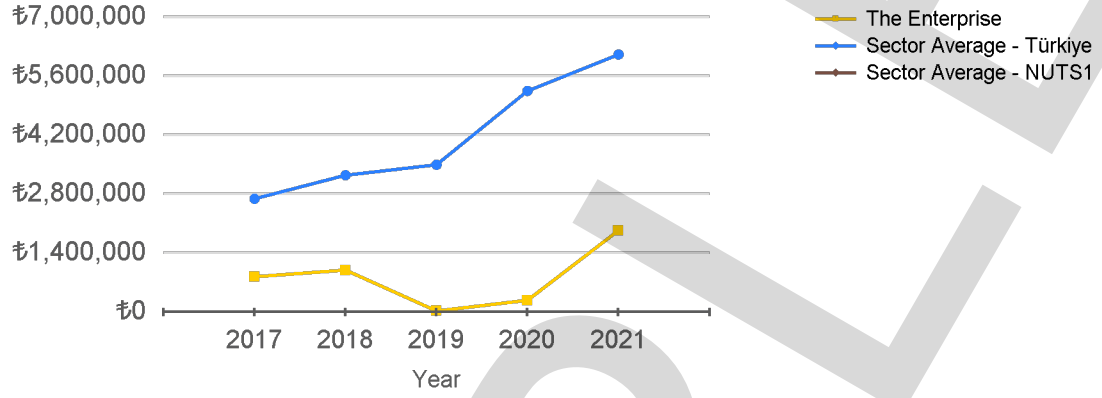
The enterprise is among the companies that **didn't held rights of a utility model** between 2017 and 2021.

The percentage of the enterprises that had held rights of a utility model between the years 2017 and 2021: 0.050% in Türkiye, 0.000% in TR5 - West Anatolia.

4.R&D, INNOVATION AND BRANDING

Annual R&D Expenditure of the Enterprises Who Use Balance Sheet System

RA

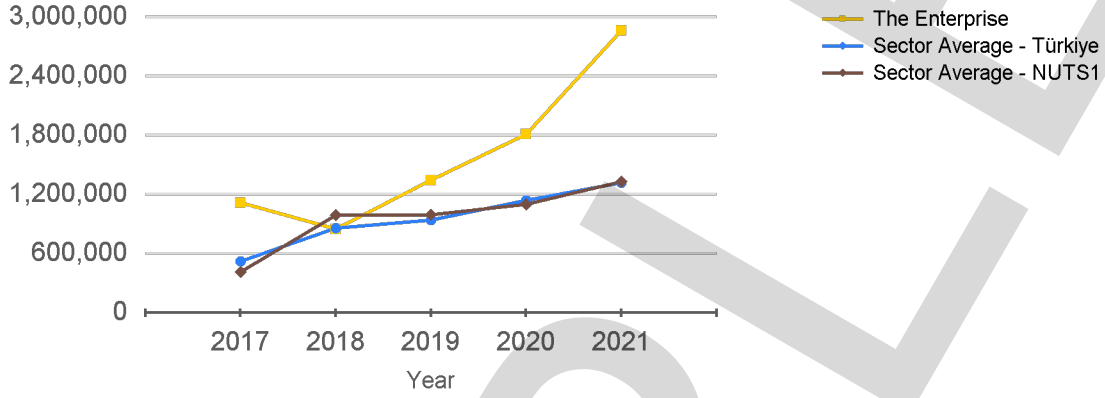


	2017	2018	2019	2020	2021
The Enterprise	840,962.44	1,000,232.33	30,261.65	284,278.02	1,939,128.12
Sector Average - NUTS1	--	--	--	--	--
Sector Average - Türkiye	2,689,971.36	3,248,690.31	3,497,089.2	5,247,782.44	6,111,369.94

5.PRODUCTIVITY

🔗 Labour Productivity: Net Sales / Number of Employees

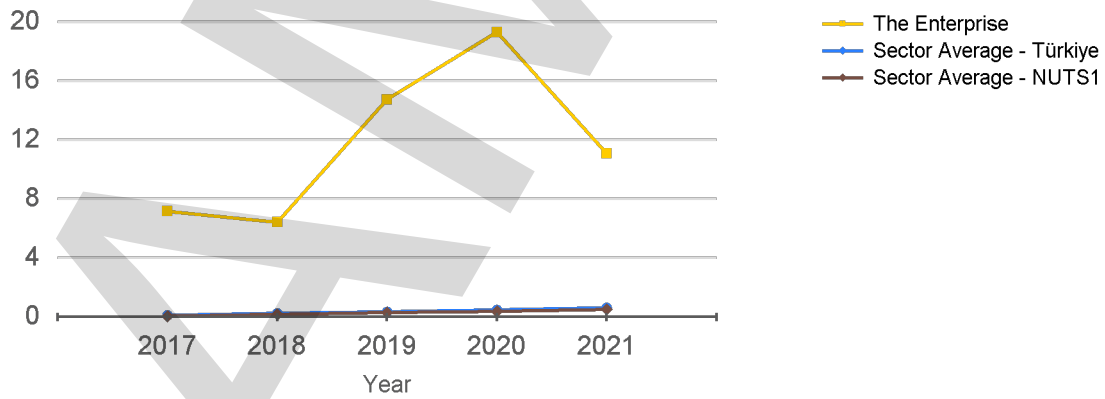
RA, SSI



	2017	2018	2019	2020	2021
The Enterprise	1,118,170.49	851,785.23	1,346,903.81	1,811,366.03	2,863,307.53
Sector Average - NUTS1	416,108.67	990,822.43	995,419.49	1,101,730.47	1,330,967.60
Sector Average - Türkiye	523,487.39	860,462.19	942,079.96	1,141,598.33	1,320,732.46

🔗 Investment Productivity: Net Sales / Tangible Fixed Assets

RA

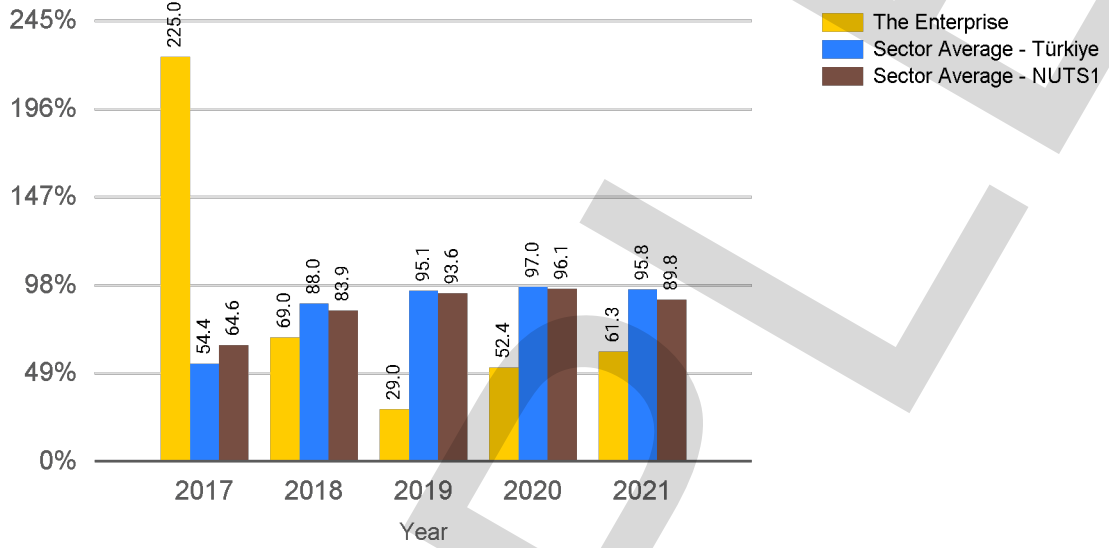


	2017	2018	2019	2020	2021
The Enterprise	7.17	6.43	14.76	19.32	11.09
Sector Average - NUTS1	0.08	0.20	0.32	0.40	0.53
Sector Average - Türkiye	0.13	0.27	0.37	0.50	0.64

5.PRODUCTIVITY

Capacity Utilisation Ratio

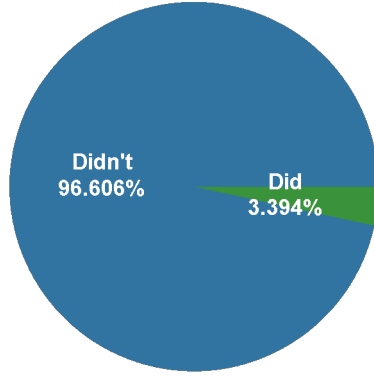
MOIT



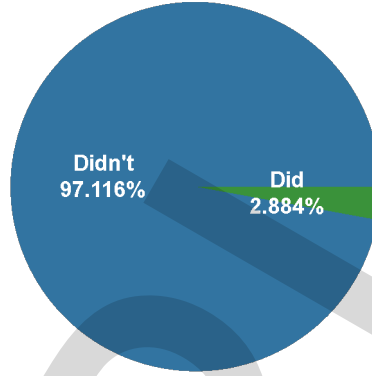
6.EXPORTATION

Exportation Breakdown

MOT, 2017-2021



Türkiye



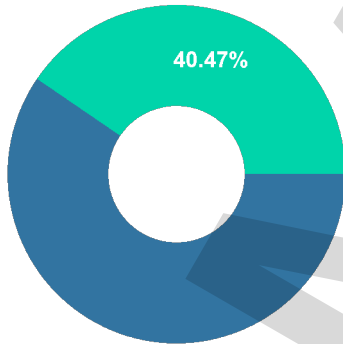
TR5 - West Anatolia

The enterprise was among the exporting companies which **exported goods** between 2017 and 2021.

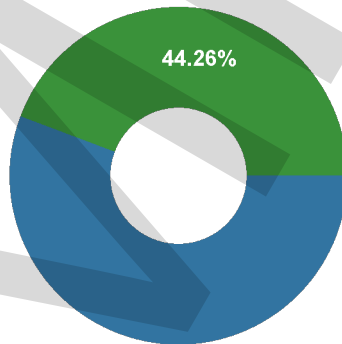
The percentage of the exporting enterprises between the years 2017 and 2021: 3.394% in Türkiye, 2.884% in TR5 - West Anatolia.

The Percentage of the Export Sales in the Total Sales

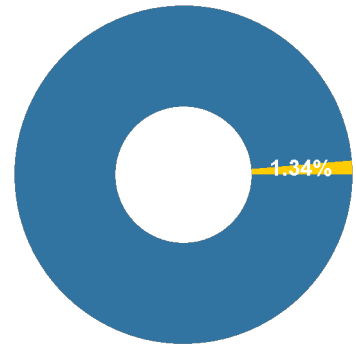
RA, 2017-2021



Türkiye



Sektör TR5 - West Anatolia



The Enterprise

Total Amount of Exports

MOT



TR Ranking 56 / 337

Regarding the total amount of exports between 2017 and 2021, the enterprise ranked 56th out of 337 peers in its sector in Türkiye.



TR5 - West Anatolia Ranking 10 / 77

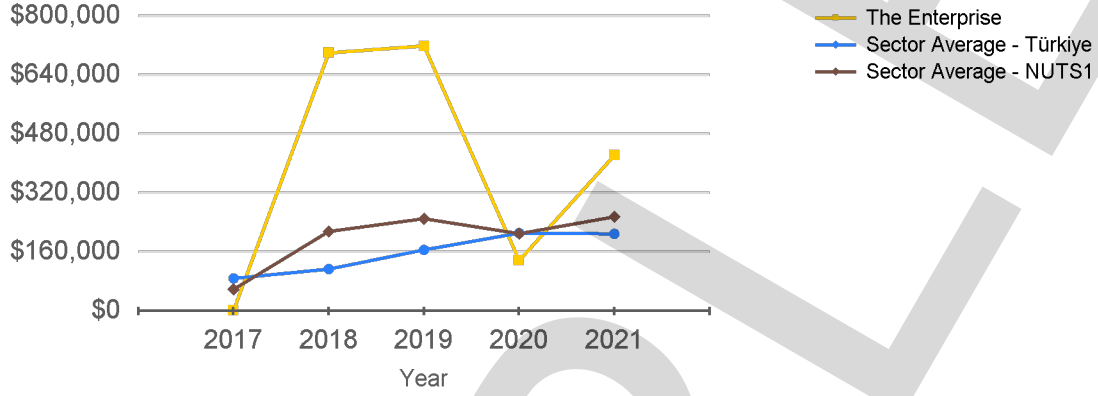
Regarding the total amount of exports between 2017 and 2021, the enterprise ranked 10th out of 77 peers in its sector in the TR5 - West Anatolia region.

*Ministry of Trade's exports data comes from customs declarations and do not include **service** export.

6.EXPORTATION

Exports per Annum

MOT



	2017	2018	2019	2020	2021
The Enterprise	\$2,361.78	\$699,967.34	\$718,938.21	\$137,469.48	\$422,193.14
Sector Average - NUTS1	\$59,315.2	\$216,169.83	\$250,763.73	\$210,213.85	\$255,911.85
Sector Average - Türkiye	\$88,905.15	\$114,242.81	\$166,238.94	\$211,678.1	\$209,690.59

Top Five Target Countries by the Sector's Total Amount of Exports

MOT, 2017-2021

Name of the Country	Share in the Total Exports	Enterprise's Contribution*
UZBEKISTAN	19.47%	
GERMANY	11.44%	0.00%
USA	8.92%	
MARSHALL ISLANDS	8.01%	
FRANCE	4.56%	

*That percentage shows the enterprise's share in the total exports to the target country. When the enterprise's share is not zero but too low to show using two-digit precision, it will appear as 0%. If the enterprise did not contribute to the exports to a target country, the corresponding cell will be empty.

6.EXPORTATION

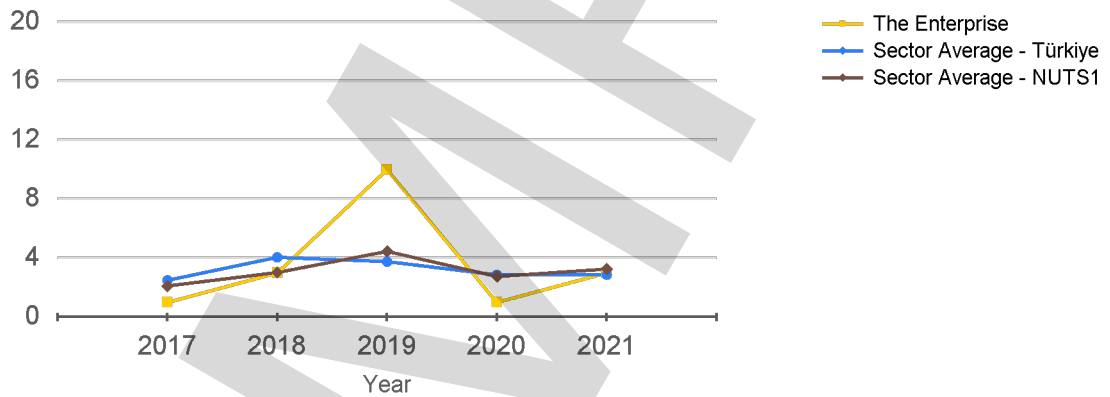
Top Five Target Countries by the Enterprise's Total Amount of Exports

MOT, 2017-2021

Name of the Country	Share in the Total Exports
PORTUGAL	60.16%
SYRIAN ARAB REPUBLIC	17.50%
ISRAEL	6.25%
ISLAMIC REPUBLIC OF IRAN	5.41%
VIETNAM	4.80%

Average Number of Exported Commodity Types per Annum According to the GTIP

MOT

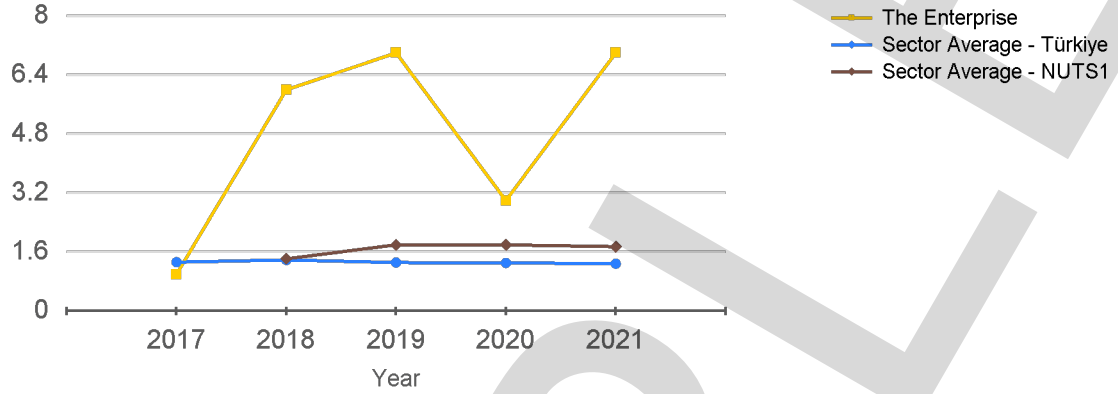


	2017	2018	2019	2020	2021
The Enterprise	1.00	3.00	10.00	1.00	3.00
Sector Average - NUTS1	2.12	3.03	4.46	2.76	3.26
Sector Average - Türkiye	2.50	4.06	3.77	2.87	2.88

6.EXPORTATION

🔗 Average Number of the Export Target Countries per Annum

MOT



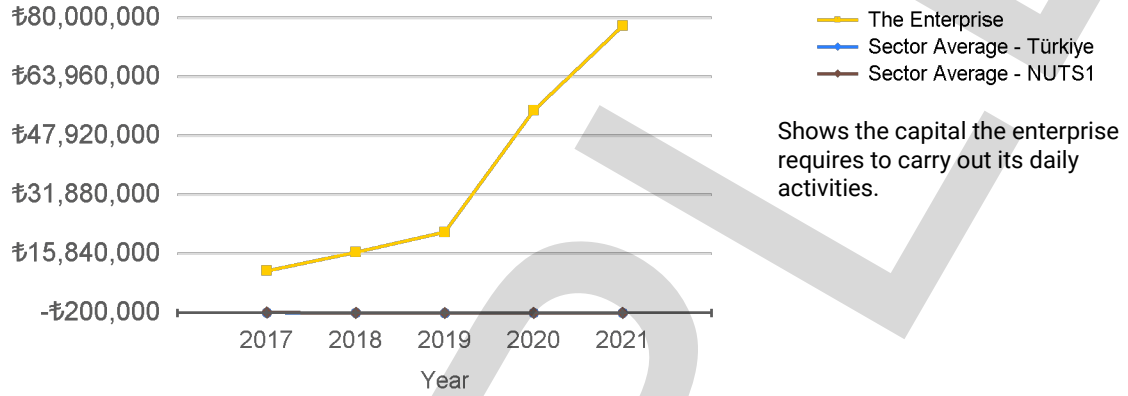
	2017	2018	2019	2020	2021
The Enterprise	1	6	7	3	7
Sector Average - NUTS1	--	1	2	2	2
Sector Average - Türkiye	1	1	1	1	1

7. FINANCE

Solvency

Net Working Capital

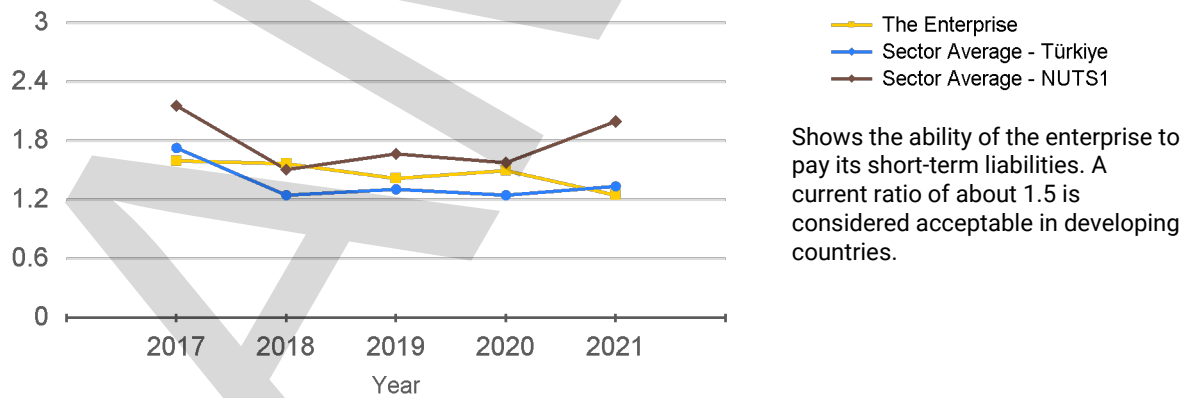
RA



	2017	2018	2019	2020	2021
The Enterprise	₺11,299,911.21	₺16,351,747.7	₺21,850,084.04	₺54,853,761.36	₺77,857,869.82
Sector Average - NUTS1	-₺13,153.11	-₺98,836.18	-₺118,067.1	-₺83,033.79	-₺82,811.92
Sector Average - Türkiye	-₺36,784.48	-₺84,836.53	-₺163,143.81	-₺136,685.9	-₺93,692.34

Current Ratio

RA

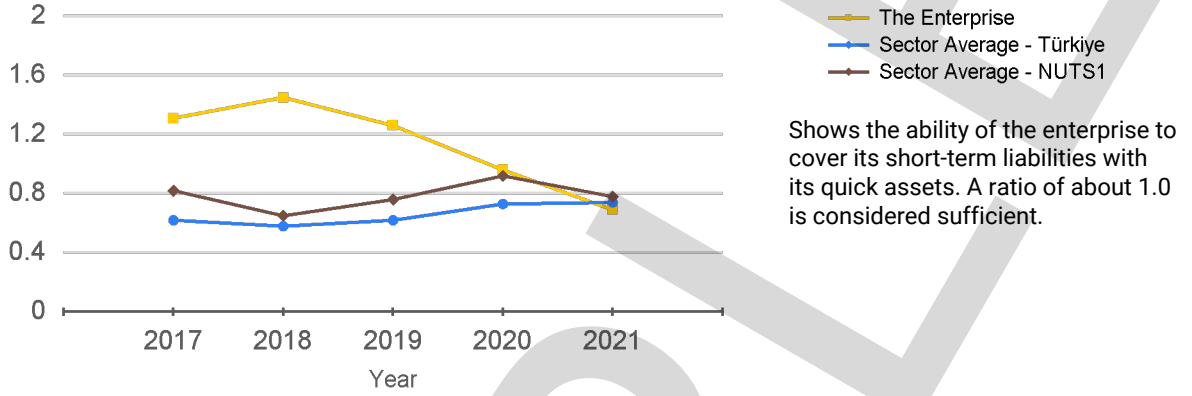


	2017	2018	2019	2020	2021
The Enterprise	1.60	1.57	1.42	1.50	1.25
Sector Average - NUTS1	2.16	1.51	1.67	1.58	2.00
Sector Average - Türkiye	1.73	1.25	1.31	1.25	1.34

7.FINANCE

Quick (Acid-Test) Ratio

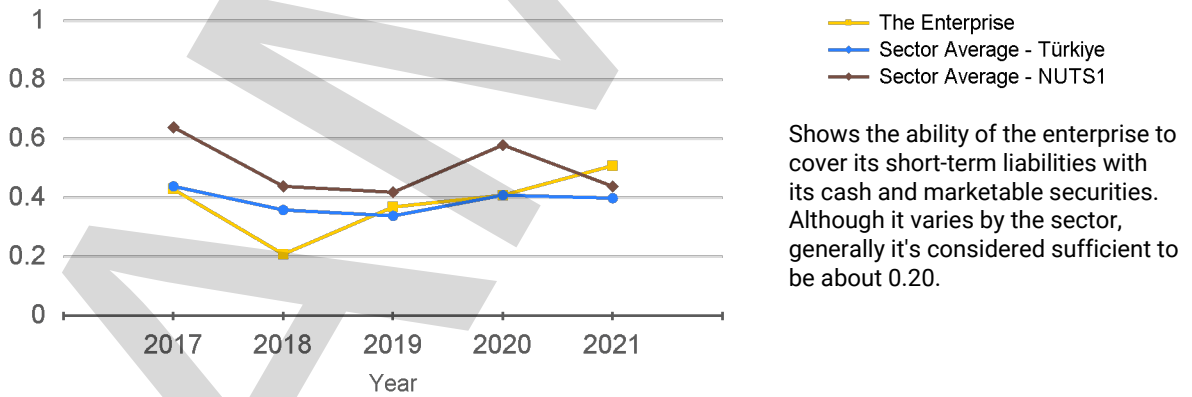
RA



	2017	2018	2019	2020	2021
The Enterprise	1.31	1.45	1.26	0.96	0.69
Sector Average - NUTS1	0.82	0.65	0.76	0.92	0.78
Sector Average - Türkiye	0.62	0.58	0.62	0.73	0.74

Cash Ratio

RA



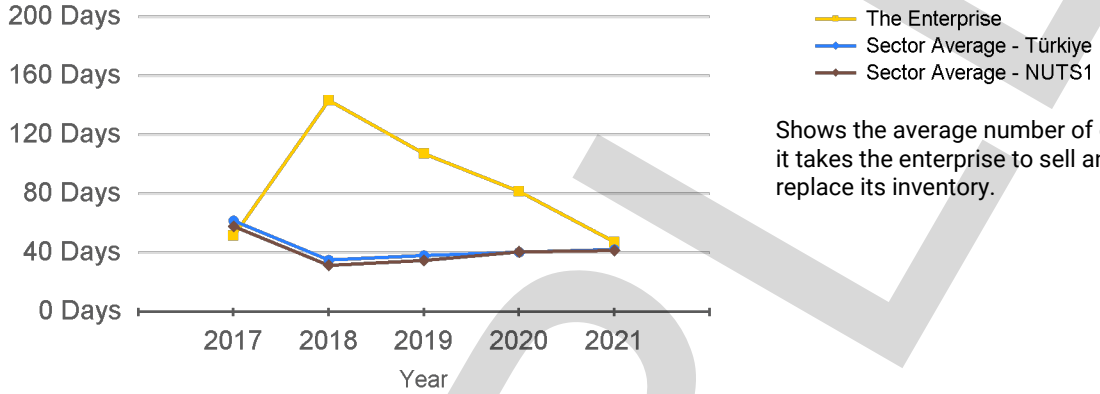
	2017	2018	2019	2020	2021
The Enterprise	0.43	0.21	0.37	0.41	0.51
Sector Average - NUTS1	0.64	0.44	0.42	0.58	0.44
Sector Average - Türkiye	0.44	0.36	0.34	0.41	0.40

7.FINANCE

Effective Use of Assets

🔗 Average Collection Period (Days)

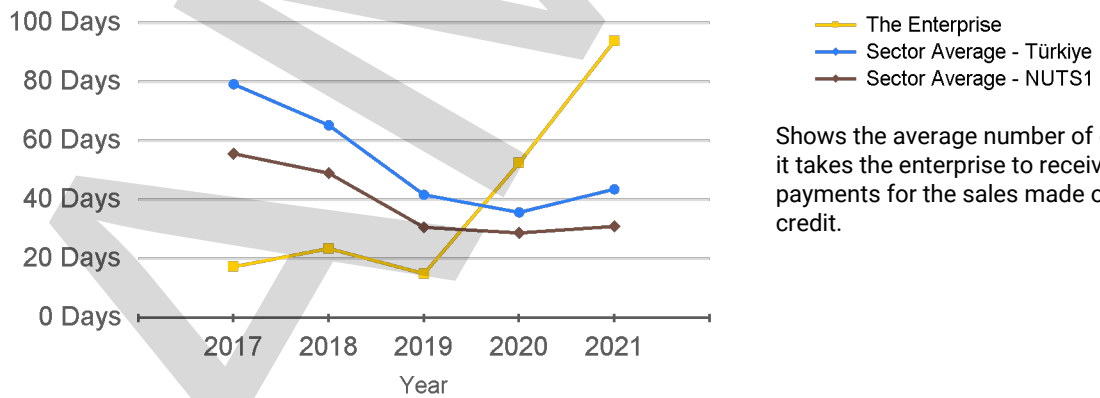
RA



	2017	2018	2019	2020	2021
The Enterprise	52	144	107	82	48
Sector Average - NUTS1	58	32	35	41	42
Sector Average - Türkiye	62	35	38	41	42

🔗 Inventory Turnover Period (Days)

RA

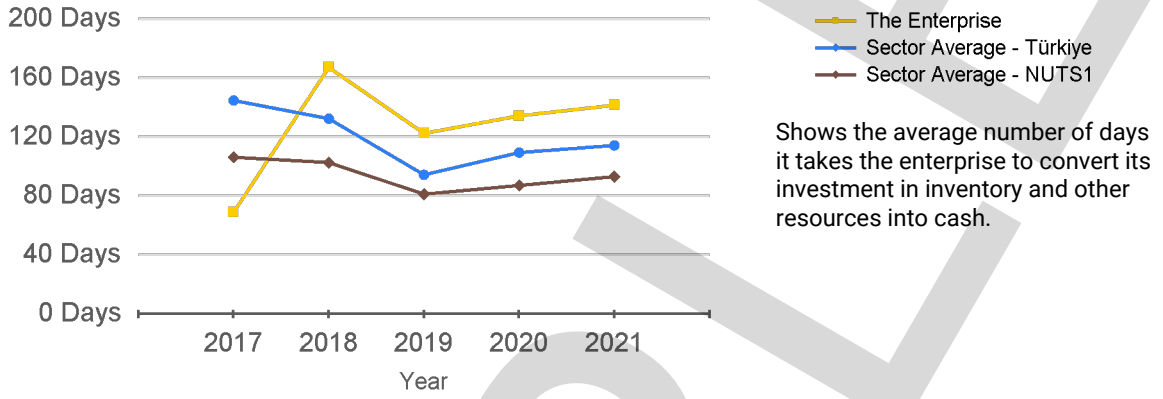


	2017	2018	2019	2020	2021
The Enterprise	17	24	15	53	94
Sector Average - NUTS1	56	49	31	29	31
Sector Average - Türkiye	79	65	42	36	44

7.FINANCE

🔗 Cash Conversion Cycle (Days)

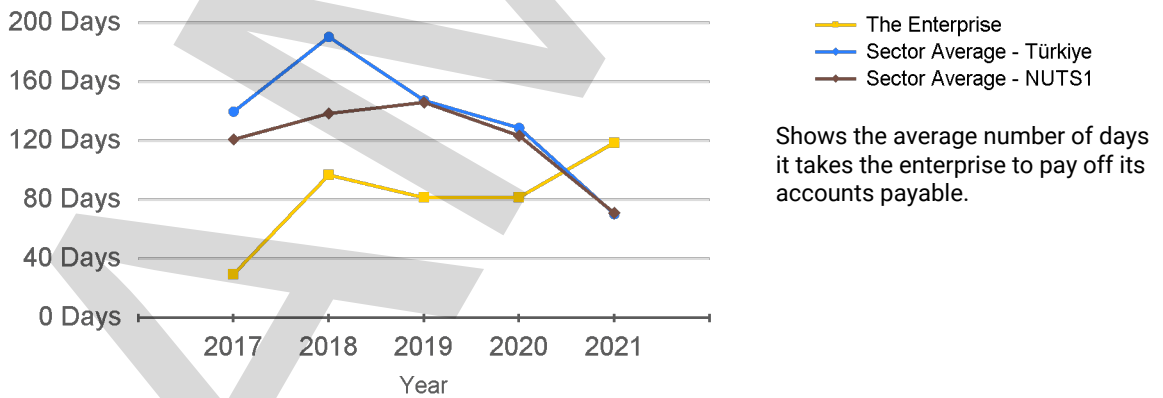
RA



	2017	2018	2019	2020	2021
The Enterprise	69	167	123	134	142
Sector Average - NUTS1	106	103	81	87	93
Sector Average - Türkiye	145	132	94	110	114

🔗 Accounts Payable Turnover Period (Days)

RA

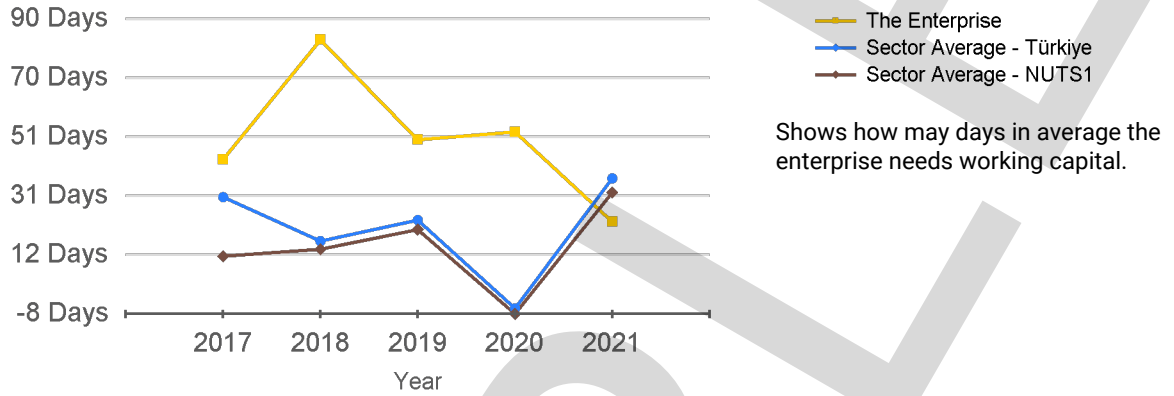


	2017	2018	2019	2020	2021
The Enterprise	30	97	82	82	119
Sector Average - NUTS1	121	139	146	124	71
Sector Average - Türkiye	140	191	148	129	71

7.FINANCE

Working Capital Turnover Period (Days)

RA

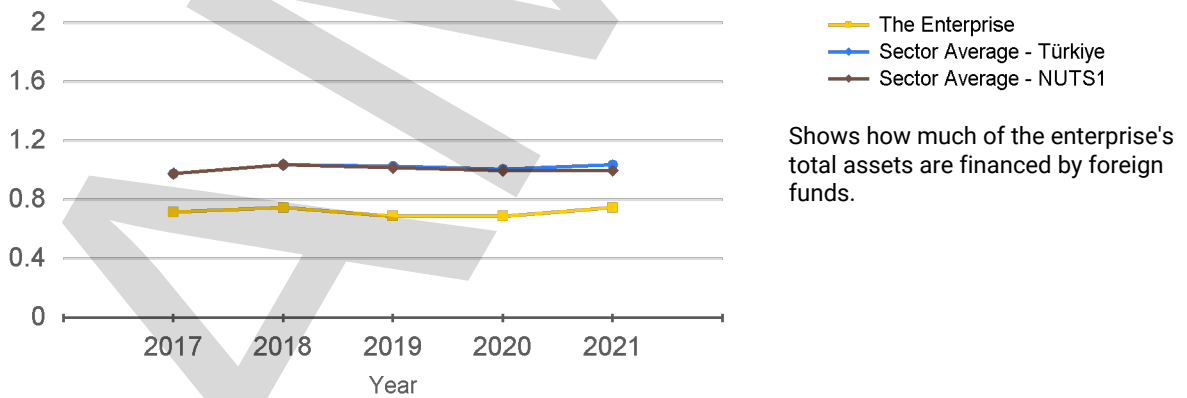


	2017	2018	2019	2020	2021
The Enterprise	43	83	50	53	23
Sector Average - NUTS1	11	14	20	-8	32
Sector Average - Türkiye	31	16	23	-6	37

Sources of Asset Financing

Leverage Ratio

RA

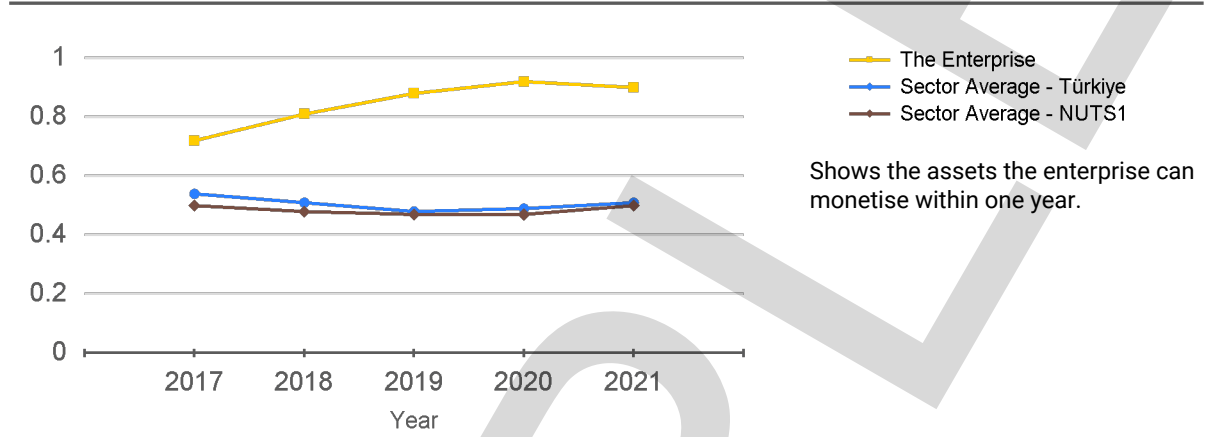


	2017	2018	2019	2020	2021
The Enterprise	0.72	0.75	0.69	0.69	0.75
Sector Average - NUTS1	0.98	1.04	1.02	1.00	1.00
Sector Average - Türkiye	0.98	1.04	1.03	1.01	1.04

7.FINANCE

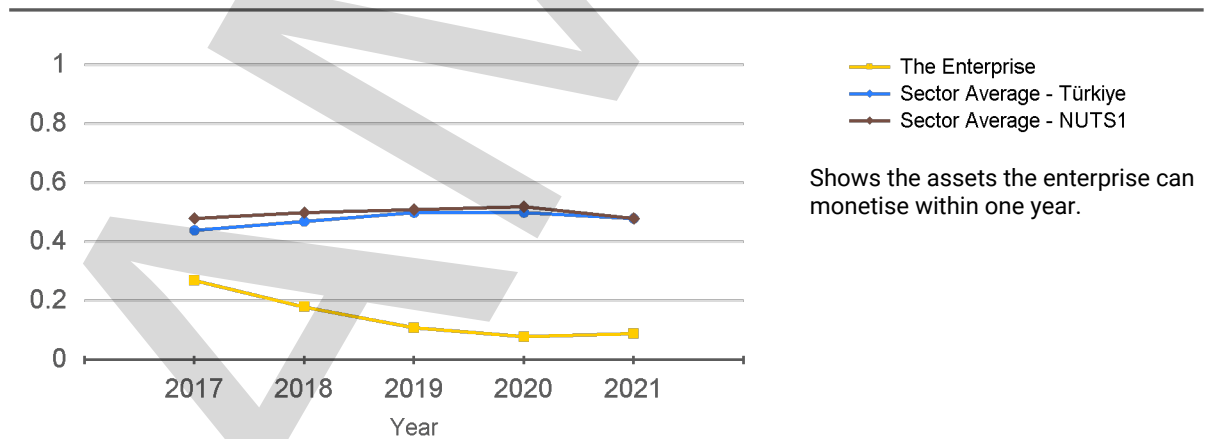
🔗 Asset – Resource Structure

The Share of Current Assets in Total Assets



	2017	2018	2019	2020	2021
The Enterprise	0.72	0.81	0.88	0.92	0.90
Sector Average - NUTS1	0.50	0.48	0.47	0.47	0.50
Sector Average - Türkiye	0.54	0.51	0.48	0.49	0.51

The Share of the Fixed Assets in Total Assets

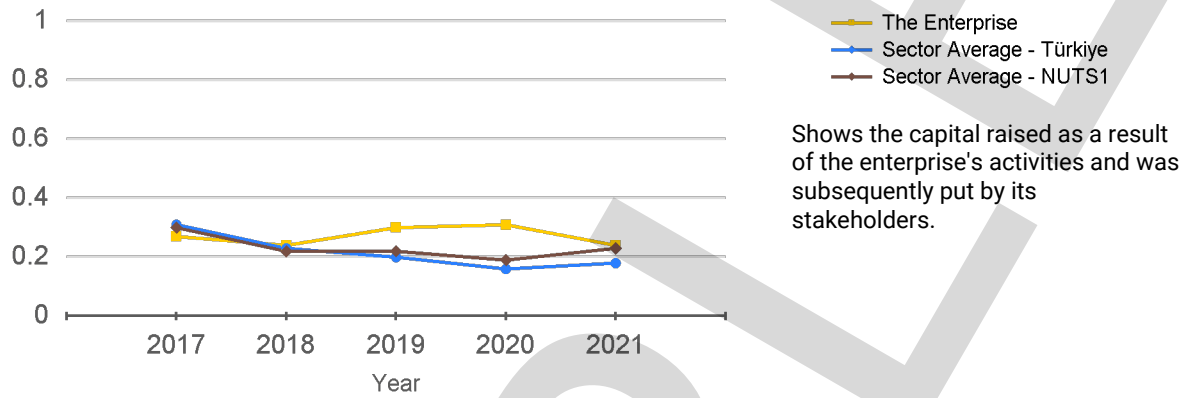


	2017	2018	2019	2020	2021
The Enterprise	0.27	0.18	0.11	0.08	0.09
Sector Average - NUTS1	0.48	0.50	0.51	0.52	0.48
Sector Average - Türkiye	0.44	0.47	0.50	0.50	0.48

7.FINANCE

The Share of Shareholders' Equity in Total Liabilities

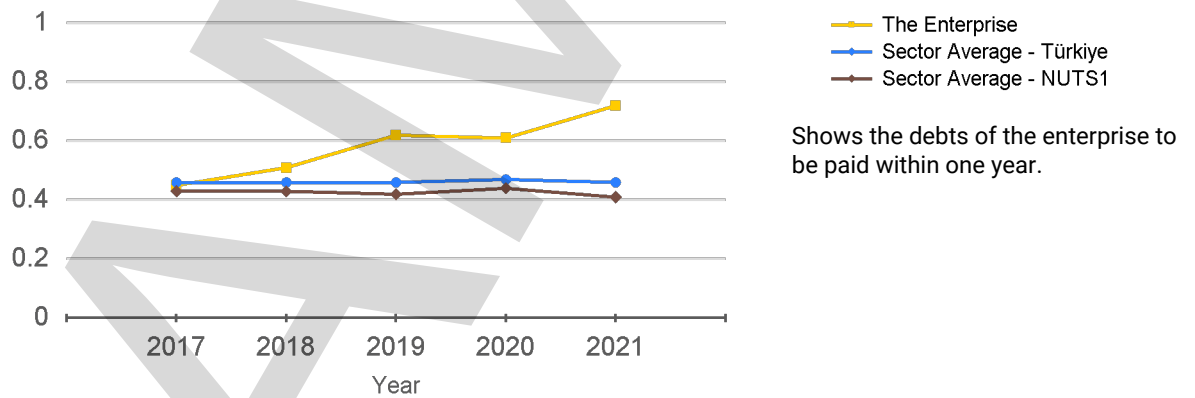
RA



	2017	2018	2019	2020	2021
The Enterprise	0.27	0.24	0.30	0.31	0.24
Sector Average - NUTS1	0.30	0.22	0.22	0.19	0.23
Sector Average - Türkiye	0.31	0.23	0.20	0.16	0.18

The Share of Short-Term Liabilities in Total Liabilities

RA

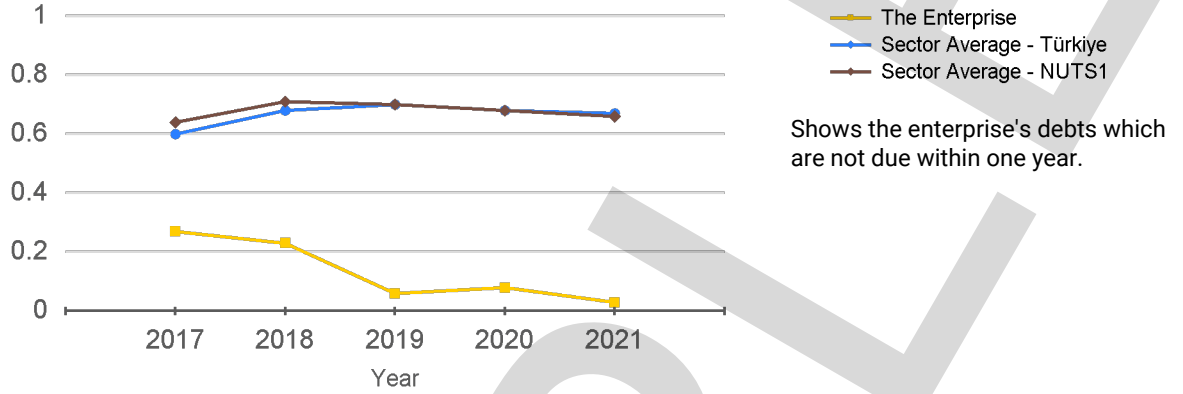


	2017	2018	2019	2020	2021
The Enterprise	0.45	0.51	0.62	0.61	0.72
Sector Average - NUTS1	0.43	0.43	0.42	0.44	0.41
Sector Average - Türkiye	0.46	0.46	0.46	0.47	0.46

7.FINANCE

The Share of Long-Term Liabilities in Total Liabilities

RA

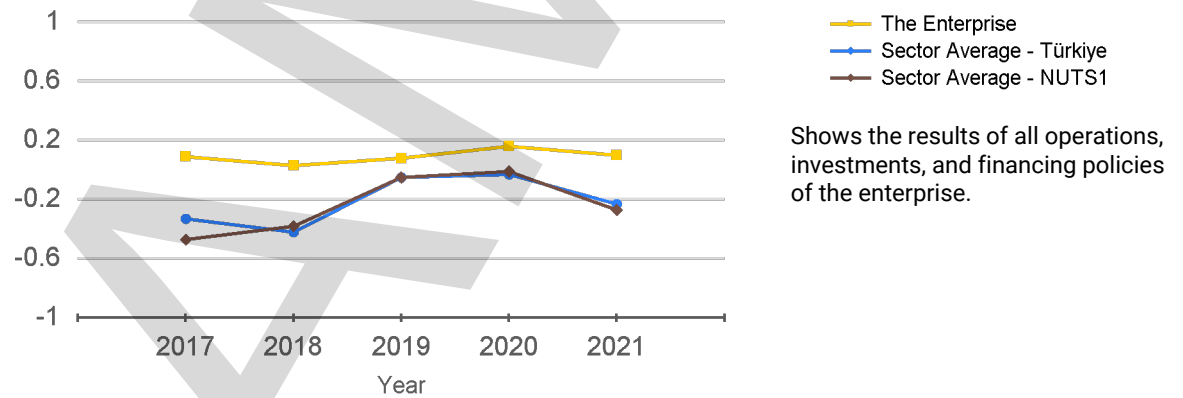


	2017	2018	2019	2020	2021
The Enterprise	0.27	0.23	0.06	0.08	0.03
Sector Average - NUTS1	0.64	0.71	0.70	0.68	0.66
Sector Average - Türkiye	0.60	0.68	0.70	0.68	0.67

Profitability Indicators

Profitability of Sales

RA

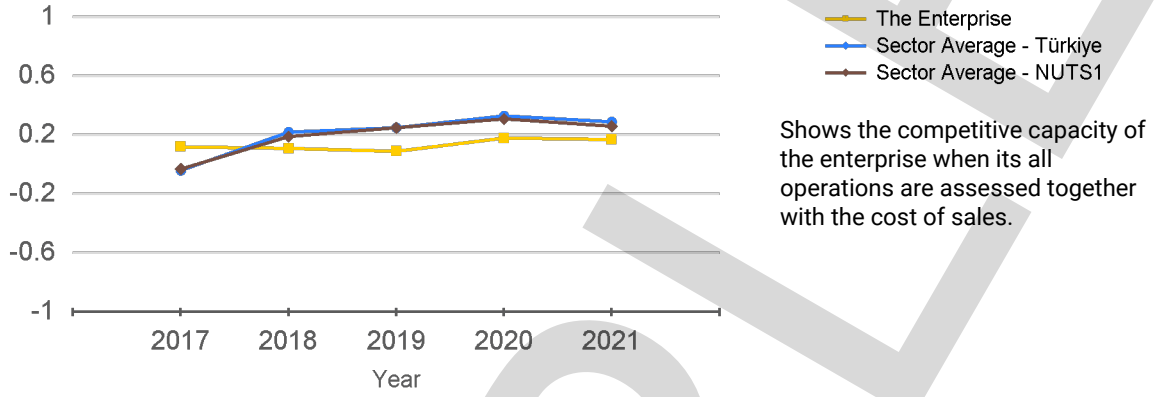


	2017	2018	2019	2020	2021
The Enterprise	0.09	0.03	0.08	0.16	0.10
Sector Average - NUTS1	-0.47	-0.38	-0.05	-0.01	-0.27
Sector Average - Türkiye	-0.33	-0.42	-0.05	-0.03	-0.23

7.FINANCE

Profitability of Activities

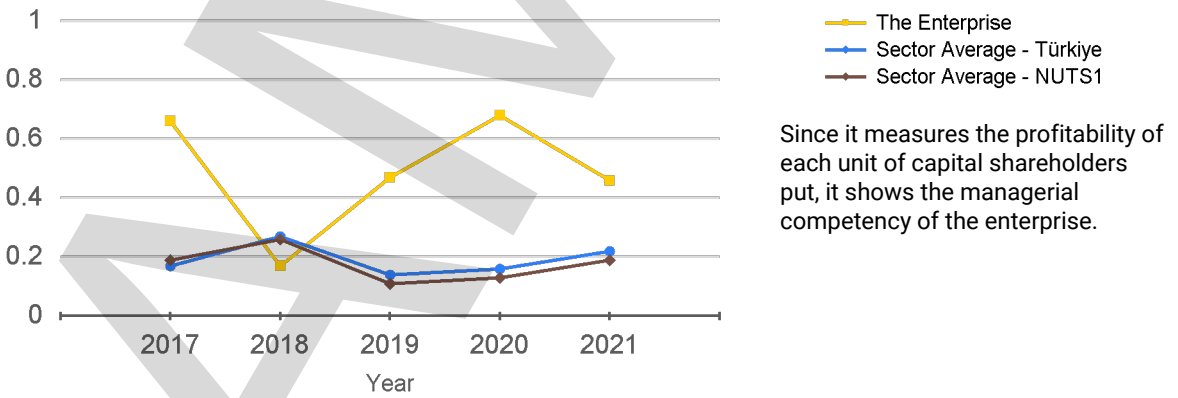
RA



	2017	2018	2019	2020	2021
The Enterprise	0.12	0.11	0.09	0.18	0.17
Sector Average - NUTS1	-0.03	0.19	0.25	0.31	0.26
Sector Average - Türkiye	-0.04	0.22	0.25	0.33	0.29

Profitability of Shareholders' Equity

RA



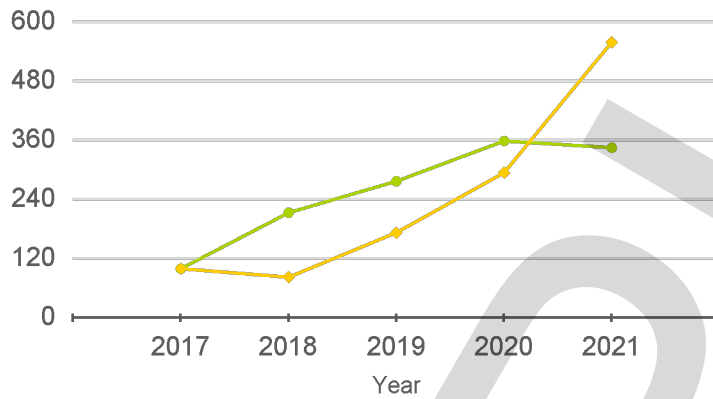
	2017	2018	2019	2020	2021
The Enterprise	0.66	0.17	0.47	0.68	0.46
Sector Average - NUTS1	0.19	0.26	0.11	0.13	0.19
Sector Average - Türkiye	0.17	0.27	0.14	0.16	0.22

7.FINANCE

🔗 Growth - Regression Indicators

Trade Receivables and Net Sales

RA

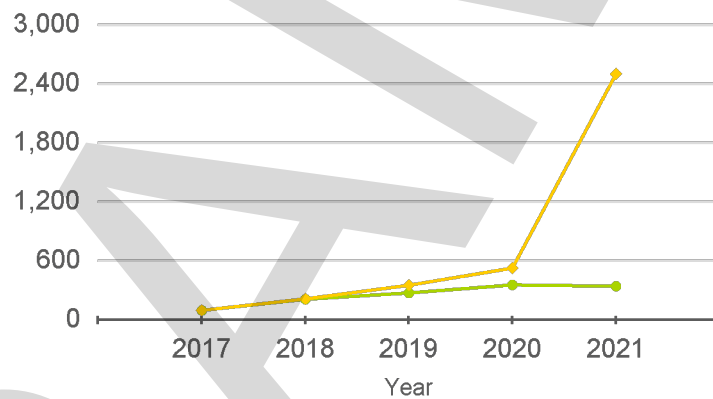


Assuming the starting values are 100 units, it shows the interaction between the trade receivables and net sales per year.

	2017	2018	2019	2020	2021
Trade Receivables	100.00	213.51	277.28	358.90	345.36
Net Sales	100.00	82.74	173.10	294.60	559.44

Trade Receivables and Trade Payables

RA



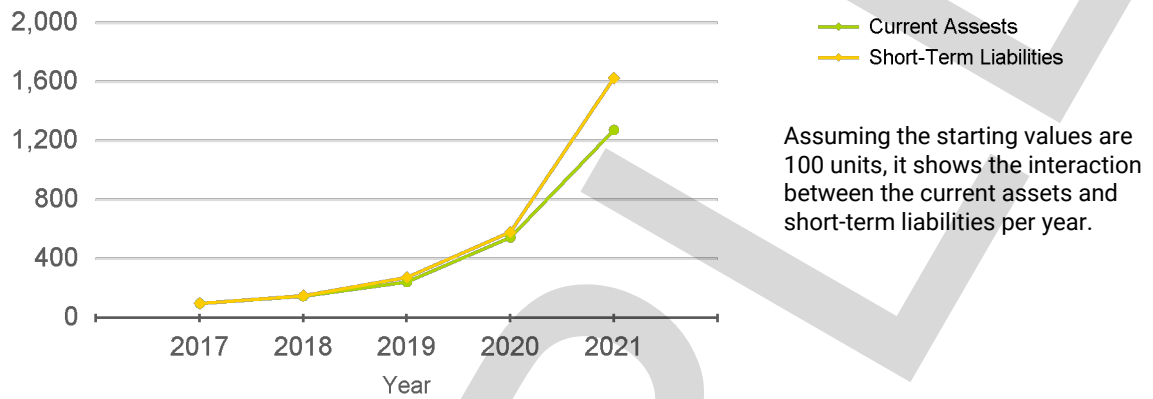
Assuming the starting values are 100 units, it shows the interaction between the trade receivables and trade payables per year.

	2017	2018	2019	2020	2021
Trade Receivables	100.00	213.51	277.28	358.90	345.36
Trade Payables	100.00	217.12	355.61	530.20	2,501.29

7.FINANCE

Current Assets and Short-Term Liabilities

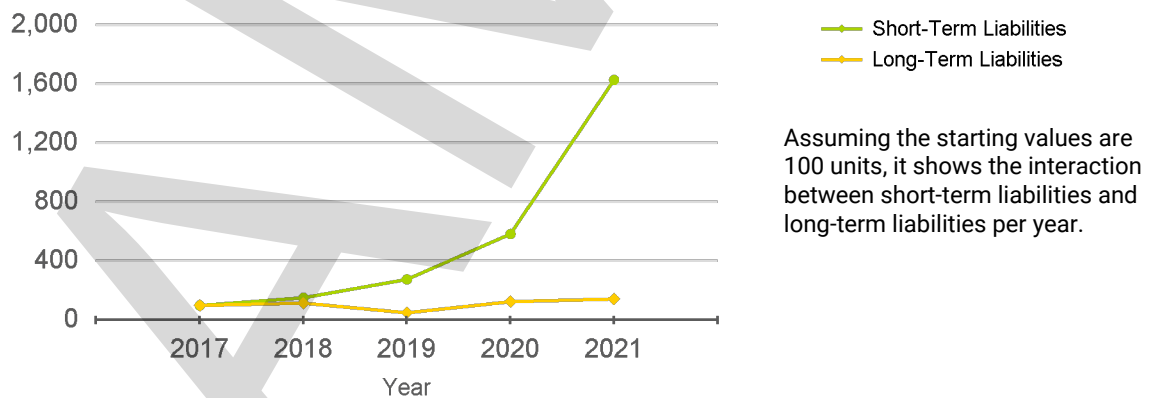
RA



	2017	2018	2019	2020	2021
Current Assests	100.00	149.34	245.32	547.12	1,275.45
Short-Term Liabilities	100.00	152.12	276.56	584.20	1,627.99

Short-Term Liabilities and Long-Term Liabilities

RA

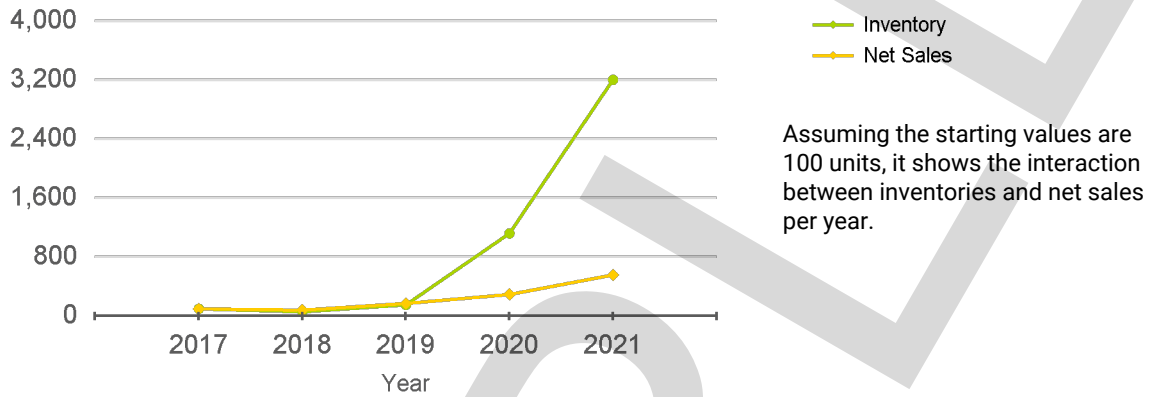


	2017	2018	2019	2020	2021
Short-Term Liabilities	100.00	152.12	276.56	584.20	1,627.99
Long-Term Liabilities	100.00	116.13	50.31	125.64	143.88

7.FINANCE

Inventory and Net Sales

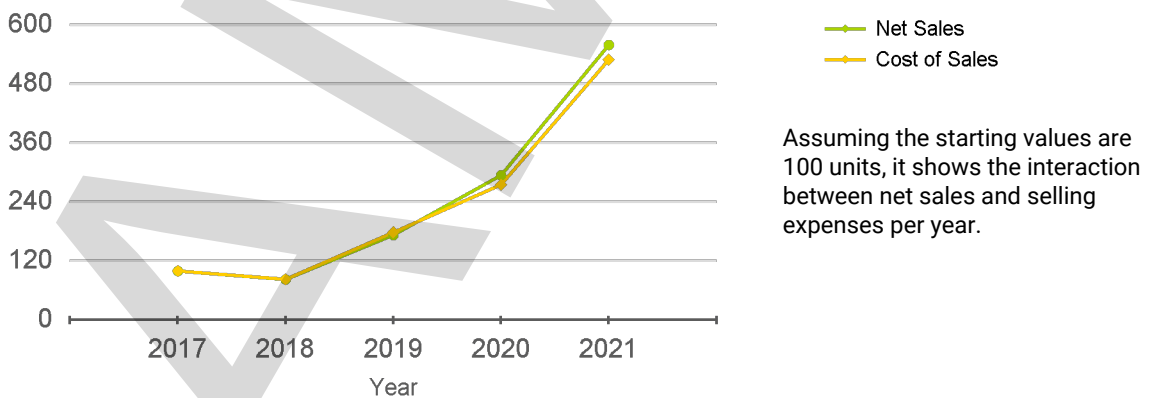
RA



	2017	2018	2019	2020	2021
Inventory	100.00	60.89	154.17	1,121.89	3,204.46
Net Sales	100.00	82.74	173.10	294.60	559.44

Net Sales and Cost of Sales

RA

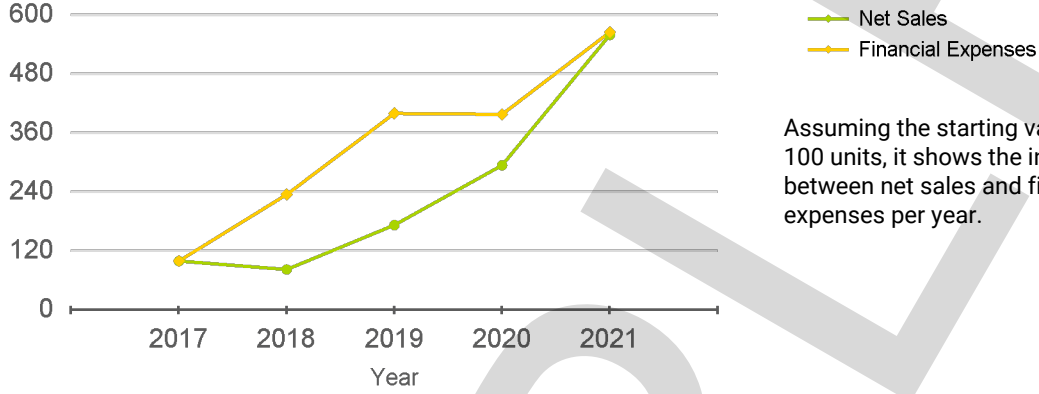


	2017	2018	2019	2020	2021
Net Sales	100.00	82.74	173.10	294.60	559.44
Cost of Sales	100.00	83.24	178.59	275.50	529.53

7.FINANCE

Net Sales and Financial Expenses

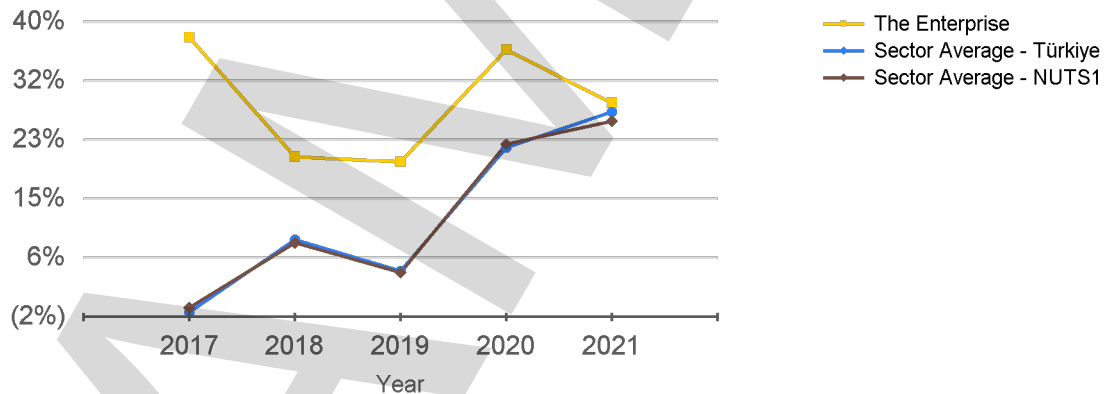
RA



	2017	2018	2019	2020	2021
Net Sales	100.00	82.74	173.10	294.60	559.44
Financial Expenses	100.00	235.12	400.01	398.08	565.17

Earnings Before Interest, Tax, Depreciation, and Amortization (RATIO)

RA



	2017	2018	2019	2020	2021
The Enterprise	37,81%	20,81%	20,11%	36,05%	28,46%
Sector Average - NUTS1	-0,64%	8,60%	4,36%	22,63%	25,89%
Sector Average - Türkiye	-1,28%	9,03%	4,58%	22,14%	27,22%

Earnings Before Interest, Tax, Depreciation, and Amortization – EBITDA is an important indicator not only for profitability performance but also for business purchases. Since it presents the earning potential of the business, it hints the business value in the most general way. A high rate affects the market value of the enterprise positively.

*EBITDA: Earnings Before Interest, Tax, Depreciation, and Amortization

