



# ENTERPRISE ASSESSMENT REPORT



**COMPANY  
NAME**

XYZ EXAMPLE LTD

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**TAX ID  
NUMBER**

1234567890

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**REPORT DATA  
PERIOD**

01 January - 31 December 2021

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## CONTENT

### About This Report

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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](mailto:idr@kosgeb.gov.tr) for your comments and suggestions.

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### Abbreviations

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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

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

## 2. GENERAL RANKINGS

### Net Sales\*

RA, 2021



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



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



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



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



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.



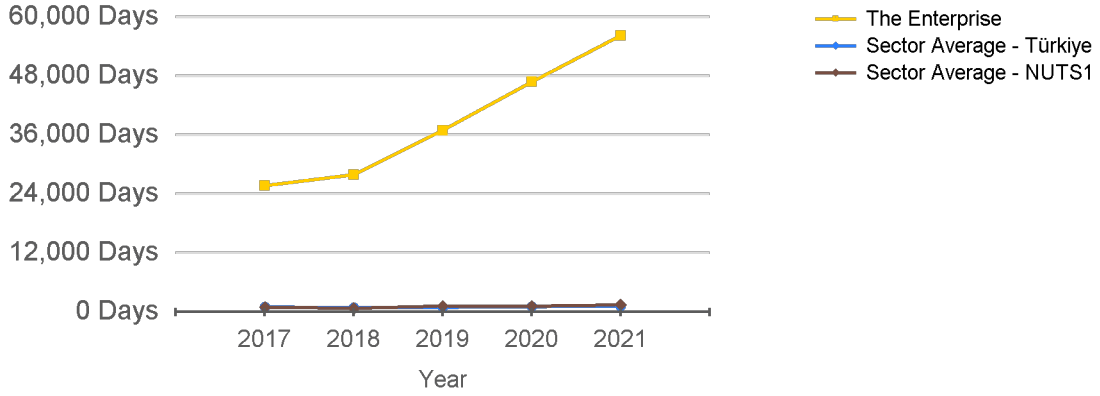
Regarding the total number of social security premium days for employees, the enterprise ranked 21th out of 824 peers in its sector in the TR5 - West Anatolia region.

\* 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

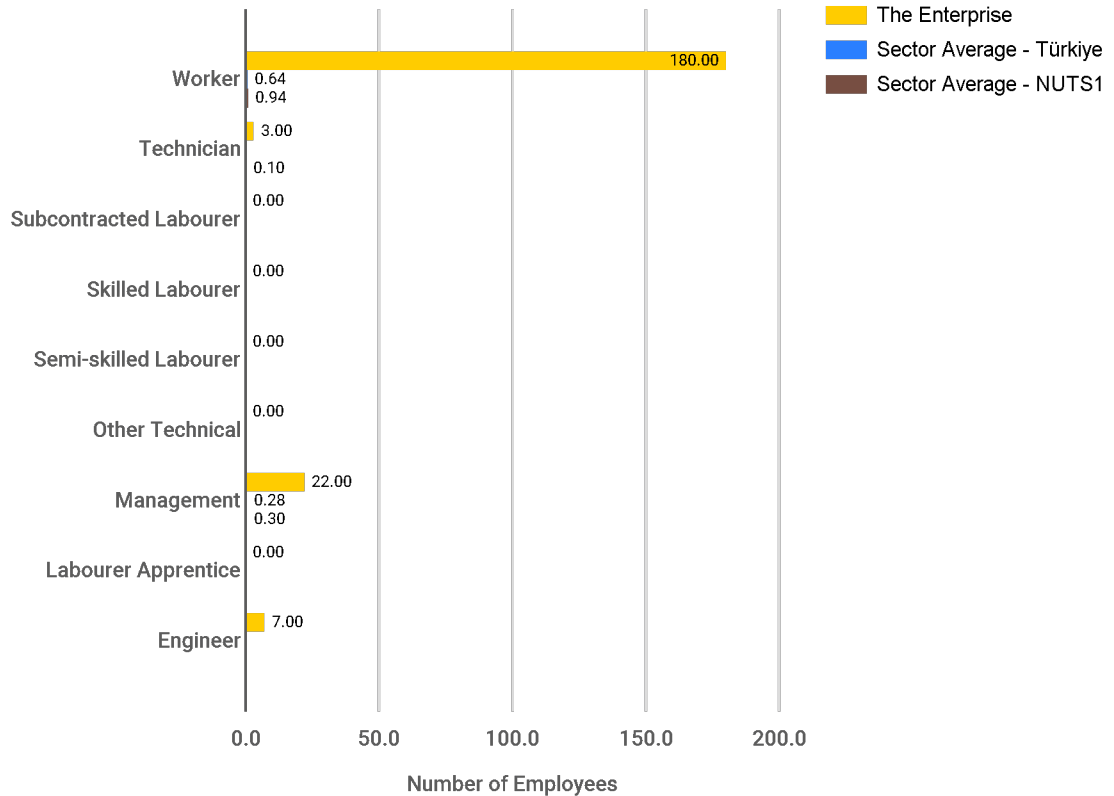
SSI



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

#### Number of Employees per Annum According to the Annual Operating Statement

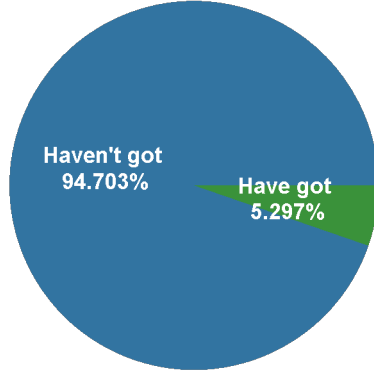
MOIT, 2021



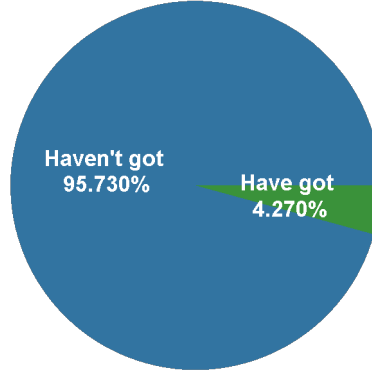
## 4.R&D, INNOVATION AND BRANDING

### Trademark Registration Breakdown

TURKPATENT



Türkiye



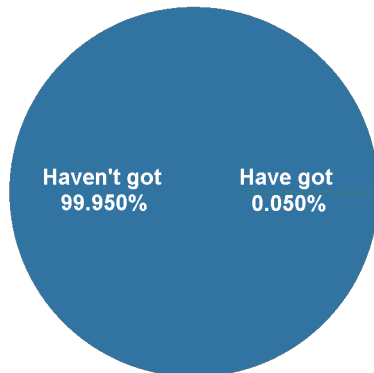
TR5 - West Anatolia

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

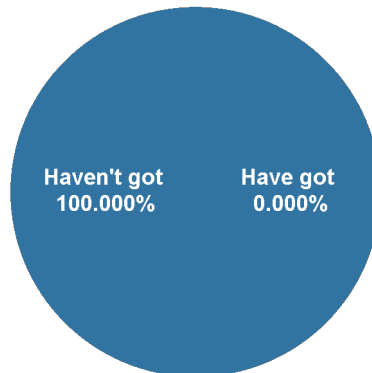
The percentage of the enterprises that had held a trademark between the years 2017 and 2021: 5.297% in Türkiye, 4.270% in TR5 - West Anatolia.

### Patent Holders Breakdown

TURKPATENT



Türkiye



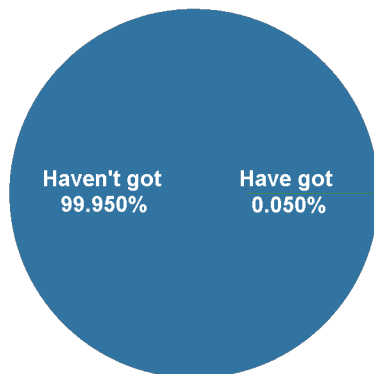
TR5 - West Anatolia

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

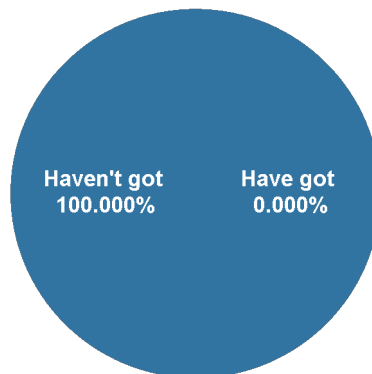
The percentage of the enterprises that had held a patent between the years 2017 and 2021: 0.050% in Türkiye, 0.000% in TR5 - West Anatolia.

### Utility Model Holders Breakdown

TURKPATENT



Türkiye



TR5 - West Anatolia

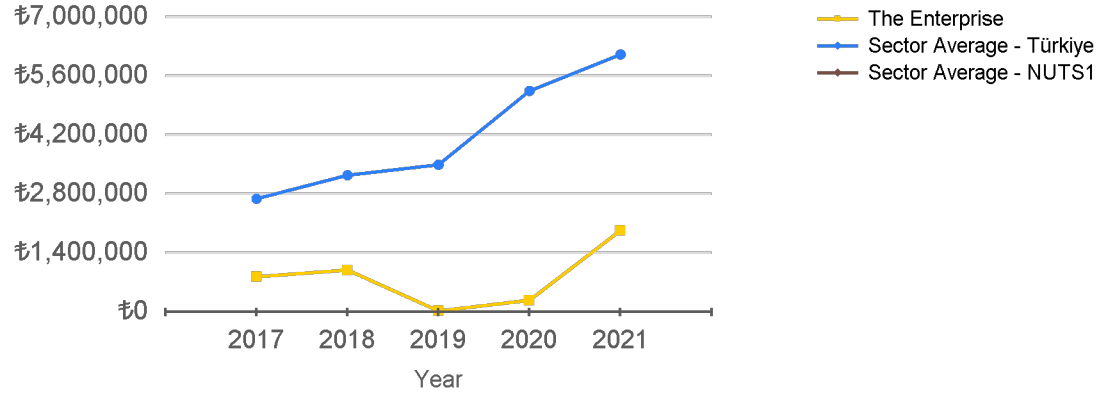
The enterprise is among the companies that **didn't held rights of a utility model** between 2017 and 2021.

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



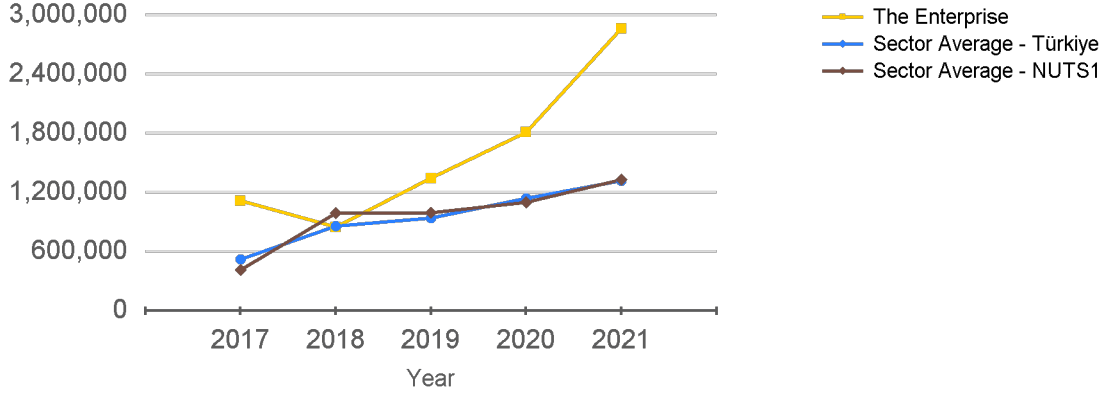
	2017	2018	2019	2020	2021
<b>The Enterprise</b>	840,962.44	1,000,232.33	30,261.65	284,278.02	1,939,128.12
<b>Sector Average - NUTS1</b>	--	--	--	--	--
<b>Sector Average - Türkiye</b>	2,689,971.36	3,248,690.31	3,497,089.2	5,247,782.44	6,111,369.94



## 5.PRODUCTIVITY

### Labour Productivity: Net Sales / Number of Employees

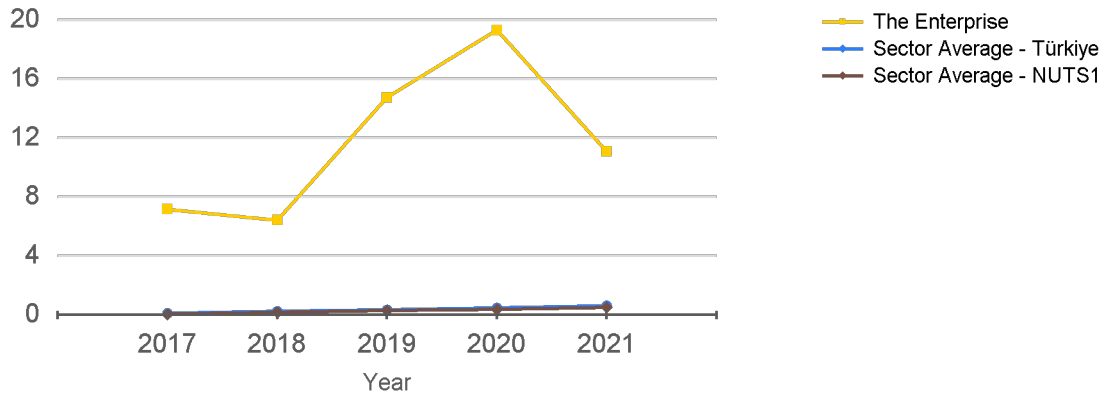
RA, SSI



	2017	2018	2019	2020	2021
<b>The Enterprise</b>	1,118,170.49	851,785.23	1,346,903.81	1,811,366.03	2,863,307.53
<b>Sector Average - NUTS1</b>	416,108.67	990,822.43	995,419.49	1,101,730.47	1,330,967.60
<b>Sector Average - Türkiye</b>	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

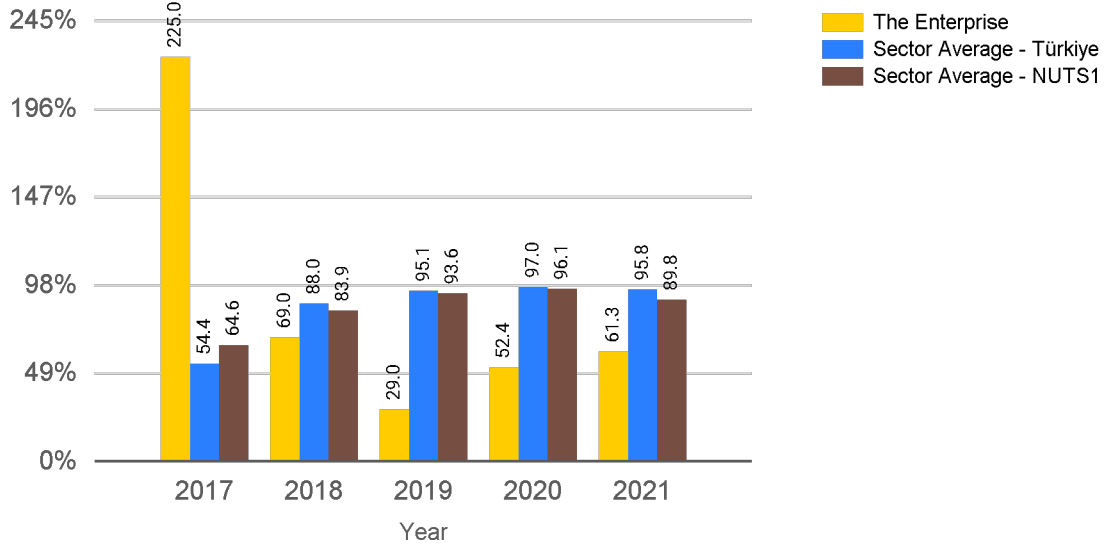


	2017	2018	2019	2020	2021
<b>The Enterprise</b>	7.17	6.43	14.76	19.32	11.09
<b>Sector Average - NUTS1</b>	0.08	0.20	0.32	0.40	0.53
<b>Sector Average - Türkiye</b>	0.13	0.27	0.37	0.50	0.64

## 5.PRODUCTIVITY

### Capacity Utilisation Ratio

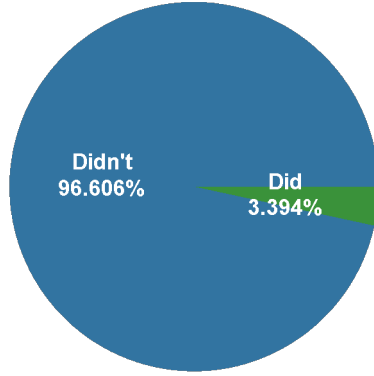
MOIT



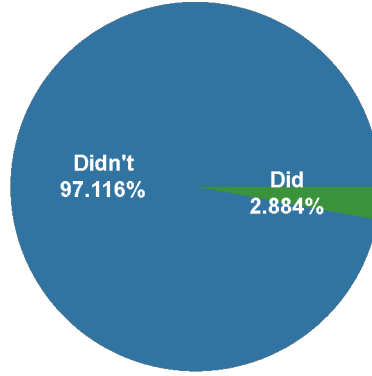
## 6.EXPORTATION

### Exportation Breakdown

MOT, 2017-2021



Türkiye



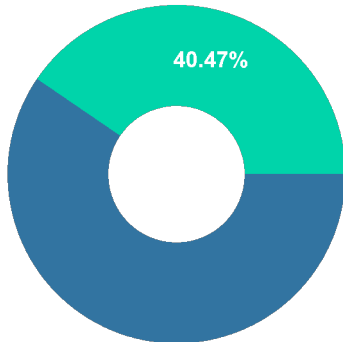
TR5 - West Anatolia

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

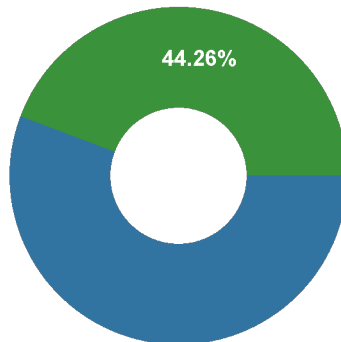
The percentage of the exporting enterprises between the years 2017 and 2021: 3.394% in Türkiye, 2.884% in TR5 - West Anatolia.

### The Percentage of the Export Sales in the Total Sales

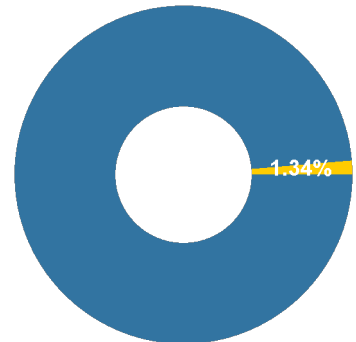
RA, 2017-2021



Türkiye



Sektör TR5 - West Anatolia



The Enterprise

### Total Amount of Exports

MOT



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



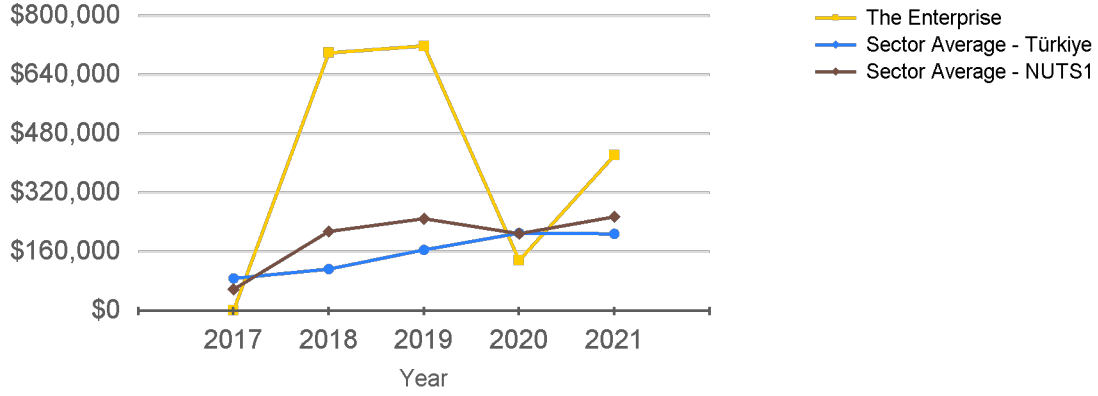
Regarding the total amount of exports between 2017 and 2021, the enterprise ranked 10th out of 77 peers in its sector in the TR5 - West Anatolia region.

\*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
<b>The Enterprise</b>	\$2,361.78	\$699,967.34	\$718,938.21	\$137,469.48	\$422,193.14
<b>Sector Average - NUTS1</b>	\$59,315.2	\$216,169.83	\$250,763.73	\$210,213.85	\$255,911.85
<b>Sector Average - Türkiye</b>	\$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

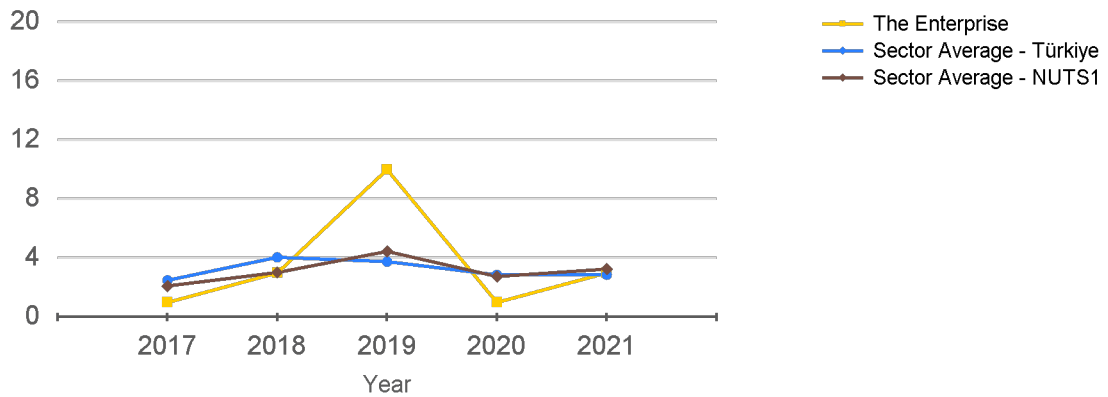
### Top Five Target Countries by the Enterprise's Total Amount of Exports

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

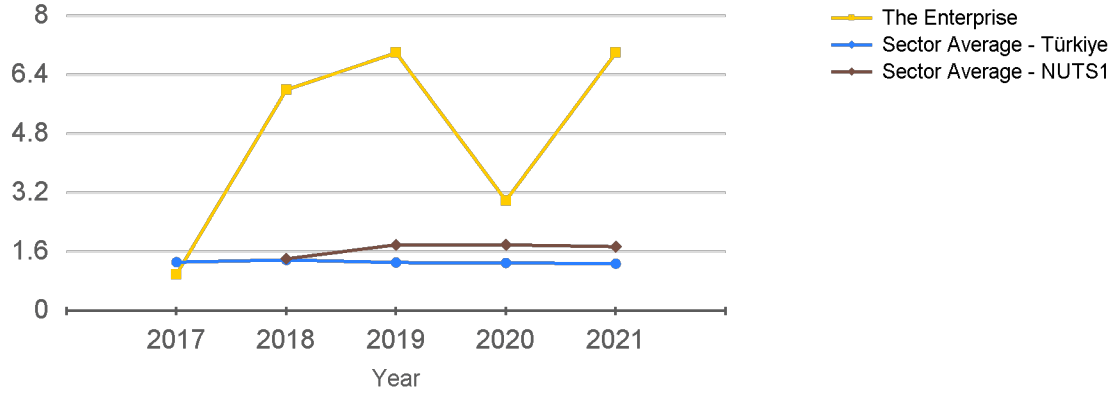


	2017	2018	2019	2020	2021
<b>The Enterprise</b>	1.00	3.00	10.00	1.00	3.00
<b>Sector Average - NUTS1</b>	2.12	3.03	4.46	2.76	3.26
<b>Sector Average - Türkiye</b>	2.50	4.06	3.77	2.87	2.88

## 6.EXPORTATION

### 🔗 Average Number of the Export Target Countries per Annum

MOT



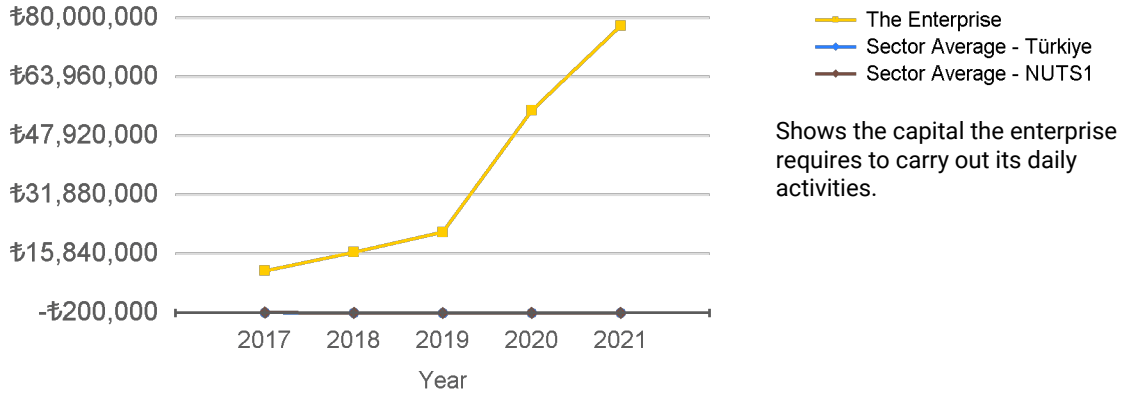
	2017	2018	2019	2020	2021
<b>The Enterprise</b>	1	6	7	3	7
<b>Sector Average - NUTS1</b>	--	1	2	2	2
<b>Sector Average - Türkiye</b>	1	1	1	1	1

## 7.FINANCE

### Solvency

#### Net Working Capital

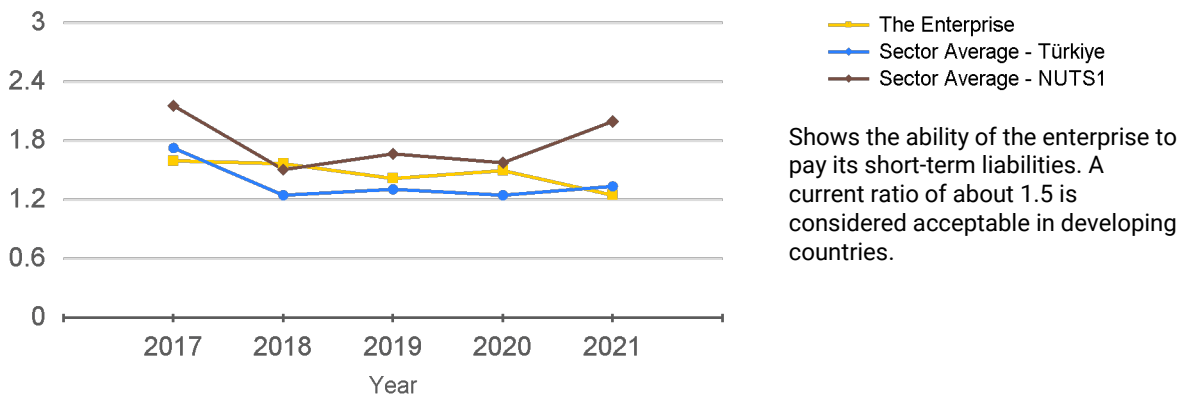
RA



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

#### Current Ratio

RA

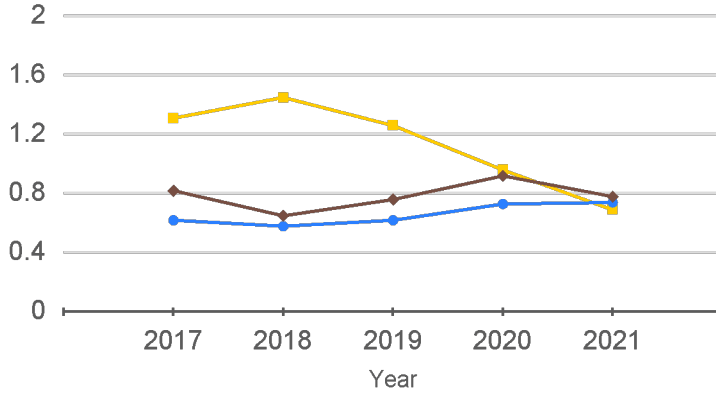


	2017	2018	2019	2020	2021
<b>The Enterprise</b>	1.60	1.57	1.42	1.50	1.25
<b>Sector Average - NUTS1</b>	2.16	1.51	1.67	1.58	2.00
<b>Sector Average - Türkiye</b>	1.73	1.25	1.31	1.25	1.34

## 7.FINANCE

### Quick (Acid-Test) Ratio

RA

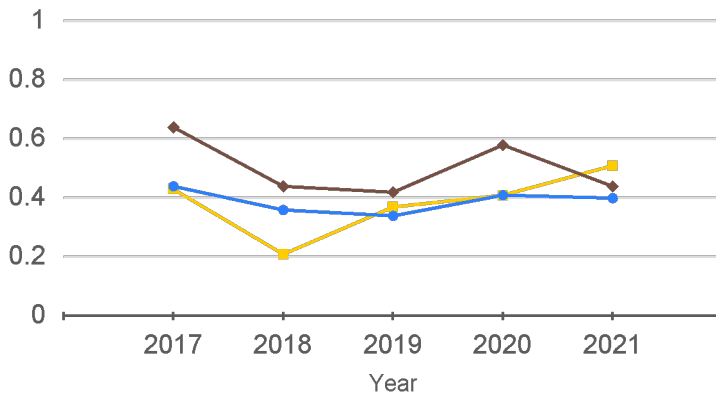


Shows the ability of the enterprise to cover its short-term liabilities with its quick assets. A ratio of about 1.0 is considered sufficient.

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

### Cash Ratio

RA



Shows the ability of the enterprise to cover its short-term liabilities with its cash and marketable securities. Although it varies by the sector, generally it's considered sufficient to be about 0.20.

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

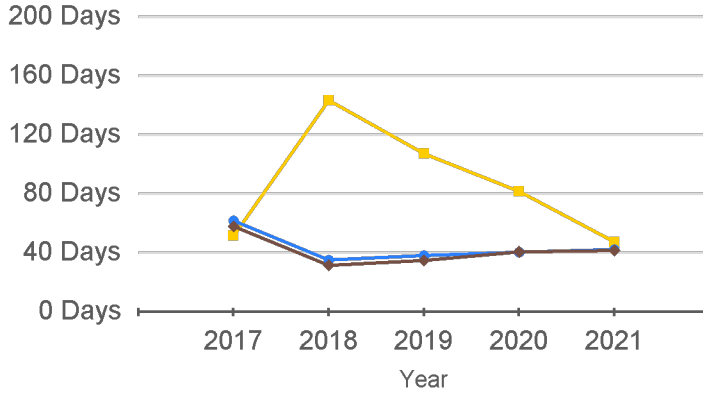


## 7.FINANCE

### Effective Use of Assets

#### 🔗 Average Collection Period (Days)

RA

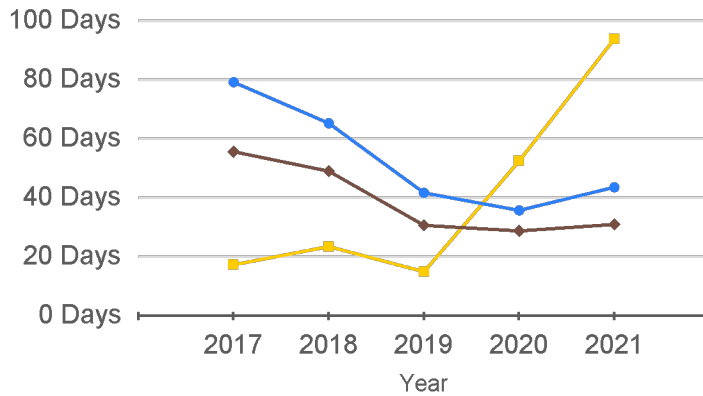


Shows the average number of days it takes the enterprise to sell and replace its inventory.

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

#### 🔗 Inventory Turnover Period (Days)

RA



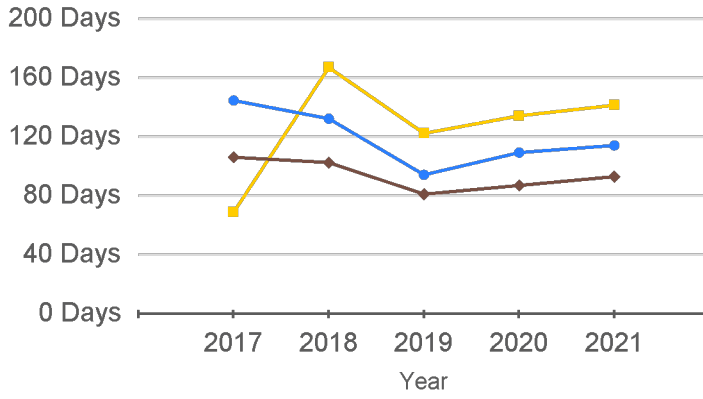
Shows the average number of days it takes the enterprise to receive payments for the sales made on credit.

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

## 7.FINANCE

### 🔗 Cash Conversion Cycle (Days)

RA

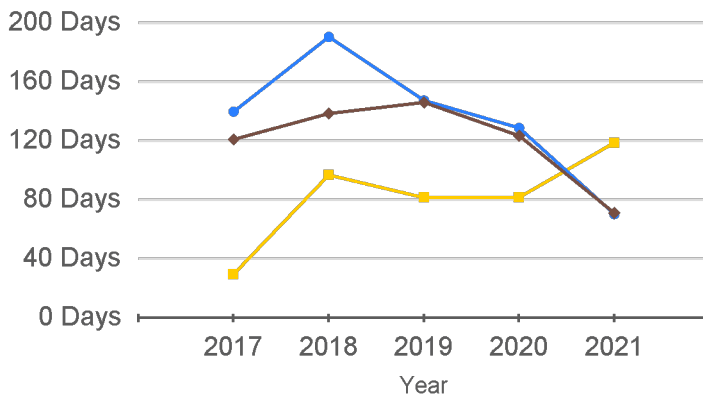


Shows the average number of days it takes the enterprise to convert its investment in inventory and other resources into cash.

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

### 🔗 Accounts Payable Turnover Period (Days)

RA



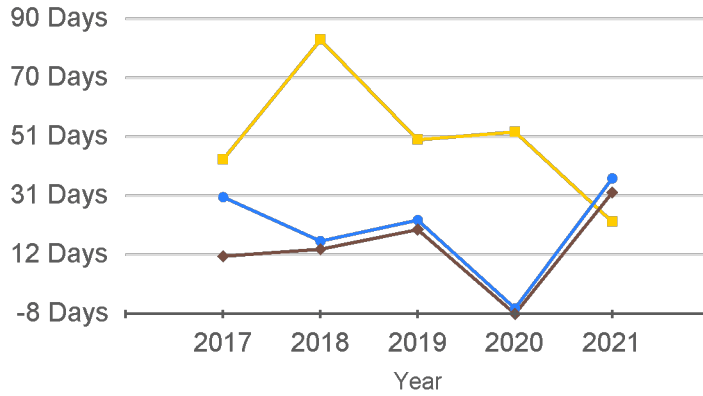
Shows the average number of days it takes the enterprise to pay off its accounts payable.

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

## 7.FINANCE

### Working Capital Turnover Period (Days)

RA



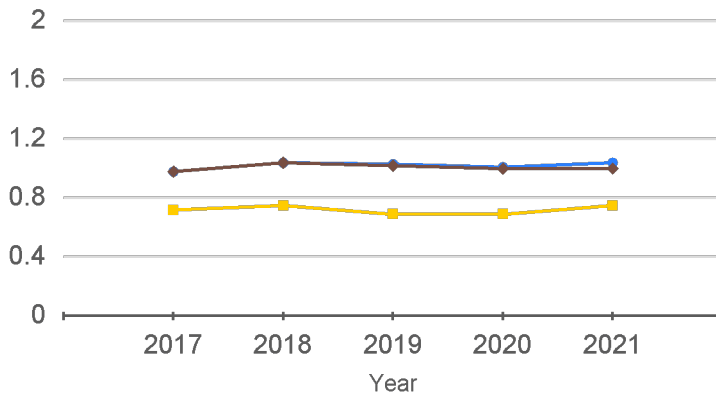
Shows how many days in average the enterprise needs working capital.

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

## Sources of Asset Financing

### Leverage Ratio

RA



Shows how much of the enterprise's total assets are financed by foreign funds.

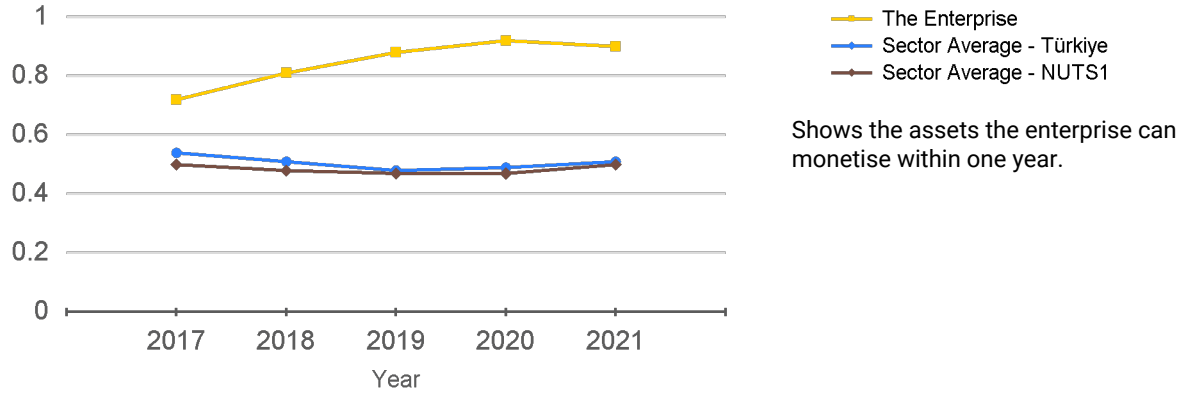
	2017	2018	2019	2020	2021
<b>The Enterprise</b>	0.72	0.75	0.69	0.69	0.75
<b>Sector Average - NUTS1</b>	0.98	1.04	1.02	1.00	1.00
<b>Sector Average - Türkiye</b>	0.98	1.04	1.03	1.01	1.04

## 7.FINANCE

### 🔗 Asset – Resource Structure

#### The Share of Current Assets in Total Assets

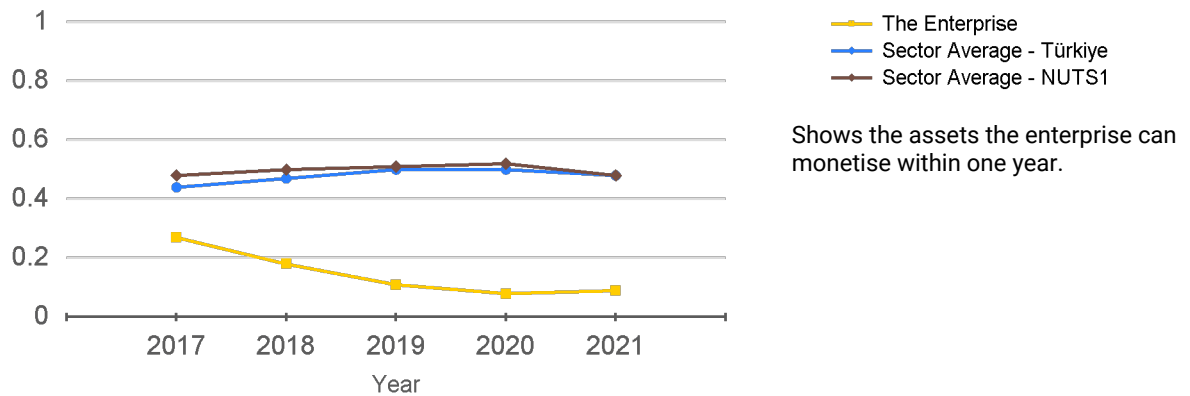
RA



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

#### The Share of the Fixed Assets in Total Assets

RA

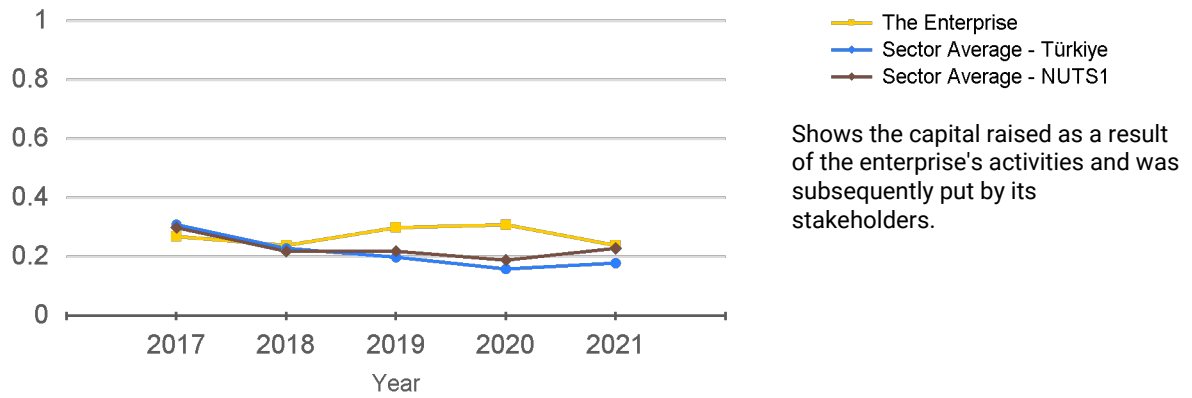


	2017	2018	2019	2020	2021
<b>The Enterprise</b>	0.27	0.18	0.11	0.08	0.09
<b>Sector Average - NUTS1</b>	0.48	0.50	0.51	0.52	0.48
<b>Sector Average - Türkiye</b>	0.44	0.47	0.50	0.50	0.48

## 7.FINANCE

### The Share of Shareholders' Equity in Total Liabilities

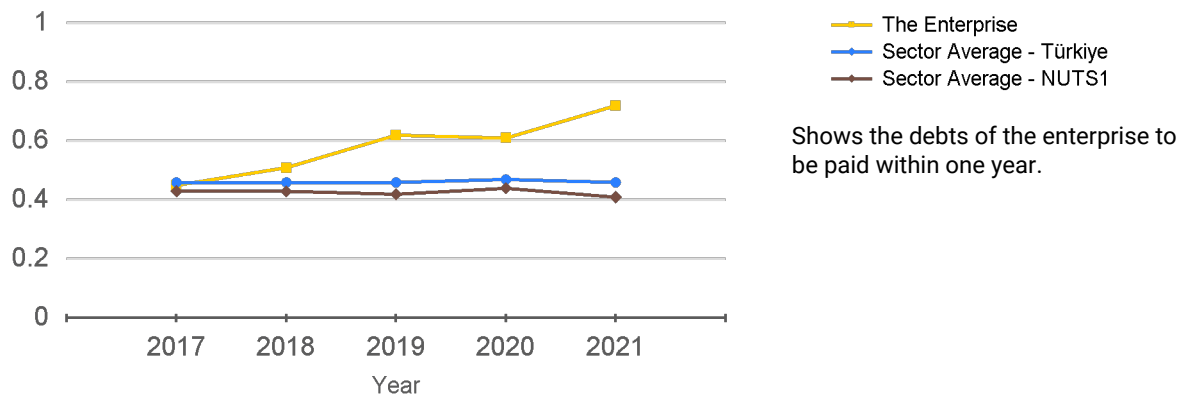
RA



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

### The Share of Short-Term Liabilities in Total Liabilities

RA

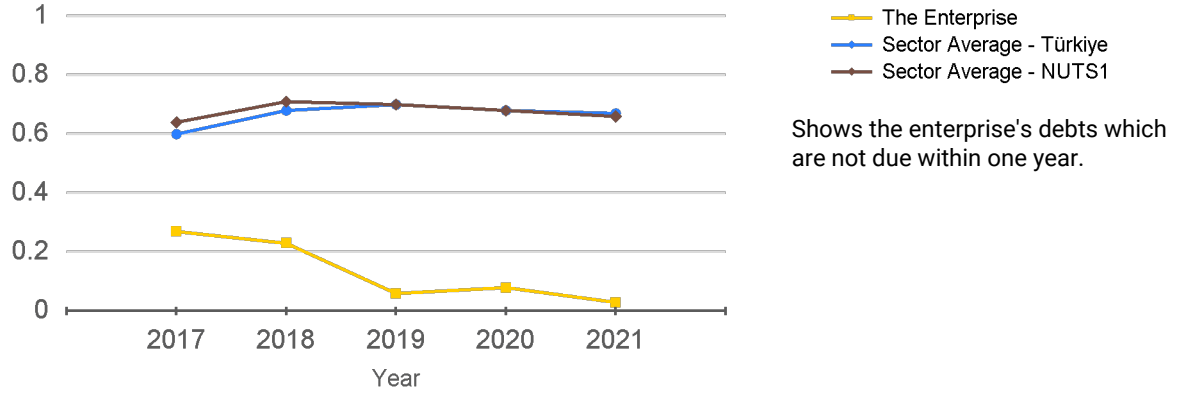


	2017	2018	2019	2020	2021
<b>The Enterprise</b>	0.45	0.51	0.62	0.61	0.72
<b>Sector Average - NUTS1</b>	0.43	0.43	0.42	0.44	0.41
<b>Sector Average - Türkiye</b>	0.46	0.46	0.46	0.47	0.46

## 7.FINANCE

### The Share of Long-Term Liabilities in Total Liabilities

RA

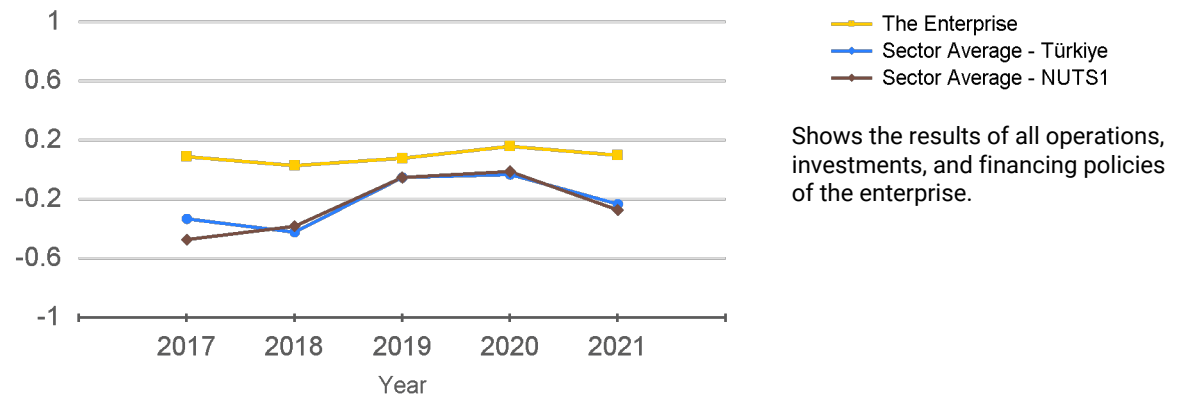


	2017	2018	2019	2020	2021
<b>The Enterprise</b>	0.27	0.23	0.06	0.08	0.03
<b>Sector Average - NUTS1</b>	0.64	0.71	0.70	0.68	0.66
<b>Sector Average - Türkiye</b>	0.60	0.68	0.70	0.68	0.67

## Profitability Indicators

### Profitability of Sales

RA

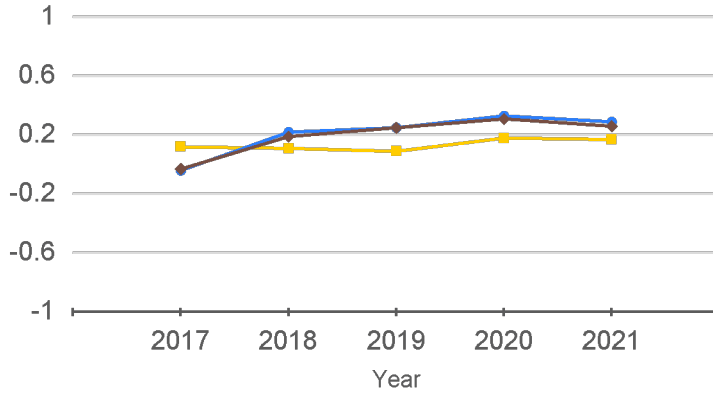


	2017	2018	2019	2020	2021
<b>The Enterprise</b>	0.09	0.03	0.08	0.16	0.10
<b>Sector Average - NUTS1</b>	-0.47	-0.38	-0.05	-0.01	-0.27
<b>Sector Average - Türkiye</b>	-0.33	-0.42	-0.05	-0.03	-0.23

## 7.FINANCE

### Profitability of Activities

RA

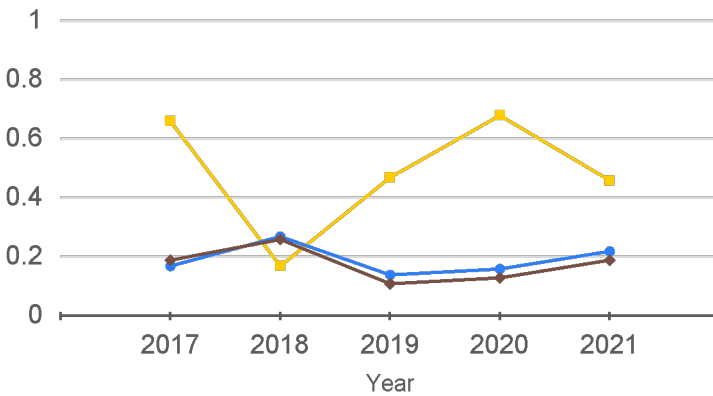


Shows the competitive capacity of the enterprise when its all operations are assessed together with the cost of sales.

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

### Profitability of Shareholders' Equity

RA



Since it measures the profitability of each unit of capital shareholders put, it shows the managerial competency of the enterprise.

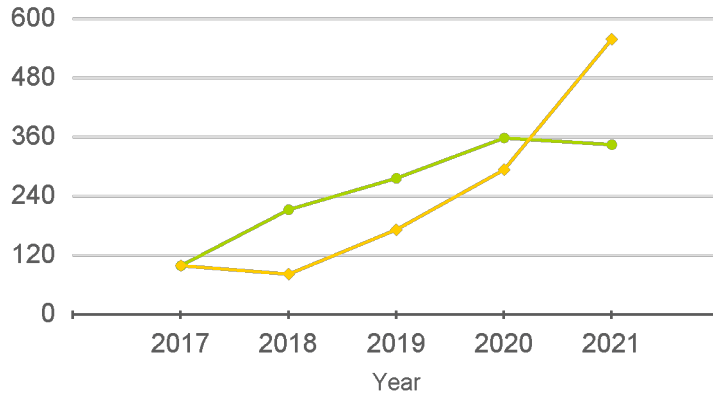
	2017	2018	2019	2020	2021
<b>The Enterprise</b>	0.66	0.17	0.47	0.68	0.46
<b>Sector Average - NUTS1</b>	0.19	0.26	0.11	0.13	0.19
<b>Sector Average - Türkiye</b>	0.17	0.27	0.14	0.16	0.22

## 7.FINANCE

### Growth - Regression Indicators

#### Trade Receivables and Net Sales

RA



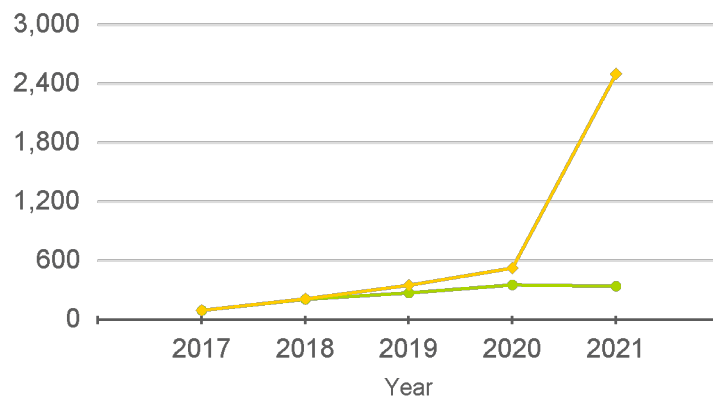
Trade Receivables  
Net Sales

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
<b>Trade Receivables</b>	100.00	213.51	277.28	358.90	345.36
<b>Net Sales</b>	100.00	82.74	173.10	294.60	559.44

#### Trade Receivables and Trade Payables

RA



Trade Receivables  
Trade Payables

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

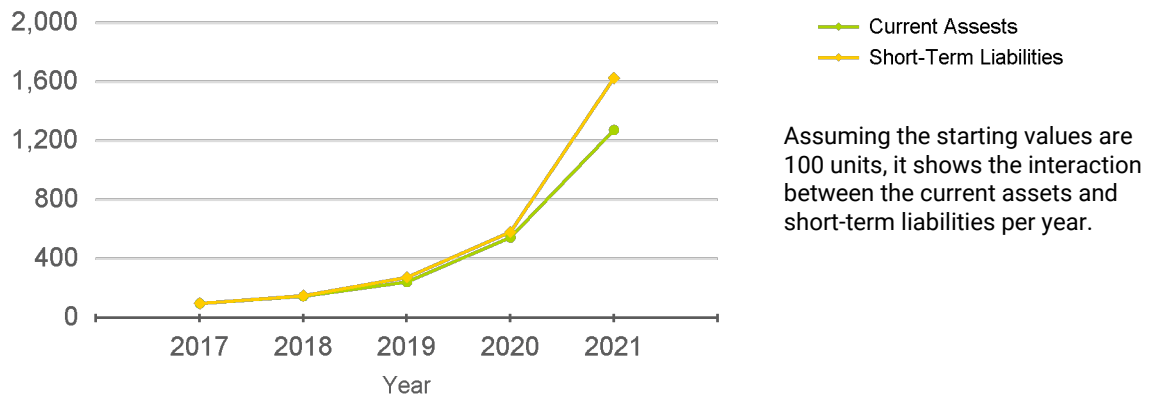
	2017	2018	2019	2020	2021
<b>Trade Receivables</b>	100.00	213.51	277.28	358.90	345.36
<b>Trade Payables</b>	100.00	217.12	355.61	530.20	2,501.29



## 7.FINANCE

### Current Assets and Short-Term Liabilities

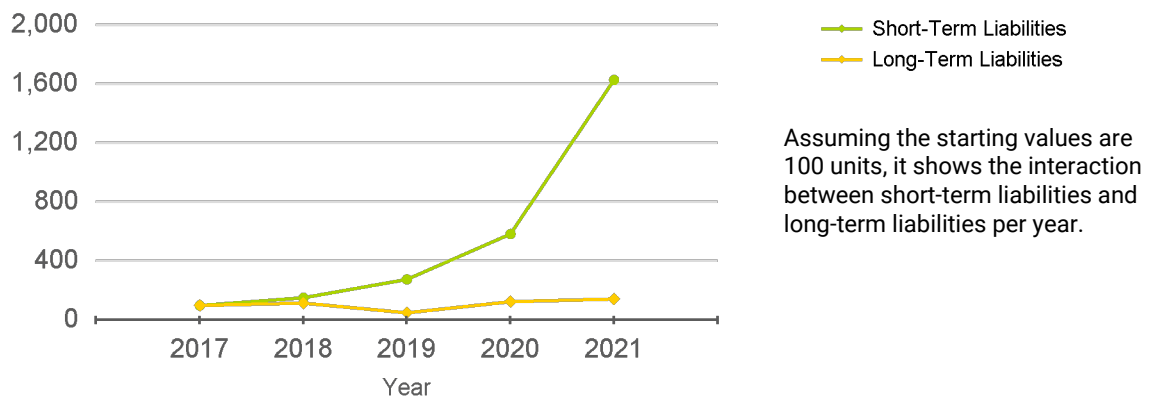
RA



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

### Short-Term Liabilities and Long-Term Liabilities

RA

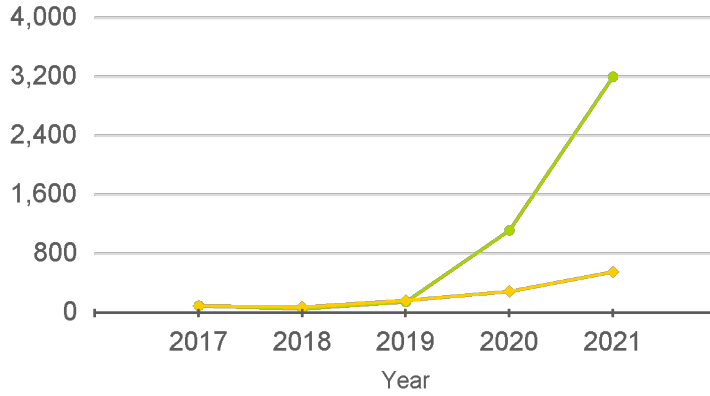


	2017	2018	2019	2020	2021
<b>Short-Term Liabilities</b>	100.00	152.12	276.56	584.20	1,627.99
<b>Long-Term Liabilities</b>	100.00	116.13	50.31	125.64	143.88

## 7.FINANCE

### Inventory and Net Sales

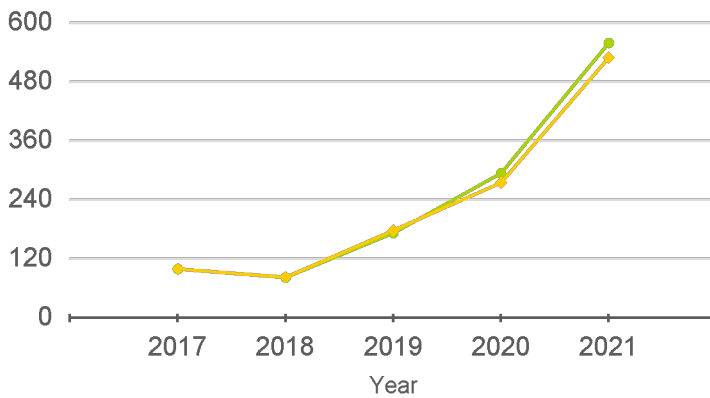
RA



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

### Net Sales and Cost of Sales

RA

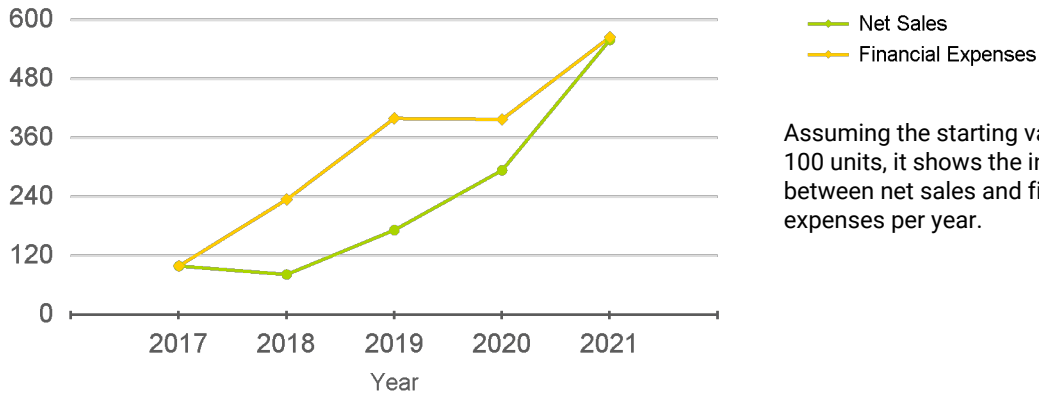


	2017	2018	2019	2020	2021
<b>Net Sales</b>	100.00	82.74	173.10	294.60	559.44
<b>Cost of Sales</b>	100.00	83.24	178.59	275.50	529.53

## 7.FINANCE

### Net Sales and Financial Expenses

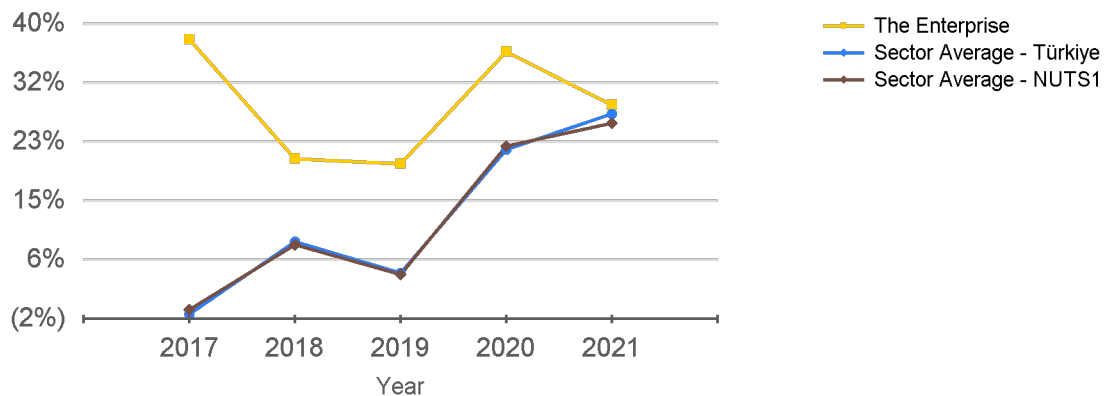
RA



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

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

RA



	2017	2018	2019	2020	2021
<b>The Enterprise</b>	37,81%	20,81%	20,11%	36,05%	28,46%
<b>Sector Average - NUTS1</b>	-0,64%	8,60%	4,36%	22,63%	25,89%
<b>Sector Average - Türkiye</b>	-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

