

'alliance partnerships' to fast-track achievement...



HALTIN

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Company Presentation

HALTIN CONSULTANCY & TRADE LTD. CO.

Founder



Hakan Altinkeser is the founding partner and principal of Haltin Consultancy & Trade and has spent 20 years working with in various sectors like textile, power generators, FMCG, Pharmaceuticals, Home Appliances, Automotive, Plastic Injection.

Hakan is holding MSc. Degree on industrial engineering. He worked in Egypt, Turkey and Germany.

His expertise is mainly on International Business, Trading, Manufacturing investments, M&A Advisory, Business Policy, Strategic Management, Business development, Project Management, Purchasing, Sourcing, Sub-contracting, Supplier Management

Services

Haltin Consultancy & Trade provides services in the following areas:

M&A Advisory

Investor (FDI) Support

**Business Management
Consultancy**

BRIEF INTRODUCTION

Haltin Consultancy is an independent advisory firm that provides creative and strategic and financial advice to senior management teams, company boards and owners.

Our advice focuses on three related specialist areas: M&A Advisory, Investor (FDI) Support, Business Management Consultancy

In all our markets, we combine local staff and experts with international professionals and specialists (with global experience) to make our clients' effort successful and efficient.

BRIEF INTRODUCTION

Our M&A advisory services include :

- *Buy Side Advisory*
- *Sell Side Advisory*
- *Deal execution*
- *Deal origination*
- *Valuation of assets*
- *Preparing of business plans and financial modelling of projections*
- *Project managing other advisers (eg lawyers, due diligence providers etc)*
- *Exit strategy reviews*
- *Strategic advice and assistance with deal planning*

M&A ADVISORY SERVICES

We advise domestic and international companies with individually tailored M&A advice and assist them to accomplish their goals in Turkey, Iraq and Iran.

We structure, execute and evaluate mergers & acquisitions, joint ventures, strategic alliances, greenfield investments and divestitures in various industries and countries.

We have successful track records of managing all aspects of complex investment projects, working on home appliances, automotive, plastics, metals, electronics, etc.

Our services cover all phases of an M&A process, from buyer and seller pre-deal support through to completion and post-deal integration.

BUY-SIDE ADVISORY SERVICES

Haltin Consultancy's services cover all phases of an acquisition process. When being commissioned with an acquisition, we offer the following services to our clients and support them in implementing their objectives:

- *Definition of the acquisition criteria and analysis of the objectives.*
- *A complete selection of the candidates (target companies) on the basis of defined criteria's.*
- *Establishing confidential and personal contacts.*
- *Analysis of candidates (target companies)*
- *Assessment of an appropriate purchasing price.*
- *The development of negotiations strategies and conduct of negotiations.*
- *Preparation of contracts involving external legal advisers*

SELL-SIDE ADVISORY SERVICES

For most entrepreneurs, selling a company is the most important thing they will do in their business life. Haltin Consultancy helps to convert your assets and/or stock into maximum value encompasses a multifaceted approach, including the following :

- *Development of the sale strategy*
- *Discussion and definition of selling criteria and objectives*
- *Company analysis and information, preparation of the sales outline and sale documents*
- *Definition target potential buyers*
- *Confidential approach of potential buyers*
- *Organising and conducting the negotiations in close cooperation with the client.*
- *Providing due diligence assistance – preparing sellers for the numerous meetings, questions and issues they will face*
- *Interfacing with attorneys, Providing legal and tax advice during the preparation of the contracts involving external auditors, lawyers and tax advisors*

INVESTOR (FDI) SUPPORT

We provide assistance for Foreign Direct Investment (FDI) and investment project implementations mainly summarized with the following headings:

- *Sectoral Analysis - Market Research*
- *Site visit execution*
- *Investment project development, implementation and after care*
- *Company Foundation Guidance*
- *Liaison and Representation Services*
- *Incentives Guidance*



We are preparing sectoral analysis in which our clients would like to invest.

With a broad perspective, we sensitively check out all producers, importer, exporter by location wise and also within the international Harmonized System Codes (HS Code).

Our sectoral analysis is tailored made for every single client and its focus depends on specific interests and important factors crucial for making the final investment decision.

Depending the industry and sector of our client, as well as business activity he wishes to invest in, we provide detailed research of the locations in all over Turkey.



SITE VISIT EXECUTION

This service allows clients to gain a clear picture of each target site and enables him to make an informed and accurate final decision in selecting the investment site.

We offer full service in providing the most efficient site visits in order to be time efficient without missing any important meeting or detail in the selected locations.

Our organization of the site visits provide organization of meetings and discussions with all key stakeholders at the location – from representatives of local governments to the private sector and existing foreign investors.

With the unbiased and concrete facts we offer our clients an insight into the intangible / subjective factors of location, which in a substantial impact future client's business performance.

INVESTMENT PROJECT DEVELOPMENT, IMPLEMENTATION AND AFTER CARE

After the completion of the investment process and the start of regular business, Haltin Consultancy provides after-care services, supporting client in his day-to-day operations and covering his needs and interests – especially towards national and local government and public institutions.

Specifically we take care of controlling and managing administration, bureaucratic and legal issues and risks.

We ensure that all possible problems and risks are anticipated and resolved before they may occur, with the goal of effective and speedy implementation of the investment project.



COMPANY FOUNDATION GUIDANCE

We support foreign corporations and investors to establish a company in Turkey. Foreign investors can incorporate or participate in all types of companies in Turkey which are available for local investors in accordance with the equal treatment principle.

Some milestones from our service for company foundation as follows:

- Presenting the list of the requested documents
- Submitting the memorandum and articles of association online at MERSIS
- Mediating to notarize the relevant documents required for registry
- Application at the relevant Trade Registry Office
- Obtaining potential tax identity number
- Certifying the legal books by a notary public
- Application to tax office
- Obtaining E-notification password for Tax Office.
- Mediating to notarize the signature declarations

LIAISON AND REPRESENTATION SERVICES

Haltin Consultancy, giving full service support to establish a Liaison Office.

A representative office can perform the following categories of activities, according to the Turkish laws:

- market research
- Representation
- promotion for the goods and services provided by the parent company
- control of the suppliers
- technical support
- communication and information
- regional management center and others.

2 excellent reasons for establishing a Liaison Office:

- There is no Trade Registry required
- There are significant tax advantages to having Liaison Office status

2 conditions for establishing a Liaison Office:

- They do not engage in commercial activity.
- All of their expenditures must be financed by their non-Turkey-based income

INCENTIVES GUIDANCE

- Turkey is investment friendly country.
- Investors in Turkey enjoy from tax credit to direct financial support for their investment.
- Almost all investment with few exceptions is encouraged but with different level.
- Each Investment is put under one program to determine eligibility of incentives.
- Local and foreign investors have equal access to:
 - 1) General Investment Incentives Scheme
 - 2) Regional Investment Incentives Scheme
 - 3) Large-Scale Investment Incentives Scheme
 - 4) Strategic Investment Incentives Scheme
 - 5) Priority Investment Incentive Scheme

BUSINESS MANAGEMENT CONSULTANCY

We are supporting mid-size manufacturing companies in following areas:

- ✓ SWOT Analysis
- ✓ Process efficiency (OEE), Process Flow analysis, Value Stream Mapping
- ✓ Lean Manufacturing Concept
- ✓ Scrape and Lost analysis,
- ✓ Real Cost Analysis and right pricing
- ✓ ABC analysis and finding right strategy for product/ customer
- ✓ Sales and Marketing support for exporting

Team



Hakan Altinkeser
Industrial Eng. MSc.
M&A Advisor
FDI Support



Koray Kızıtaş
Technical Advisor
Manufacturing/Automation



Dr. Veysel Zengin
Quality and compliance



Emel Hacer Ayaz
Senior Consultant
Training, Auditing, Certification:
ISO50001, ISO27001, ISO19011, ISO14001,
ISO17025, ISO9001, OHSAS18001



Ali Gül
Sworn Financial Consultant
Tax Advisor & Auditor



Yavuz Pulgu
Certified Public Accountant
Independent Auditor



Ö. Murat Yarkin
Mechanical Engineer
Visual Factory, Kaizen, VSM/VSD,
MTM, FMEA, SPC, MSA



Cengiz Özdemir
Investment Advisor
New York, US Branch

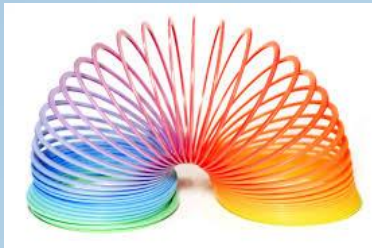
Why Haltin Consultancy & Trade?



- **Real sectorial experience** over 20 years
- **Comprehensive Network** in within the private business sector and local authorities.



- **Prompt Response** is our core attitude.



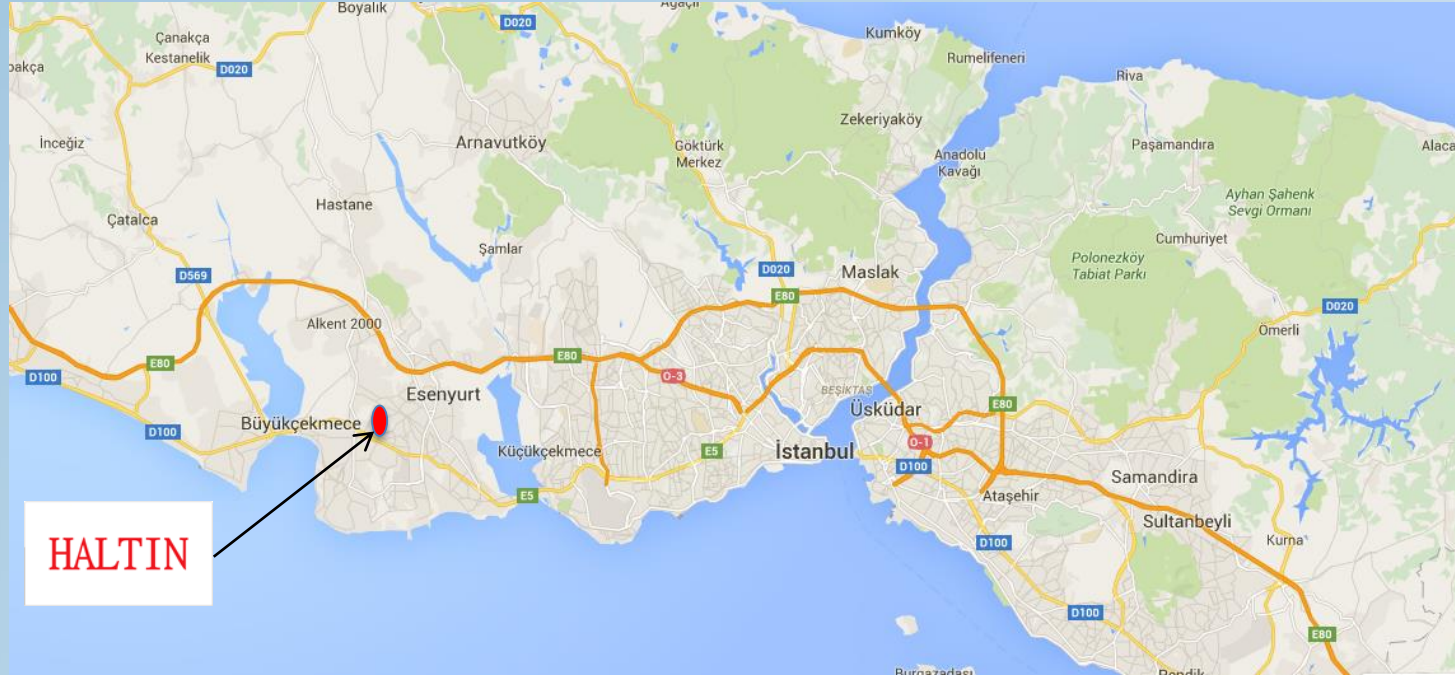
- **Flexibility**; we have the flexibility to adopt ourselves for our partners and customers demands

- **Clean Work**; with accountability and transparency is our principal to in our work



- **Long term relationship**, we care about the people that we are in touch with and keep good our relationships fair and sincere in any case.

Contact Us



HALTIN DANIŞMANLIK TEMSİLCİLİK VE DIŞ TİC. SAN. TİC. LTD.ŞTİ

Barbaros H. P. Mah. 1993 Sk. Sağlam Residence No:20 Kat3. D21 Esenyurt - İstanbul

Tel : +90 212 871 08 00 Fax :+90 212 871 08 10 Mobile: +90 544 254 61 11 +90 532 566 1934

E-mail: hakan@haltin.com.tr E-mail: info@haltin.com.tr

Web: www.haltin.com.tr

Thank you for your attention!

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