



ENTERPRISE ASSESSMENT REPORT



**COMPANY
NAME**

NİHAT PINARBAŞI

**TAX ID
NUMBER**

7290357673

**REPORT DATA
PERIOD**

01 January - 31 December 2022

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.

CONTENT

Sections

1.Company Identity Information	.....	PAGE 3
2.General Rankings	.....	PAGE 4
3.Human Resources	.....	PAGE 5
4.R&D, Innovation And Branding	.....	PAGE 6
5.Productivity	.....	PAGE 8
6.Exportation	.....	PAGE 10
7.Finance	.....	PAGE 14

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	NİHAT PINARBAŞI			
Tax Identification Number	7290357673			
Business Entity Type	Sole Proprietorship			
Province	İstanbul			
Statistical Region - NUTS I	TR1 - Istanbul			
Start Date	01 Mar 2019			
Tax Accounting Method	Balance Sheet			
Sector(s)	Sector Name	Nace Code	Technology Level	Activity Classification
Primary	Engineering activities and related technical consultancy	71.12	Other	Service

2. GENERAL RANKINGS

Net Sales*

RA, 2022



Regarding net sales, the enterprise ranked 229th out of 1,098 peers in its sector in Türkiye.



Regarding net sales, the enterprise ranked 85th out of 362 peers in its sector in the TR1 - Istanbul region.

Total Assests*

RA, 2022



Regarding the total assets, the enterprise ranked 285th out of 1,209 peers in its sector in Türkiye.



Regarding the total assets, the enterprise ranked 114th out of 416 peers in its sector in the TR1 - Istanbul region.

Social Security Premium Days for Employees

SSI, 2022



Regarding the total number of social security premium days for employees, the enterprise ranked 92th out of 874 peers in its sector in Türkiye.



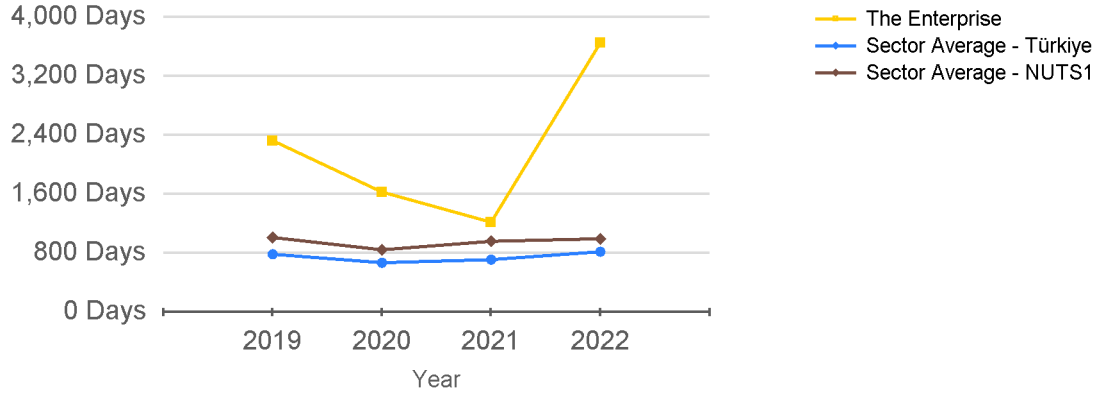
Regarding the total number of social security premium days for employees, the enterprise ranked 40th out of 276 peers in its sector in the TR1 - Istanbul region.

* The companies whose tax accounting method was the balance sheet system in 2022 were taken into consideration when deciding rankings.

3.HUMAN RESOURCES

Total Number of Social Security Premium Days per Annum

SSI



	2019	2020	2021	2022
The Enterprise	2,325	1,629	1,220	3,650
Sector Average - NUTS1	1,013	846	961	996
Sector Average - Türkiye	786	671	713	820

Number of Employees per Annum According to the Annual Operating Statement

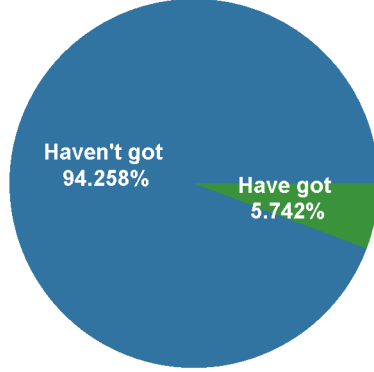
MOIT, 2022

Chart or table could not be created because the required administrative data were not available.

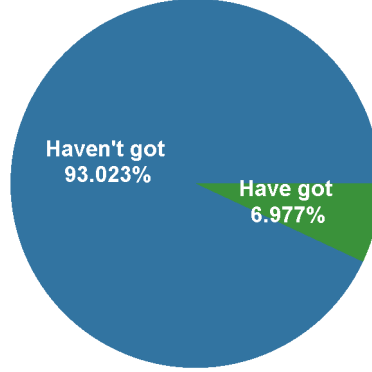
4.R&D, INNOVATION AND BRANDING

Trademark Registration Breakdown

TURKPATENT



Türkiye



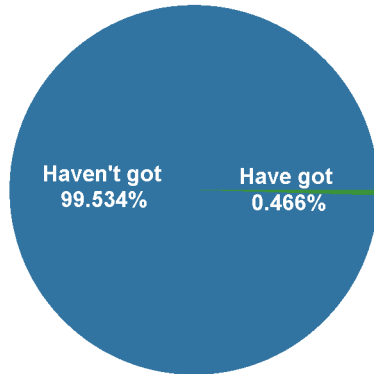
TR1 - Istanbul

The enterprise is among the companies that **didn't held a trademark** between 2018 and 2022.

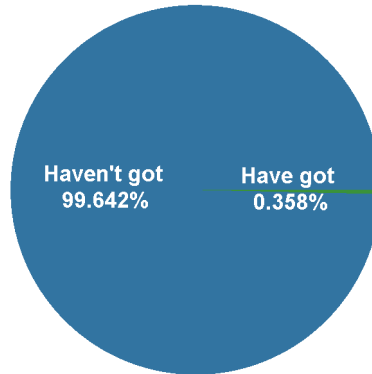
The percentage of the enterprises that had held a trademark between the years 2018 and 2022: 5.742% in Türkiye, 6.977% in TR1 - Istanbul.

Patent Holders Breakdown

TURKPATENT



Türkiye



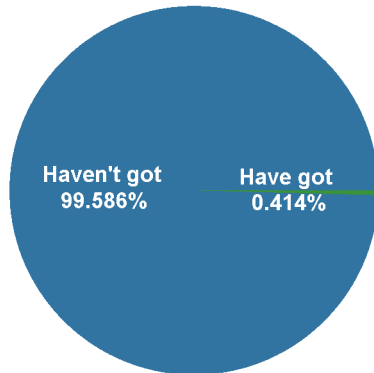
TR1 - Istanbul

The enterprise is among the companies that **didn't held a patent** between 2018 and 2022.

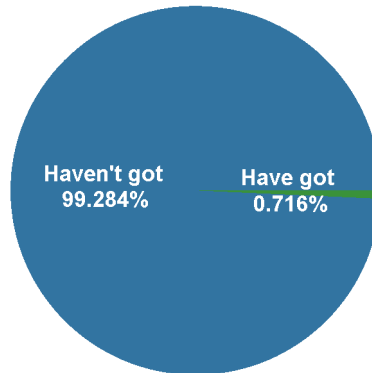
The percentage of the enterprises that had held a patent between the years 2018 and 2022: 0.466% in Türkiye, 0.358% in TR1 - Istanbul.

Utility Model Holders Breakdown

TURKPATENT



Türkiye



TR1 - Istanbul

The enterprise is among the companies that **didn't held rights of a utility model** between 2018 and 2022.

The percentage of the enterprises that had held rights of a utility model between the years 2018 and 2022: 0.414% in Türkiye, 0.716% in TR1 - Istanbul.

4.R&D, INNOVATION AND BRANDING

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

RA

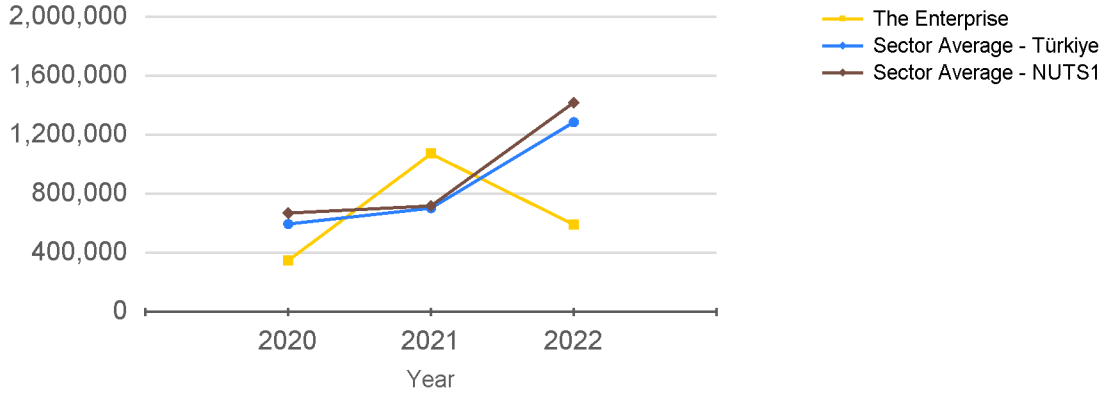
Chart or table could not be created because the required administrative data were not available.

Chart or table could not be created because the required administrative data were not available.

5.PRODUCTIVITY

Labour Productivity: Net Sales / Number of Employees

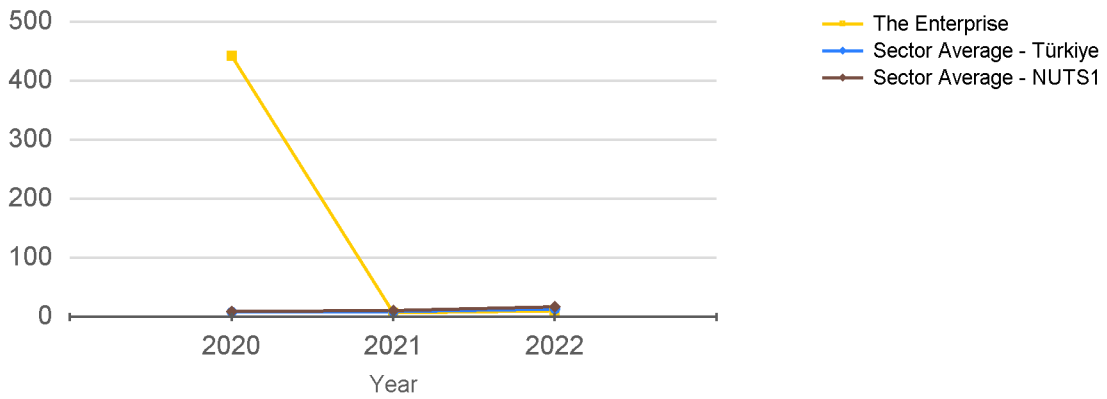
RA, SSI



	2020	2021	2022
The Enterprise	350,247.49	1,073,205.58	593,810.16
Sector Average - NUTS1	671,876.40	720,344.22	1,420,794.13
Sector Average - Türkiye	597,821.53	705,124.99	1,287,720.96

Investment Productivity: Net Sales / Tangible Fixed Assets

RA



	2020	2021	2022
The Enterprise	442.28	7.40	10.86
Sector Average - NUTS1	9.88	11.39	17.74
Sector Average - Türkiye	8.83	9.51	13.97

5.PRODUCTIVITY

Capacity Utilisation Ratio

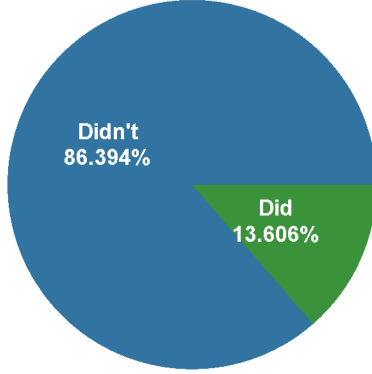
MOIT

Chart or table could not be created because the required administrative data were not available.

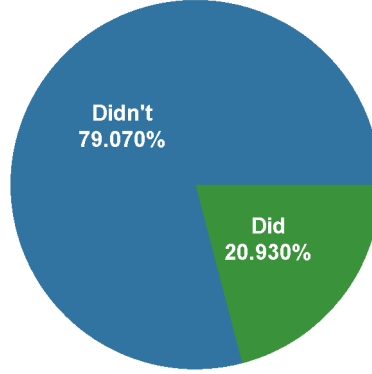
6.EXPORTATION

Exportation Breakdown

MOT, 2018-2022



Türkiye



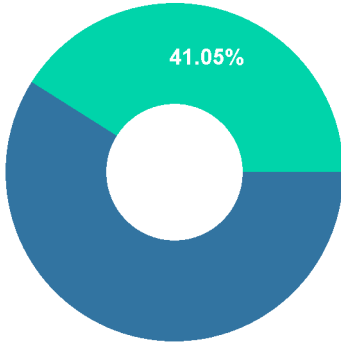
TR1 - Istanbul

The enterprise was among the exporting companies which **didn't export goods** between 2018 and 2022.

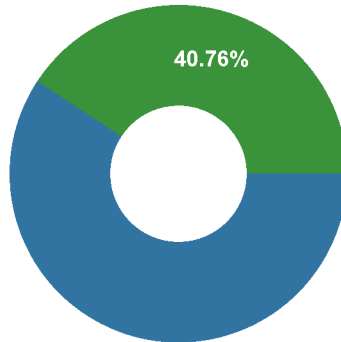
The percentage of the exporting enterprises between the years 2018 and 2022: 13.606% in Türkiye, 20.930% in TR1 - Istanbul.

The Percentage of the Export Sales in the Total Sales

RA, 2018-2022



Türkiye



Sektör TR1 - Istanbul

Total Amount of Exports

MOT

Chart or table could not be created because the required administrative data were not available.

Chart or table could not be created because the required administrative data were not available.

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

6.EXPORTATION

Exports per Annum

MOT

Chart or table could not be created because the required administrative data were not available.

Chart or table could not be created because the required administrative data were not available.

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

MOT, 2018-2022

Name of the Country	Share in the Total Exports	Enterprise's Contribution*
POLAND	9.98%	
UZBEKISTAN	6.64%	
GERMANY	4.88%	
SPAIN	4.21%	
ITALY	4.11%	

*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, 2018-2022

Chart or table could not be created because the required administrative data were not available.

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

MOT

Chart or table could not be created because the required administrative data were not available.

Chart or table could not be created because the required administrative data were not available.

6.EXPORTATION

🔗 Average Number of the Export Target Countries per Annum

MOT

Chart or table could not be created because the required administrative data were not available.

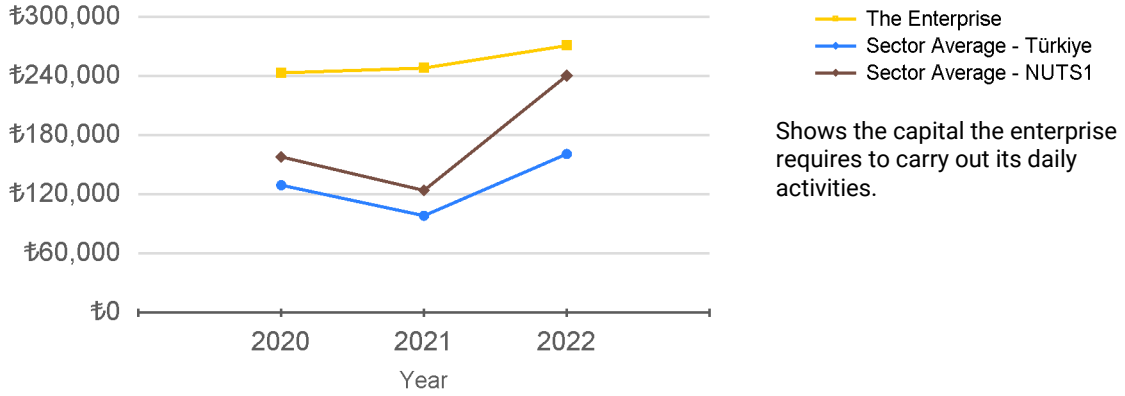
Chart or table could not be created because the required administrative data were not available.

7.FINANCE

Solvency

Net Working Capital

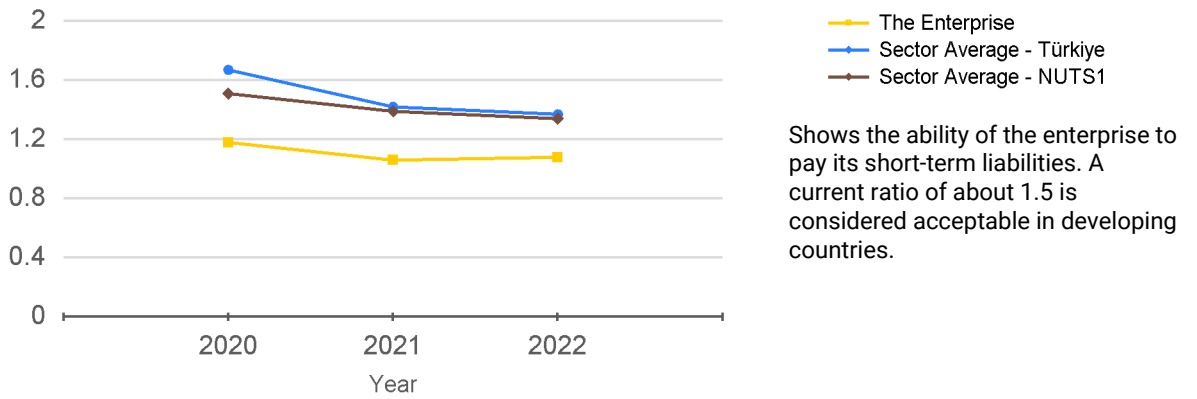
RA



	2020	2021	2022
The Enterprise	₺243,414.98	₺248,359.86	₺271,044.51
Sector Average - NUTS1	₺158,297.65	₺124,259.7	₺240,650.26
Sector Average - Türkiye	₺129,619.51	₺98,631.28	₺161,220.13

Current Ratio

RA

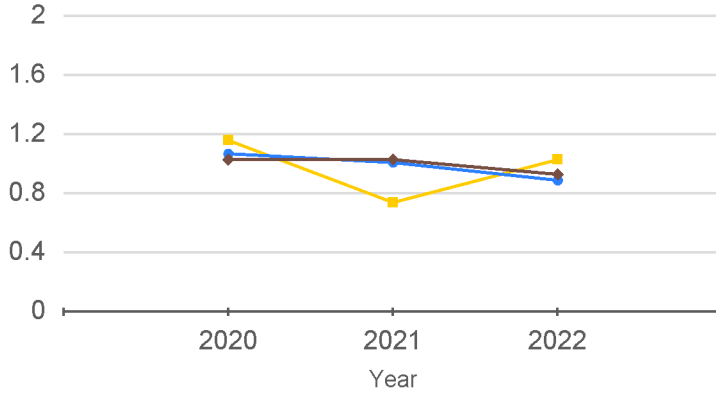


	2020	2021	2022
The Enterprise	1.18	1.06	1.08
Sector Average - NUTS1	1.51	1.39	1.34
Sector Average - Türkiye	1.67	1.42	1.37

7.FINANCE

Quick (Acid-Test) Ratio

RA

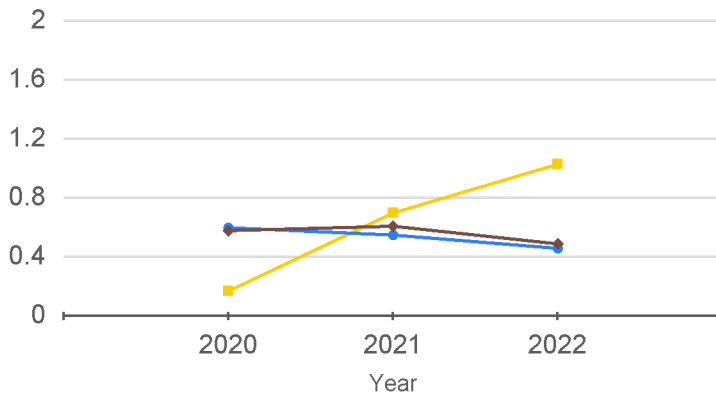


Shows the ability of the enterprise to cover its short-term liabilities with its quick assets. A ratio of about 1.0 is considered sufficient.

	2020	2021	2022
The Enterprise	1.16	0.74	1.03
Sector Average - NUTS1	1.03	1.03	0.93
Sector Average - Türkiye	1.07	1.01	0.89

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.

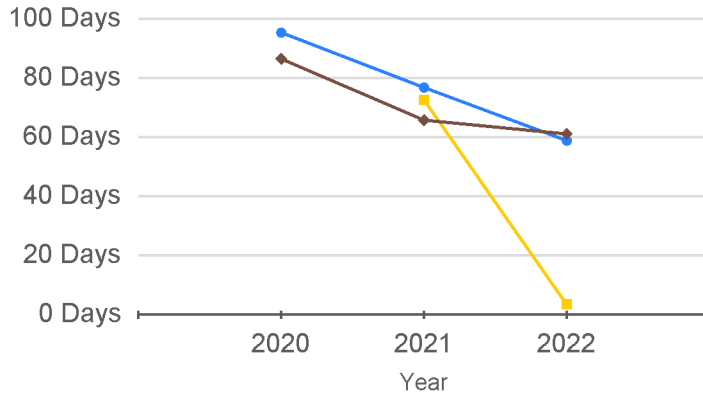
	2020	2021	2022
The Enterprise	0.17	0.70	1.03
Sector Average - NUTS1	0.58	0.61	0.49
Sector Average - Türkiye	0.60	0.55	0.46

7.FINANCE

Effective Use of Assets

🔗 Average Collection Period (Days)

RA

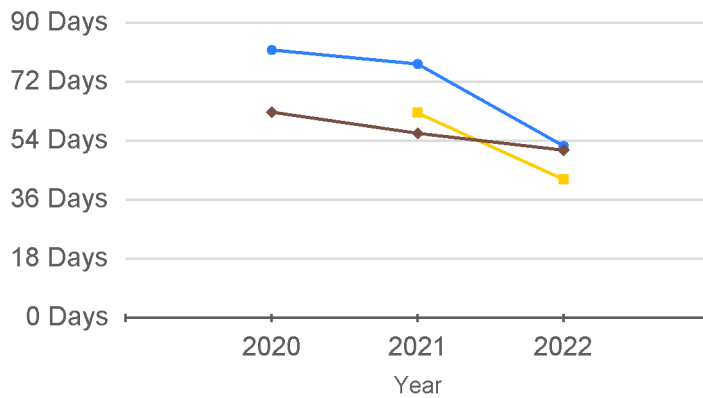


Shows the average number of days it takes the enterprise to sell and replace its inventory.

	2020	2021	2022
The Enterprise	--	73	3
Sector Average - NUTS1	87	66	61
Sector Average - Türkiye	95	77	59

🔗 Inventory Turnover Period (Days)

RA



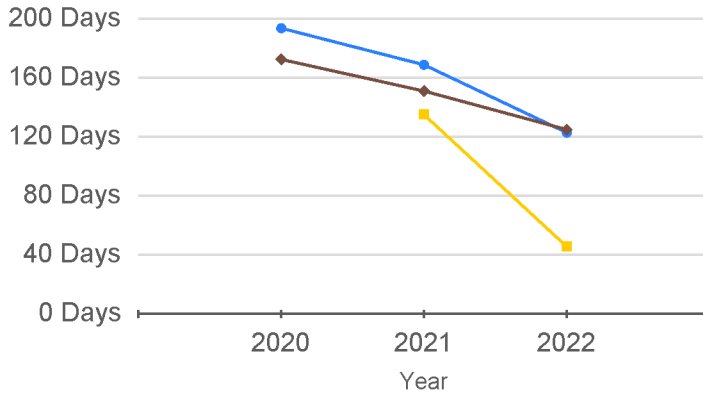
Shows the average number of days it takes the enterprise to receive payments for the sales made on credit.

	2020	2021	2022
The Enterprise	--	63	42
Sector Average - NUTS1	63	56	51
Sector Average - Türkiye	82	78	53

7.FINANCE

🔗 Cash Conversion Cycle (Days)

RA

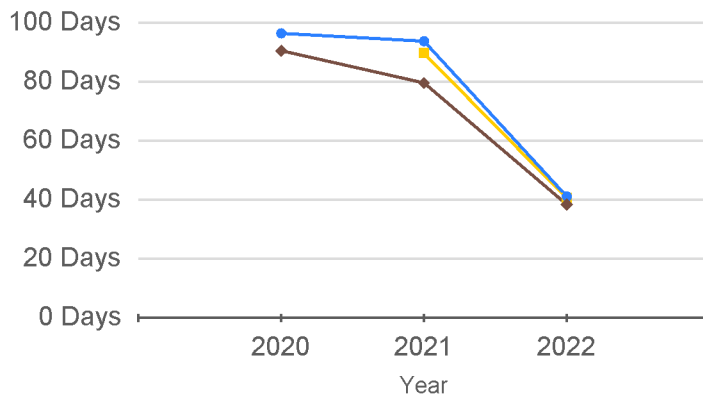


Shows the average number of days it takes the enterprise to convert its investment in inventory and other resources into cash.

	2020	2021	2022
The Enterprise	--	135	46
Sector Average - NUTS1	173	151	125
Sector Average - Türkiye	194	169	123

🔗 Accounts Payable Turnover Period (Days)

RA



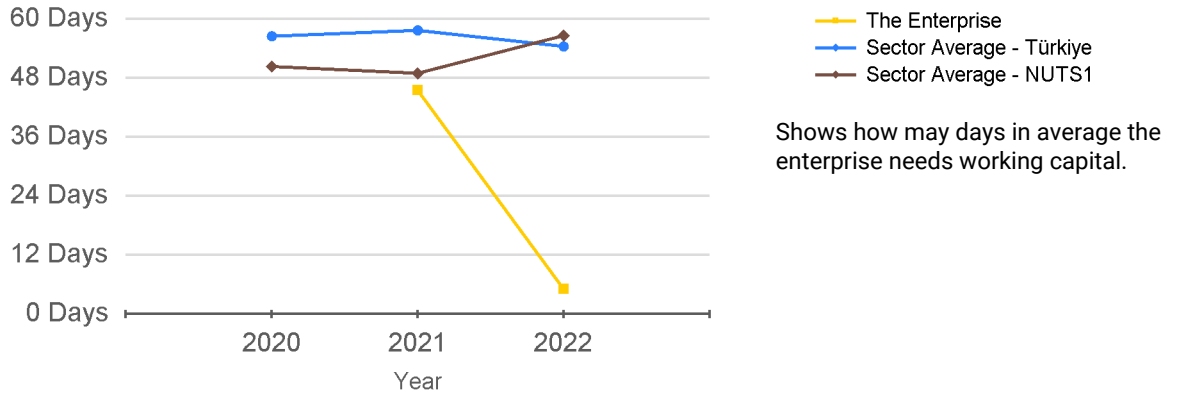
Shows the average number of days it takes the enterprise to pay off its accounts payable.

	2020	2021	2022
The Enterprise	--	90	41
Sector Average - NUTS1	91	80	39
Sector Average - Türkiye	97	94	41

7.FINANCE

Working Capital Turnover Period (Days)

RA



	2020	2021	2022
The Enterprise	--	46	5
Sector Average - NUTS1	50	49	57
Sector Average - Türkiye	57	58	54

Sources of Asset Financing

Leverage Ratio

RA

Chart or table could not be created because the required administrative data were not available.

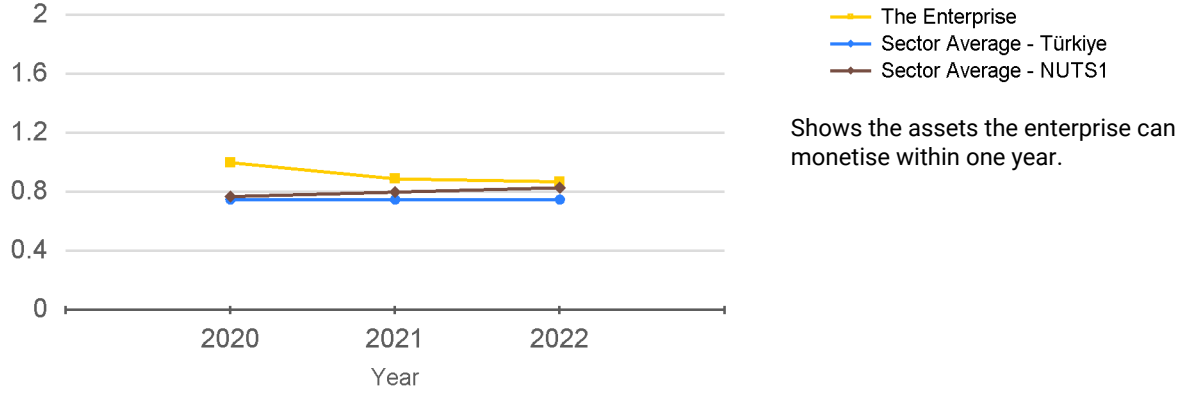
Chart or table could not be created because the required administrative data were not available.

7.FINANCE

🔗 Asset – Resource Structure

The Share of Current Assets in Total Assets

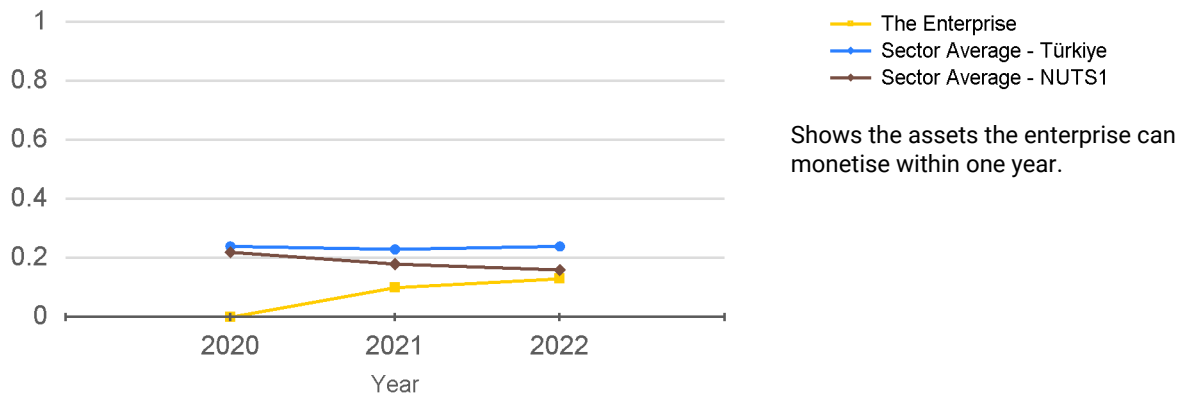
RA



	2020	2021	2022
The Enterprise	1.00	0.89	0.87
Sector Average - NUTS1	0.77	0.80	0.83
Sector Average - Türkiye	0.75	0.75	0.75

The Share of the Fixed Assets in Total Assets

RA

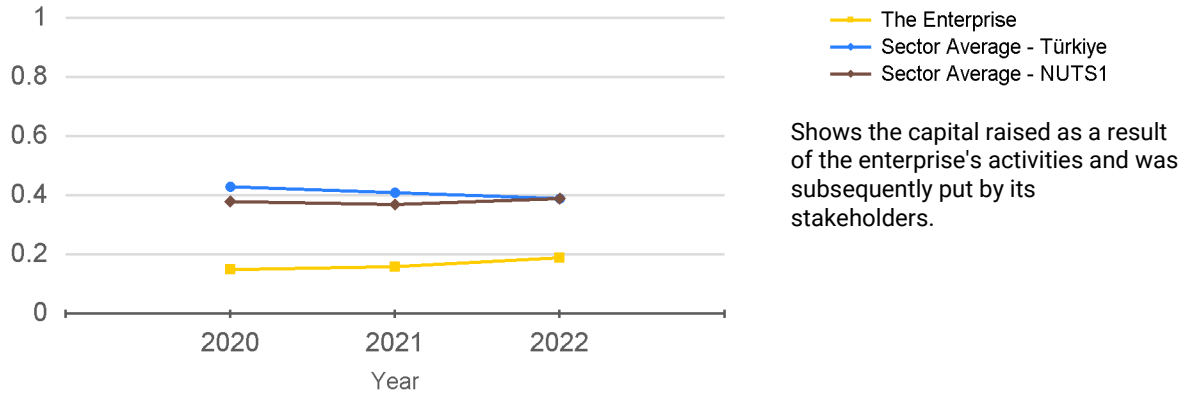


	2020	2021	2022
The Enterprise	0.00	0.10	0.13
Sector Average - NUTS1	0.22	0.18	0.16
Sector Average - Türkiye	0.24	0.23	0.24

7.FINANCE

The Share of Shareholders' Equity in Total Liabilities

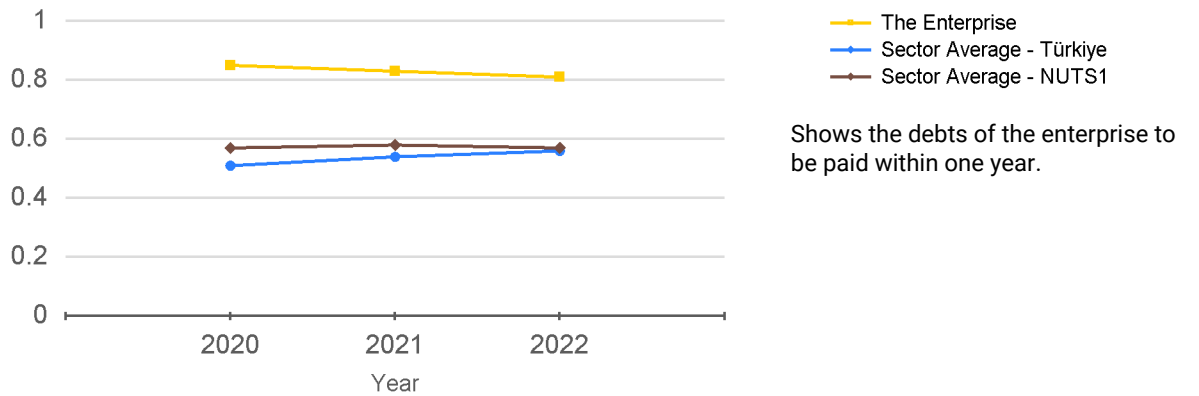
RA



	2020	2021	2022
The Enterprise	0.15	0.16	0.19
Sector Average - NUTS1	0.38	0.37	0.39
Sector Average - Türkiye	0.43	0.41	0.39

The Share of Short-Term Liabilities in Total Liabilities

RA



	2020	2021	2022
The Enterprise	0.85	0.83	0.81
Sector Average - NUTS1	0.57	0.58	0.57
Sector Average - Türkiye	0.51	0.54	0.56

7.FINANCE

The Share of Long-Term Liabilities in Total Liabilities

RA

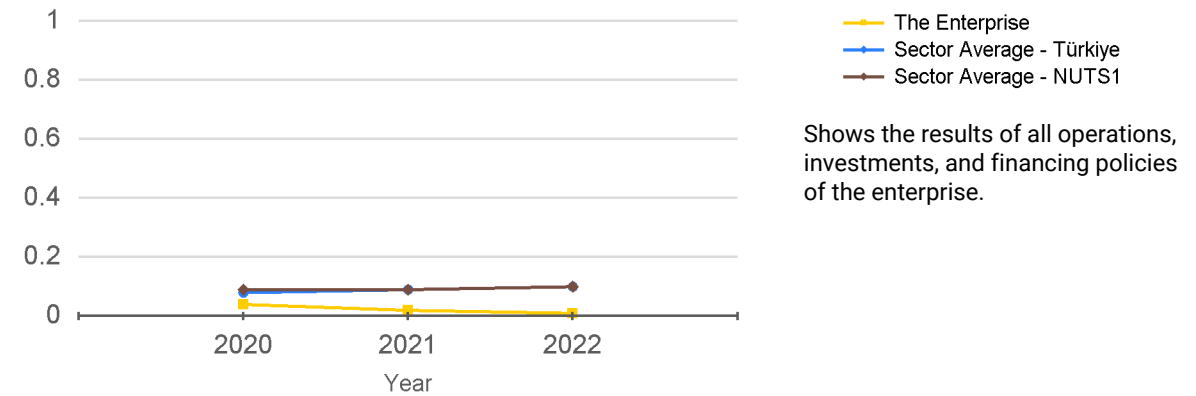
Chart or table could not be created because the required administrative data were not available.

Chart or table could not be created because the required administrative data were not available.

Profitability Indicators

Profitability of Sales

RA

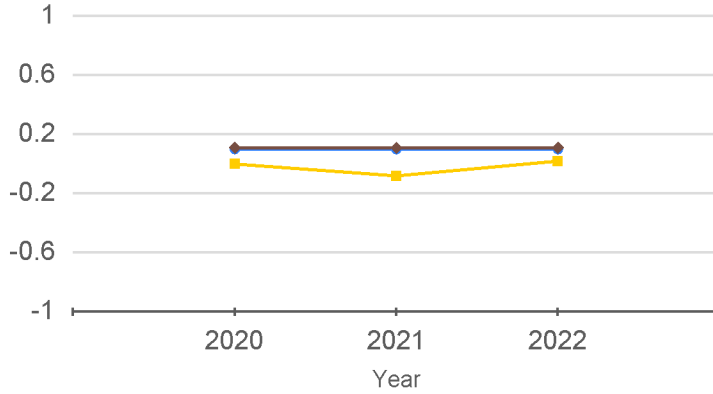


	2020	2021	2022
The Enterprise	0.04	0.02	0.01
Sector Average - NUTS1	0.09	0.09	0.10
Sector Average - Türkiye	0.08	0.09	0.10

7.FINANCE

Profitability of Activities

RA

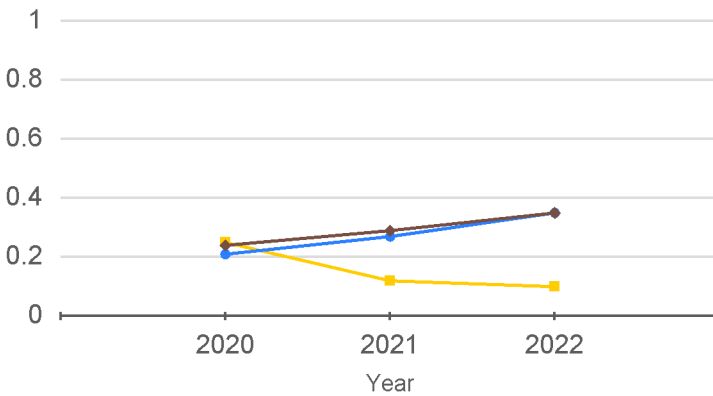


Shows the competitive capacity of the enterprise when its all operations are assessed together with the cost of sales.

	2020	2021	2022
The Enterprise	0.00	-0.08	0.02
Sector Average - NUTS1	0.11	0.11	0.11
Sector Average - Türkiye	0.10	0.10	0.10

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.

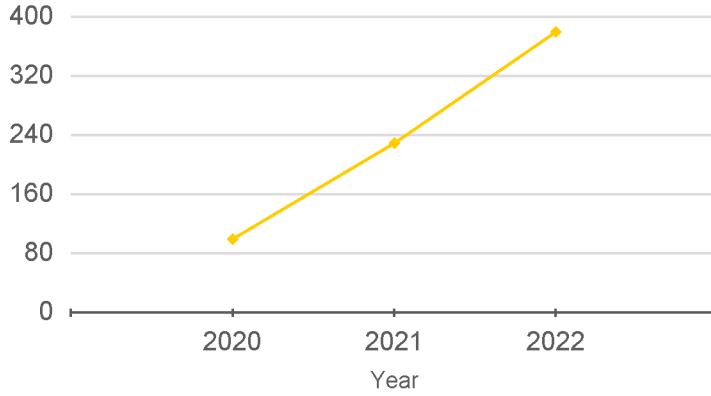
	2020	2021	2022
The Enterprise	0.25	0.12	0.10
Sector Average - NUTS1	0.24	0.29	0.35
Sector Average - Türkiye	0.21	0.27	0.35

7.FINANCE

🔗 Growth - Regression Indicators

Trade Receivables and Net Sales

RA



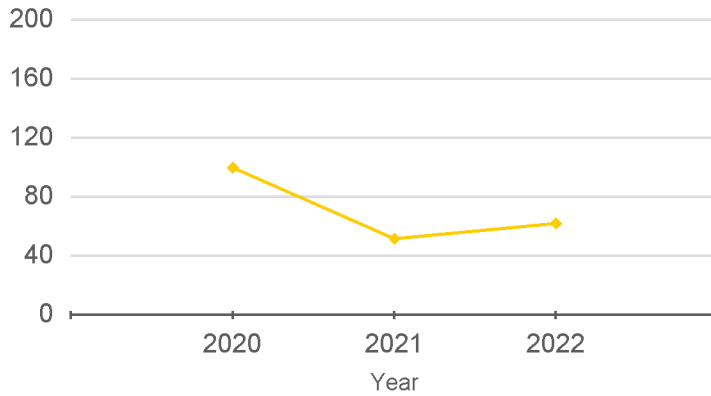
Trade Receivables
Net Sales

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

	2020	2021	2022
Trade Receivables	--	--	--
Net Sales	100.00	229.48	379.87

Trade Receivables and Trade Payables

RA



Trade Receivables
Trade Payables

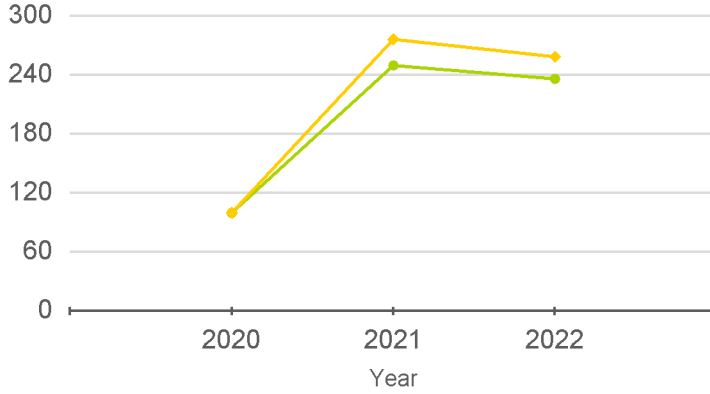
Assuming the starting values are 100 units, it shows the interaction between the trade receivables and trade payables per year.

	2020	2021	2022
Trade Receivables	--	--	--
Trade Payables	100.00	51.83	62.21

7.FINANCE

Current Assets and Short-Term Liabilities

RA

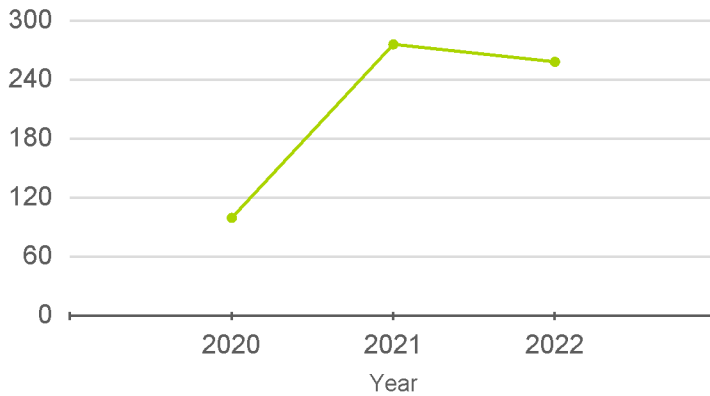


Assuming the starting values are 100 units, it shows the interaction between the current assets and short-term liabilities per year.

	2020	2021	2022
Current Assests	100.00	249.76	236.14
Short-Term Liabilities	100.00	276.33	258.58

Short-Term Liabilities and Long-Term Liabilities

RA



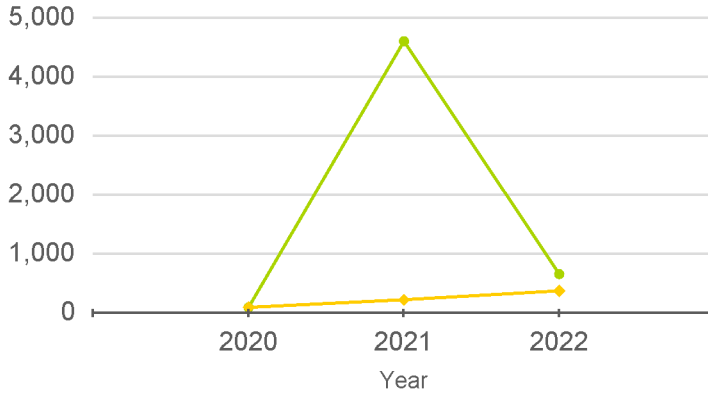
Assuming the starting values are 100 units, it shows the interaction between short-term liabilities and long-term liabilities per year.

	2020	2021	2022
Short-Term Liabilities	100.00	276.33	258.58
Long-Term Liabilities	--	--	--

7.FINANCE

Inventory and Net Sales

RA

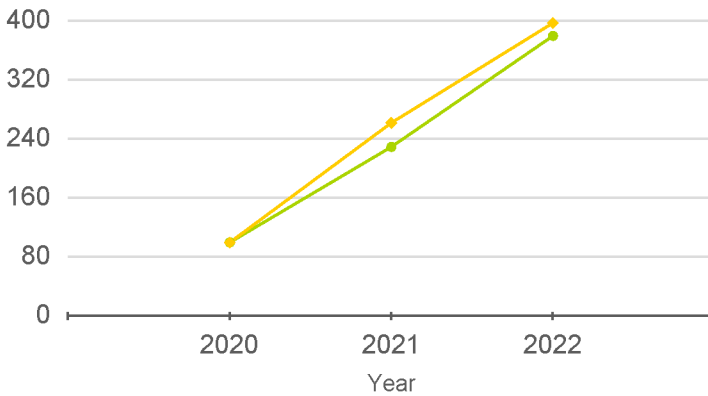


Assuming the starting values are 100 units, it shows the interaction between inventories and net sales per year.

	2020	2021	2022
Inventory	100.00	4,606.52	663.91
Net Sales	100.00	229.48	379.87

Net Sales and Cost of Sales

RA



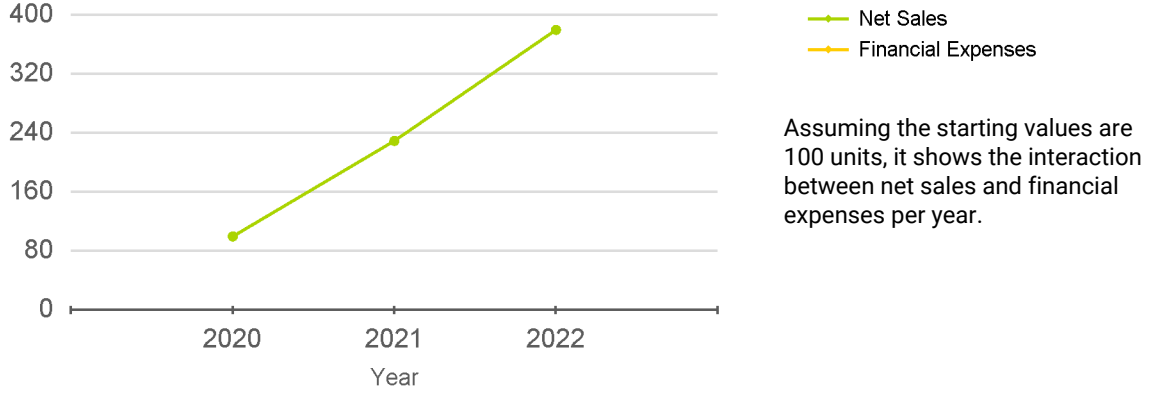
Assuming the starting values are 100 units, it shows the interaction between net sales and selling expenses per year.

	2020	2021	2022
Net Sales	100.00	229.48	379.87
Cost of Sales	100.00	262.06	397.38

7.FINANCE

Net Sales and Financial Expenses

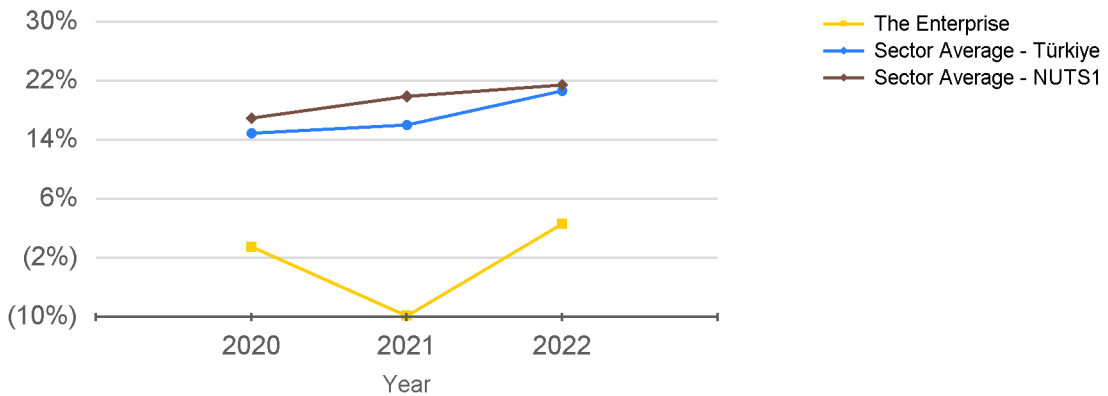
RA



	2020	2021	2022
Net Sales	100.00	229.48	379.87
Financial Expenses	--	--	--

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

RA



	2020	2021	2022
The Enterprise	-0,46%	-9,83%	2,65%
Sector Average - NUTS1	16,98%	19,92%	21,47%
Sector Average - Türkiye	14,93%	16,05%	20,67%

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

