

For the future of your company...

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**KOZA**

FINANCIAL CONSULTANCY AND  
AUDIT

[ CORPORATE FINANCIAL CONSULTING ]

# The Strength of Marmara Koza...



The removal of trade barriers, a global economy communication that doesn't have a limit, it even influenced smallest businesses. That is why, "the comprehension of Full Service", in the critical area of the businesses, effective and operational consulting, and the team that will support institutional structures are needed. All along classical ongoing financial consultancy activities, including financial accounting, auditing and management consulting since 1993, have transformed into the fan of integrated services.

Marmarakoza with an approach of new management and knowledge, that could manage for better economic-financial and financial areas of the companies, ensures the professional development of the staffs, increases profitability and productivity of the companies, supports the continuous development, knows the needs, analyzes, offers impartial advices and implementation services effectively.

Marmarakoza, with its experienced and expert team, is ready to add strength to your own strength, and realize your goals together.

Mehmet GÜÇLÜ  
Founder  
President

## OUR AIM:

In organization operating at the commercial field, to secure financial system, and analyze the procedure and related applications of accounting, finance, business law and foreign trade regulations, to check, to solve the problems and to add value to long time strategies, with the aim to give detail information support to our customers.

## OUR TARGET :

To support companies that want to secure their future, to become the most trusted financial advisor and audit company.

# Our Services

## 1- Financial Advisory Services

- Financial advisor (Law no. 3568 requirement)
- Financial Officer (Accounting) Department of installation; Supported Team and System Audit (Mar&Ko)
- Tax consulting and Tax Planning
- Configuring the examination of the internal audit organization, development
- Financial consulting for group of companies
- Personal tax advisor

## 2-Financial Management Services

- Financial analysis and risk assesment
- Bank relationship and credit analysis
- Budget planning and analyzing
- Financial analysis and creating the reporting system
- Special purpose financial and financial examination

## 3-Audit Services

- In the frame of Turkish Tax Regulations, International accounting standards are generally accepted, monitoring and reporting compliance with auditing standards
- Auditing and full certification (YMM)
- Company purchasing cycle valuation and financial audit
- Tax auditing reporting requested by company authorities
- Internal audit
- Profitability and productivity audit



# Why Consulting?

• Did the accounting foundation of your company build? Or still it's following up from the outside?

• Can you see your company monthly reports including tax burden to be analyzed for the profit and loss reports in an understandable format?

• Can you get enough support in the fields of business law, Social insurance and applications?

• Can you manage the funding management professionally?

• Do you have enough knowledge to get the benefit of Financial sources (Basel II Criteria) ?

• Can you clearly figure out and manage your costs, quality and efficiency?

• Can you increase your profit and stability of sales ?

• Did you decide clearly your target of short, middle and long period?

• Are you successful enough to turn your targets into reality?

• Can you develop your performance continuously?

• Can you handle customer's complains professionally and provide satisfied solutions?

• Can you get fully advantage of the integrated system information technology?



# Our identity and working style...

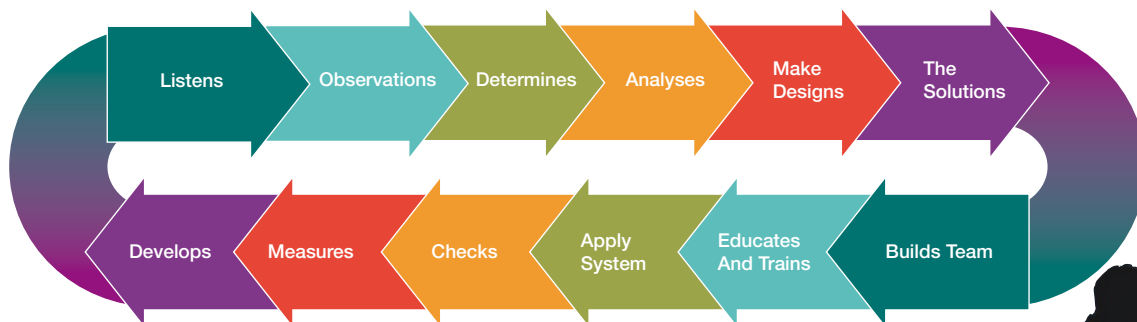
Marmara Accounting and Consultancy, established at 1998 in Istanbul. It was built in the scope of Financial Advisory and Consulting, the modern and practice of modern business development and institutionalization of companies in Turkey, in order to contribute to the business and financial analysis issues. It was rebuilt in 1993 with Consulting and management consulting mission. Marmaragoza Consultancy, so far provided services to companies for almost all sectors.

## OUR APPLICATIONS :

- Corporate enterprises, restructuring, valuation, corporate culture and institutionalization
- The legal obligations of daily operations related to accounting and financial legislation and to fulfill in accordance with modern business requirements
- Legal tax planning and tax savings.
- Financial business planning, identifying financial strategies, and financial policies

## OUR WORKING STYLE :

The nature of the services offered, while every company are different based on company's structure and needs, but they are together in every stage because all of them are built on six fundamental principles that complement each other. A service agreement between the parties within the trust policy is issued. To take place by the parties to the convention takes place on matters deemed appropriate.



# Business Partnership Services

## Enterprise management Consulting

### How can we give the suitable answer to “change”?

Experience shows in our corporate work, experienced internal problems; related to more structure, system, process and policies. This realities; it means that the foundation of corporate restructuring efforts handling and subsequent training activities should be started from the top to the base of all the employees.

#### **INSTITUTIONALIZATION COMPANY WORKS**

- Make a situation analysis. To determine the positive and negative aspects of the current situation
- To identify and remove existing and potential obstacles
- To figure out your desired place in the future strategically
- To set your companies' short-middle-long planning
- To identify the duties and responsibility and to prepare the “organization manual”
- To create a positive corporate culture and respectable image
- Effective leadership, team spirit and to gain understanding of participatory management
- Efficient and effective communication with business training-to develop positive behavioral skills
- Training of human resources-to ensure development and effective management
- Waste prevention and performance, and make efforts to increase the efficiency of the project
- Innovation, development and the institutional structure of the future-to establish the system



# Solution Partnership Services

- Legal Consulting (Advocacy)
- Business Law and Business Security Consulting
- Investment and Encouragement Consulting (KOSGEB)
- Brand and Patent Consulting
- Enterprise Programming and Computing Consultancy
- Feasibility and Market Studies
- Staff Selection and Placement Consulting

## IMPORTANT REMINDERS

- Are your Lawyer, Accounting and Financial Advisor working together? Are there information and documents exchanging and flowing between them?
- In every condition, can you solve your problems before it becomes a lawsuit?
- Who is preparing your agreements? When there is a dispute, can your side take advantage at this situation? While receiving or giving checks and bills, What will you put attention to?
- At disputes that caused by law business, compensation and reinstatement case and all other disputes, what should you do to be in superb condition?
- For questions about human resources, to whom you consult?
- What should employer do when he is falling to unfair situation while he is truly right?
- Do you know that you will facing the lawsuit even at the beginning of your business, if you don't apply to performance appraisal system?
- How and in what form you should take actions in time of crisis?
- Does your work place has periodical audit for social insurance and worker health in term of safety?
- Are your international relationships and agreements prepared and supervised by an expert who has international knowledge?
- Are your lawyer and evidences ready to face the lawsuits against you or a lawsuit that you filed?
- Are your lawyer ready to collect your uncollectable things through confiscation? While you are collect your uncollectable things through confiscation by taking an incapable documents, does this action takes cost from your side?
- Are your knowledge enough about real estates in the terms of buying, selling, renting, sales promise, mortgage, dissolution of the partnership unity, law dividing lands into lots and housing development?
- How will you do to protect your company's name, special designs and your products' brand? Are you ready to face lawsuits against you according to this and also to file a lawsuit against other party?

**Don't forget; MarmaraKoza always ready to solve your problems and be a business partner in every case of your businesses in the meaning of "Full Service".**





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