

A Practical Guide to Investing in Türkiye

What foreign investors actually need to know about
property, company formation and investment incentives —
from Burç Consulting.

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This guide is written for foreign investors and companies evaluating Türkiye for the first time. It reflects how the process actually works in practice, not a simplified summary — and it is not a substitute for legal, tax or financial advice specific to your situation.

Evaluating Turkish Property & Industrial Assets

Every serious evaluation in Türkiye begins with the *tapu* — the title deed. It confirms who legally owns the property, what type of property it is registered as, and whether there are any liens, mortgages or restrictions attached to it. Reviewing the *tapu*, along with the cadastral records tied to it, is the first real filter — and it usually rules out more properties than price does.

Location fundamentals that outlast the current market

Zoning status, infrastructure access and proximity to transport or industrial corridors matter more than current photographs or tenancy. For industrial assets specifically, power capacity, road access for freight, and whether the zoning classification actually permits the intended use are the questions that matter most.

Industrial property carries its own checklist

Industrial and commercial assets add a layer beyond residential property: environmental permits, existing equipment condition if the facility is being acquired as a going concern, and whether the workforce transfers with the business.

In practice: investors who skip independent due diligence tend to rely entirely on the seller's representation of a property's condition and legal status. Having someone review the *tapu* and verify zoning against intended use is basic diligence — the same standard investors would apply at home.

Company Formation: What Actually Determines the Timeline

The limited liability company is the default choice for most foreign investors entering Türkiye — relatively fast to set up, with modest minimum capital, suited to everything from a small trading office to a manufacturing subsidiary. A joint-stock company makes more sense for larger operations or those planning to bring in outside investors later.

The paperwork that actually determines your timeline

Company formation itself moves quickly once documentation is in order — often within days at the trade registry. What determines the real-world timeline is everything around it: notarized translations of foreign documents, powers of attorney if a shareholder isn't present in person, and opening a functioning bank account.

A registered address and the accountant relationship

Every company needs a real, verifiable registered address in Türkiye. Tax registration happens alongside incorporation, but choosing an accountant is the more consequential decision — Turkish companies must file regularly regardless of activity level.

What tends to slip: document readiness on the investor's side — notarization and translation of foreign corporate documents and passports, and coordinating signatures across time zones — extends timelines far more often than the registry filing itself.

Investment Incentives: How the System Actually Works

Incentives in Türkiye are structured around investment zones and priority sectors rather than a single blanket program. A factory in a less-developed region or an investment in a government-prioritized sector can qualify for meaningfully different support than the same investment elsewhere.

What incentives typically cover

- Reductions or exemptions on customs duties and VAT for imported machinery
- Corporate tax reductions tied to investment size and location
- Employer social security contribution support
- In some cases, interest support on investment loans

The incentive certificate is the real gatekeeper

Most meaningful incentives are accessed through an investment incentive certificate, applied for *before* the investment is made, not after. Incentives generally cannot be retrofitted onto an investment that's already underway.

In practice: the incentive system rewards matching the right program to the right investment. Eligibility depends on the interaction between sector, region and investment size — working through the options with someone who tracks how the system is applied in practice tends to produce a materially better outcome.

A Practical First-Steps Checklist

Before you commit

- Confirm the tapu (title deed) and cadastral records for any property under consideration
- Identify whether your sector or target region qualifies for investment incentives
- Decide on a company structure — limited liability company or joint-stock — based on scale and future plans

Documents to start preparing early

- Notarized, translated copies of your corporate documents and passport
- A power of attorney, if you won't be present in person for parts of the process
- A clear, written investment plan — capital amount, sector, location and projected employment

Questions worth asking any advisor

- Which incentive certificate, specifically, would this investment qualify for?
- What is a realistic — not best-case — timeline for company formation and bank account opening?
- Who coordinates the legal, tax and technical due diligence, and how?

Official Sources

This guide is shaped by, and should be read alongside, the following official legal and institutional sources:

- **Investment Office of the Presidency of the Republic of Türkiye** — investment environment and market-entry resources. invest.gov.tr
- **Foreign Direct Investment Law No. 4875** — the core legal framework for foreign investment in Türkiye. mevzuat.gov.tr
- **Turkish Commercial Code No. 6102** — company forms, governance and corporate procedures. mevzuat.gov.tr
- **Ministry of Trade of the Republic of Türkiye** — trade, free-zone and company-operation rules. ticaret.gov.tr

A note on currency: incentive programs, thresholds and procedures change over time. This guide reflects the general structure of the system at the time of writing — always confirm current requirements against the official sources above, or with your advisor, before proceeding.

WORKING WITH BURÇ CONSULTING

An international business consultancy connecting companies, investors and opportunities across Türkiye, Asia and MENA.

Burç Consulting works alongside investors from first inquiry through to a structured, executable position — research, introductions, negotiation support and coordination with legal, tax and technical professionals where specialist expertise is required.

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This guide is provided for general information and does not constitute legal, tax or financial advice. Regulations and incentive programs can change; always confirm current requirements before proceeding with an investment.