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Türkiye Counterparty Risk Atlas

A region-first map for European buyers

PROF. DR. DAVUT PEHLİVANLI

GRC MANAGEMENT · RISK INTELLIGENCE HOUSE

Swipe → · 13 cards

Same country. Different baseline risk.

Two identical companies in different parts of Türkiye don't start from the same place. A textile producer in earthquake-epicenter Kahramanmaraş and one beside the deep-water port of Mersin carry very different location risk — before you read a single balance sheet.

Where a counterparty sits shapes how reliable it is.

A region-first map

GRC Management reads counterparty risk across four nested layers, each narrowing the one above:

1. **Country**
   How risky is doing business in Türkiye?
2. **Sector**
   What state is the sector in?
3. **Region**
   Bursa or Gaziantep? — this atlas
4. **Company**
   Is this company sound? Will it pay?

The atlas sets the regional backdrop. It doesn't rank companies or replace due diligence.

One location, two lenses

SUPPLIER LENS

Can this cluster produce and ship reliably to EU standards?

Continuity and capacity.

CUSTOMER LENS

How exposed is a buyer here to FX, inflation and demand stress that delays payment?

Payment and solvency.

The physical realities of a place apply to both — only the emphasis changes.

Four cluster lenses

- **Financial & Macroeconomic**
  FX, inflation, balance-sheet strength, payment terms
- **Geopolitical & Regulatory**
  Customs Union, CBAM, sanctions, contract enforceability
- **ESG & Disaster**
  Earthquake, water, labor, CSDDD / LkSG readiness
- **Operational & Logistics**
  Ports, energy, lead time to the EU, skilled labor

The two physical lenses (ESG & Disaster + Operational) carry 60% of the base weight — imposed on every firm in a location.

Reading the signal

In this open edition, each region is read on each lens through one qualitative signal:

Strong Relatively strong location condition on this lens

Moderate Manageable — watch by lens

Caution Elevated — site-level verification required

This open edition gives the signal. The scored edition gives the number.

Marmara

İSTANBUL · KOCAELI · BURSA

Industrial core; deepest finance & logistics.

Financial	Strong
Geopolitical	Moderate
ESG & Disaster	Caution
Operational	Strong

- Watch: Significant earthquake exposure (North Anatolian Fault) — verify site resilience.

Aegean

İZMIR · MANISA · DENIZLI

White goods, refining, home textiles; strong ports & free zones.

Financial	Strong
Geopolitical	Moderate
ESG & Disaster	Caution
Operational	Strong

- Watch: Seismic activity and water stress in textile finishing.

Central Anatolia

ANKARA · KONYA · KAYSERI

Machinery, defense, furniture; lower coastal hazard.

Financial	Moderate
Geopolitical	Moderate
ESG & Disaster	Moderate
Operational	Moderate

- Watch: Inland location adds lead time and cost to the EU.

Mediterranean

ADANA · MERSIN · HATAY

Mersin — Türkiye's largest container gateway.

Financial	Moderate
Geopolitical	Caution
ESG & Disaster	Caution
Operational	Strong

- Watch: Hatay's 2023 earthquake recovery; CBAM-exposed steel at İskenderun.

Southeastern Anatolia

GAZIANTEP · KAHRAMANMARAŞ

World hub for machine-made carpet; deep agri-food base.

Financial	Moderate
Geopolitical	Caution
ESG & Disaster	Caution
Operational	Moderate

- Watch: 2023 epicenter region; reconstruction ongoing — verify capacity directly.

Open edition ↠ scored edition

OPEN EDITION (this)

Qualitative signals per region and lens — Strong / Moderate / Caution.

SCORED EDITION

A 0–100 Cluster Risk Score and an AAA–B grade per region and lens, a separate customer-lens reading, and sector modifiers.

Direction: across the framework, higher = stronger and lower risk. A score never reads in reverse.

TÜRKİYE COUNTERPARTY RISK ATLAS

Read the full open edition

grcmngmnt.com

A Turkish version and the scored edition are available on request.