

## Where We Are



## Who We Are

**Investment and Finance Office is the official organization that:**

- Promotes Türkiye's investment environment and supports investors
- Reports directly to **the President of the Republic of Türkiye**



## What We Do

- Present investment opportunities and provide support** throughout all stages of the investment process
- Serve as **the main point of contact** for international investors and coordinate with national, regional, and local institutions involved in investment promotion
- Offer **free-of-charge** services, including:
  - Market data and analysis
  - Site selection support
  - B2B meeting arrangements
  - Coordination with relevant government bodies
  - Facilitation of legal processes such as business registration, incentive applications, and obtaining licenses and work permits
- Expertise in a wide range of sectors:** Agrofood, Automotive, Chemicals, Defense & Aerospace, Energy, Financial Investments & Startups, Financial Services, ICT, Infrastructure, Life Sciences, Machinery, Business Services, Mining & Metals, Real Estate and Tourism.

## Why Türkiye?

"We believe 3M's culture of innovation built on 3M Science is a perfect match for Türkiye's economic dynamism. 3M's global manufacturing and technological legacy, combined with the skills and dedication of our Turkish employees, continues to strengthen both 3M and the Turkish economy. We look forward to continuing this partnership."

**Andrew P. Bennett**  
SENIOR VICE PRESIDENT  
COUNTRY GOVERNANCE AND EMERGING MARKETS



"Between 2000 and 2023, we invested approximately EUR 4.2 billion across the sectors we operate in—mobility, industrial technology, energy and building technologies, and consumer goods. Our plants and R&D centers in Türkiye are vital to our global network. At Bosch, we continue to develop technology that is 'invented for life' in Türkiye, with the same enthusiasm as on day one."

**Daniel Koriath**  
PRESIDENT AND REGIONAL REPRESENTATIVE  
BOSCH TÜRKİYE



"Thanks to its highly skilled workforce and favorable location near key markets, Türkiye remains a strategic hub for GE Aerospace. For nearly 60 years, we have contributed significantly to both the commercial and defense aviation sectors."

**Dr. Aybike Molbay**  
GENERAL MANAGER  
TÜRKİYE TECHNOLOGY CENTER



"In line with Toyota's global 'Mobility for All' vision, we aim to leave no one behind. Through our multi-pathway approach, we contribute to the electrification of the Turkish automotive industry by producing premium-quality hybrid and plug-in hybrid (PHEV) vehicles and batteries, leveraging our advanced engineering capabilities and skilled workforce."

**Erdoğan Şahin**  
PRESIDENT AND CEO  
TOYOTA MOTOR MANUFACTURING TÜRKİYE



## Timeline: Reforms

### Continuous Reform Process

2001	Coordination Council for the Improvement of the Investment Environment
2003	New Labor Law <b>New FDI Law</b> Ease of company establishment (Law No: 4884)
2004	Establishment and Operating Licenses
2005	New Banking Law
2006	Tax Reform -> Corporate Tax 20% down from 33% <b>★ Establishment of Investment Office</b>
2007	New Insurance Law Investment Incentives
2008	Overhaul of Social Security System R&D and Innovation Incentives
2009	Upgrading Investment Incentives
2011	New Commercial Code New Code of Obligations
2012	New Capital Market Law Upgrading Investment Incentives Removing Restrictions on Foreigners' Purchases of Real Estate
2013	Unifying All Exchanges (Stock, Derivative, Gold, etc.) under BIST
2014	Istanbul Arbitration Center
2016	Upgrading Investment Incentives <b>Personal Data Protection Law</b>
2017	Industrial Property Law (IPR) Production Reform Package New Labor Courts Code
2018	Amendments to improve doing business (Law 7099)
2019	Tech-Driven Industry Initiative Ease of Doing Business Reform Package
2020	Ease of Doing Business Reform Package II Amendments to the Capital Market Law (Introduction of Global Standards)
2021	Paris Agreement Green Deal Action Plan <b>FDI Strategy</b>
2022	The law on the regulation of electronic commerce Istanbul Financial Centre Law
2023	12th Development Plan Introduction of ALAIC (Advance Loans Against Investment Commitment)
2024	<b>High Tech Investment Program HIT-30</b> Amendments to Personal Data Law Coastal Law Changes Enabling Solar Power (SPP) on Lakes
2025	<b>New Investment Incentive System</b> 2030 Industry and Technology Strategy <b>Climate Law</b> Regulation on the Establishment of Emissions Trading System (ETS)
	Introduction of Tech Visa Program <b>★ Establishment of Investment and Finance Office</b>
2026	<b>Powerhouse for Investments in the Türkiye Century Program</b>

## How We Help

- Multilingual support (Turkish, English, German, French, Italian, Arabic, Spanish, Chinese, Japanese, and Korean)
- One-stop-shop approach
- Result-oriented and solution-driven
- Private-sector mindset with full confidentiality
- Focused on high-tech, value-added, and employment-generating investments



**INVEST IN TÜRKİYE**



invest.gov.tr

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**nexus**  
OF THE WORLD

**20 YEARS**  
OF EXCELLENCE

# Türkiye: Nexus of Life Sciences

## GEO-STRATEGIC LOCATION

Türkiye offers access to

- 56 countries
- 1.3 billion people
- USD 28 trillion of GDP
- USD 7 trillion of trade

in a 4-hour flight radius from Istanbul



Istanbul Airport

130 countries

349 destinations

7th busiest airport in the world in 2025

~84 million passengers

The busiest hub in Europe in 2025

Sources: Eurocontrol, 2025

Easy access to combined pharmaceutical market exceeding \$600B, with a reachable patient population of 1.5 billion within a 4-hour flight.

12<sup>TH</sup> LARGEST ECONOMY by Purchasing Power Parity

86M POPULATION Europe's 2<sup>nd</sup> largest (median age 33)

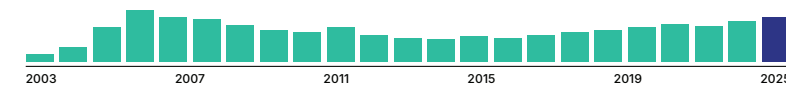
TOP 20 GLOBAL PHARMA MARKET 10<sup>th</sup> globally (TRY 324.6B domestic market)

## CUMULATIVE FDI INFLOWS TO TÜRKİYE 2003-2025 (USD Billion)

\$288B TOTAL FDI INFLOWS Cumulative - 2003-2025

\$12.5B ANNUAL AVERAGE Per year - 2003-2025

Annual FDI Trend - Illustrative



## SKILLED & DEDICATED WORKFORCE

222K ACTIVE PHYSICIANS

One of Europe's largest clinical workforces, with strong specialist and primary care capacity across therapeutic areas.

874K GRADUATES ANNUALLY

Powered by 208 universities, Türkiye graduates 25,000+ students each year in medicine, pharmacy, and bioengineering.

1.4M HEALTHCARE PROFESSIONALS

Europe's largest youth talent pool, combining strong education, motivation, and cost competitiveness versus Western Europe.

Sources: Invest in Türkiye - Ministry of Health - Council of Higher Education (YÖK) - TÜİK

## MARKET SCALE AND GROWTH

\$11B PHARMACEUTICAL MARKET SIZE USD - 2025

One of the fastest-growing pharmaceutical markets in the OECD. Domestic market grew +32.7% in 2025, reflecting strong volume expansion across all therapeutic areas.

MARKET COMPOSITION - SHARE OF VALUE

Originator 63.3% Innovative and branded products

Generics 36.7% 97.2% produced domestically

+32.7% Market growth in 2025, year-on-year

\$2.51B Pharma exports 2025, up +9.3%, year-on-year

47 New reference drugs entered market in 2025

5 Biosimilars launched in 2025

Sources: AIFD 2025 - IEIS Türkiye Pharma Report, December 2025

## BIOTECHNOLOGICAL PHARMACEUTICAL MARKET SIZE (2024)

\$1.9B BIOTECH MARKET SIZE

34% EUROPE UNION MARKET SHARE

17% TÜRKİYE MARKET SHARE

Room for Growth

Türkiye's biotech ecosystem offers substantial opportunities for innovation, investment, and sustainable growth.

## MEDICAL MARKET SIZE

\$4.6B TÜRKİYE MARKET SIZE

19<sup>TH</sup> IN THE WORLD

\$2.3B MEDICAL DEVICE PRODUCTION SIZE

Source: IQVIA analysis

## PHARMACEUTICAL PRODUCTION CAPABILITY

111 MANUFACTURING FACILITIES

111 pharmaceutical production facilities including 9 radiopharmaceutical sites, plus 15 dedicated API production facilities.

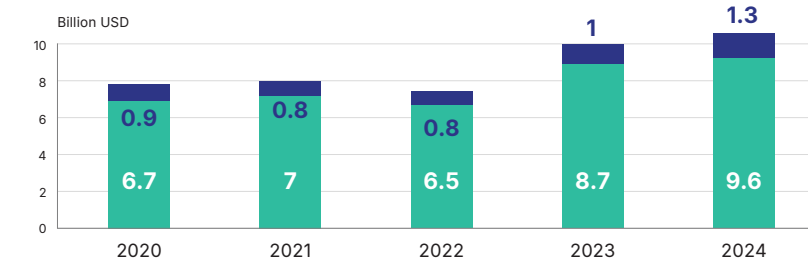
50K+ INDUSTRY EMPLOYEES

Sector output grew significantly over the past decade, reflecting sustained capacity investment across the full pharmaceutical value chain.

+70.1% Sector output growth 2015 to 2025

Source: IEIS Türkiye Pharma Report, December 2025

## TURKISH PHARMACEUTICAL MARKET SALES VALUE 2020-2024



Source: IQVIA Market Prognosis 2025-2029

## HEALTH INFRASTRUCTURE BASE

1,500+ HOSPITALS

One of the densest hospital networks in Europe, spanning public, university, and private facilities across all 81 provinces. Deep specialist and primary care coverage across all major therapeutic areas.

Density - Top Tier Europe

81 provinces covered with no geographic blind spot for clinical or commercial deployment.

580M+ HOSPITAL APPLICATIONS

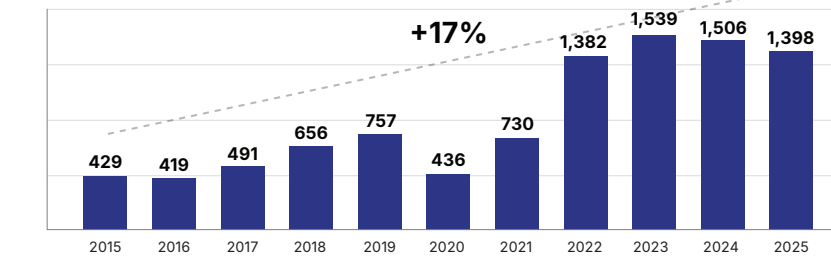
Among the highest healthcare utilization rates in the OECD, giving a deep, treatment-active patient base for clinical trials and large-scale real-world evidence.

Global Leader

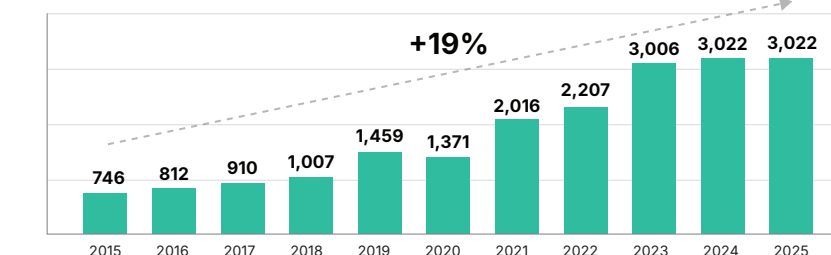
150+ origin countries represented in inbound patient flows with an international referral network already in place.

## HEALTH TOURISM

NUMBER OF MEDICAL TOURISTS VISITING TÜRKİYE (Thousands, 2015-2023)



HEALTH TOURISM REVENUES IN TÜRKİYE (USD, 2015-2025)



1.5M+ International patients

\$3B Health tourism revenue

3.5x Increase in health tourist arrivals.

4x Increase in health tourism revenues in the last ten years

Sources: IQVIA, IEIS, AIFD, PwC-Arted Reports

## MOVING TOWARDS ADVANCED MANUFACTURING



97.2% GENERICS PRODUCED DOMESTICALLY

One of the highest generic drug localization rates in the region, reflecting deep domestic manufacturing maturity across all major therapeutic categories.

\$2.51B PHARMACEUTICAL EXPORTS

Export value reached \$2.51B in 2025, up +9.3% year-on-year, driven by finished dose and API shipments to EU, MENA, and CIS markets.



Health Institutes of Türkiye (TUSEB)

1600+ R&D projects supported

370+ Prototype product development initiatives



HIT-30 "Healthy Life" strategic investment designation

Biotechnological drugs designated a HIT-30 priority sector. Pharma included in the Tech-Focused Industry Move program, unlocking enhanced incentive packages for qualifying investments.

Source: IEIS Türkiye Pharma Report, December 2025

## STRATEGIC INVESTMENT OPPORTUNITIES



Biotech & Biosimilars

17% biotech market share (USD 1.9B)

Biosimilar market grew +45% by volume

43% of imports = blood/sera/vaccines

Fill-finish → DP → upstream: phased entry

Domestic manufacturing precedent established



Digital Health & AI

Global digital health market → \$946B by 2030

e-Nabiz: 80%+ citizen adoption nationwide

388M+ annual MHRS bookings

Telemedicine Regulation enacted 2022

First-mover advantage in AI diagnostics



Vaccines & Chronic Care

9.6M diabetes patients → 14.1M by 2050

Largest single import: vaccines & blood

Hifzissihha biotech & vaccine center underway

National immunization program ~98-99% coverage

High recurring demand + policy-backed volumes



Contract Mfg (CDMO)

Global CDMO market: \$155.5B (2024)

EU nearshore supply chain fragility premium

53.6% of pharma exports go to Europe

Fast-start: packaging/DC → DP → biologics

Competitive operating costs vs. EU peers