



Turkey's Representative for Food Processing & Packaging Machinery

AKCAN Engineering—Your Strategic Partner Bringing Italian Engineering Excellence to the Turkish Food Industry

The Turkish Market: Why Now?

One of Europe's Fastest-Growing Markets

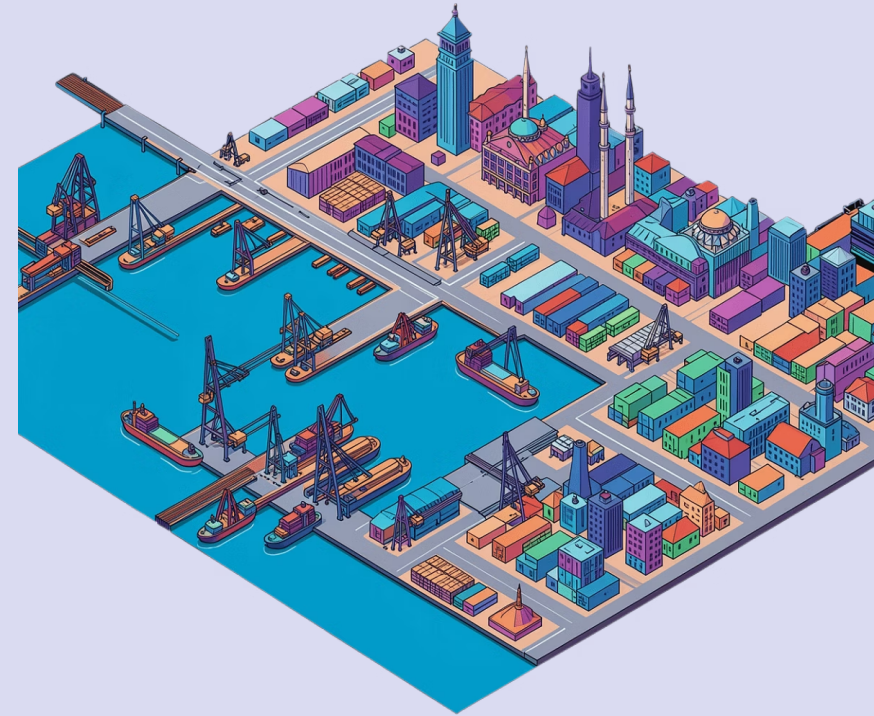
Turkey is one of Europe's most dynamic markets for food processing and packaging technologies, driven by continuous industrial investments and increasing production capacity.

8–10% Annual Market Growth

With steady annual growth, Turkey offers significant opportunities for Italian machinery manufacturers seeking sustainable expansion in a strategic market.

Growing Manufacturing Capacity

Continuous investments in local manufacturing facilities are creating strong demand for high-performance machinery, advanced technologies, and reliable engineering solutions.



COMPANY PROFILE

About AKCAN Engineering

Your Solution Partner for Food Processing & Packaging Machinery



Our Mission

To provide companies operating in the food processing and packaging industries with world-class engineering solutions and advanced technologies that improve production efficiency, operational reliability, and long-term sustainability.

Our Vision

To become one of Turkey's leading engineering companies in the food processing and packaging machinery sector by delivering innovative engineering solutions, reliable technical services, and long-term customer value.

Through strong partnerships with internationally recognized manufacturers, we aim to become the preferred engineering and commercial partner for global brands entering the Turkish market.

Why Choose AKCAN Engineering?



Deep Technical Expertise

More than 10 years of management experience in technical operations and maintenance within the food processing and packaging industries.



Comprehensive After-Sales Support

Complete after-sales solutions including technical assistance, spare parts supply, on-site service, and ongoing customer support.



Strong Customer Network

An established network of industry relationships across Turkey, supported by a portfolio of well-known and trusted companies.



A Bridge Between Italy and Turkey

We facilitate effective communication and long-term business cooperation between Italian manufacturers and Turkish customers through technical expertise, cultural understanding, and professional representation.

Founder & Management Team

Ufuk Akcan — Founder & Managing Partner

With extensive technical expertise and international experience in industrial machinery, Ufuk Akcan leads AKCAN Engineering with a strong vision focused on sustainable growth, innovation, and long-term partnerships.

Technical Team

Our team consists of experienced mechanical engineers and field service specialists with expertise in machinery installation, commissioning, technical support, and after-sales service.

Sales Team

A dedicated sales organization specializing in the food industry, serving customers across different regions of Turkey and building long-term business relationships.



MARKET OPPORTUNITY

Potential Customers in Turkey

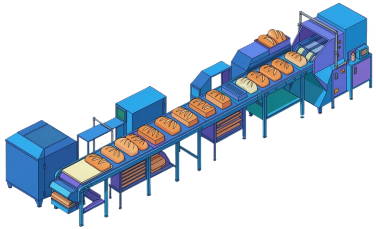
More than **70,000 food manufacturing facilities** operate across Turkey.

This extensive market offers outstanding opportunities for both large-scale industrial investment projects and the modernization of small and medium-sized enterprises (SMEs).

- **Major Food Manufacturers:** Leading companies such as **Ülker, Eti, Pınar, Süttaş, and Coca-Cola Türkiye** continuously invest in upgrading their production facilities, creating ongoing demand for advanced machinery and innovative technologies.
- **SME Market:** The SME segment is rapidly increasing its investments in modernization, representing a large and continuously expanding market for high-quality food processing and packaging equipment.

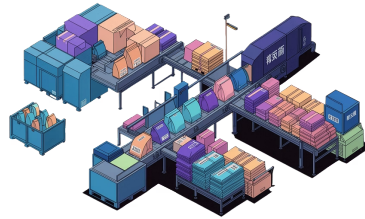


TARGET CUSTOMER PROFILE



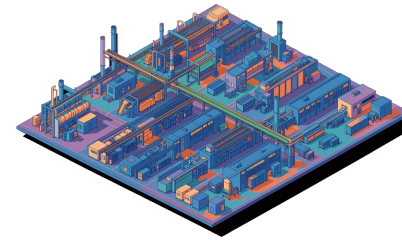
Food Manufacturers

Manufacturers operating in the bakery, dairy, meat processing, ready-to-eat food, and beverage industries, with medium to high production capacities and continuous investment needs.



Packaging Companies

Manufacturers of flexible packaging, canned food packaging, and PET bottles, seeking advanced technologies to improve efficiency, productivity, and product quality.



Medium & Large-Scale Production Facilities

Companies with significant investment capacity, looking for high-quality machinery, innovative technologies, and reliable long-term business partners.

Our Sales & Distribution Model



1 Direct Sales

A project-oriented sales approach supported by personalized technical consulting, tailored solutions, and close cooperation with major industrial customers.

2 Nationwide Regional Network

A well-established sales and service network covering all regions of Turkey, ensuring fast response times and strong local customer support.

3 Trade Fairs & Industry Events

Active participation in leading industry exhibitions such as **TÜYAP, WIN Eurasia, and Eurasia Packaging**, strengthening brand visibility, expanding business opportunities, and building long-term relationships with customers.

AFTER SALES SERVICES

24/7 Technical Support

Continuous technical assistance through a dedicated support line and remote diagnostic solutions, enabling rapid troubleshooting and minimizing production downtime.



Installation & Training

On-site installation, commissioning, and comprehensive operator training provided by certified technical specialists, ensuring maximum equipment performance, operational efficiency, and long-term reliability.



PARTNERSHIP FRAMEWORK

Our Expectations for a Successful Partnership

We believe that long-term success is built on mutual trust, transparency, and shared objectives. Therefore, we propose a partnership model that creates sustainable value for both parties.

- A competitive product portfolio supported by comprehensive technical documentation and attractive commercial conditions.
- Joint marketing materials and authorization to represent and promote your brand in the Turkish market.
- Access to technical training programs and product certification.
- Collaborative planning of annual sales targets, market development strategies, and long-term business growth.

Growing Together

- Our goal is to become the **most reliable and technically competent representative of your brand in Turkey.**

By combining our engineering expertise, market knowledge, and customer-focused approach, we aim to deliver outstanding value throughout the entire customer journey—from project planning and installation to after-sales support and long-term technical service.

THREE-YEAR GROWTH PLAN

1

Year 1

Establish a strong market presence in Turkey, complete the first reference projects, and build a solid portfolio of key customers.

2

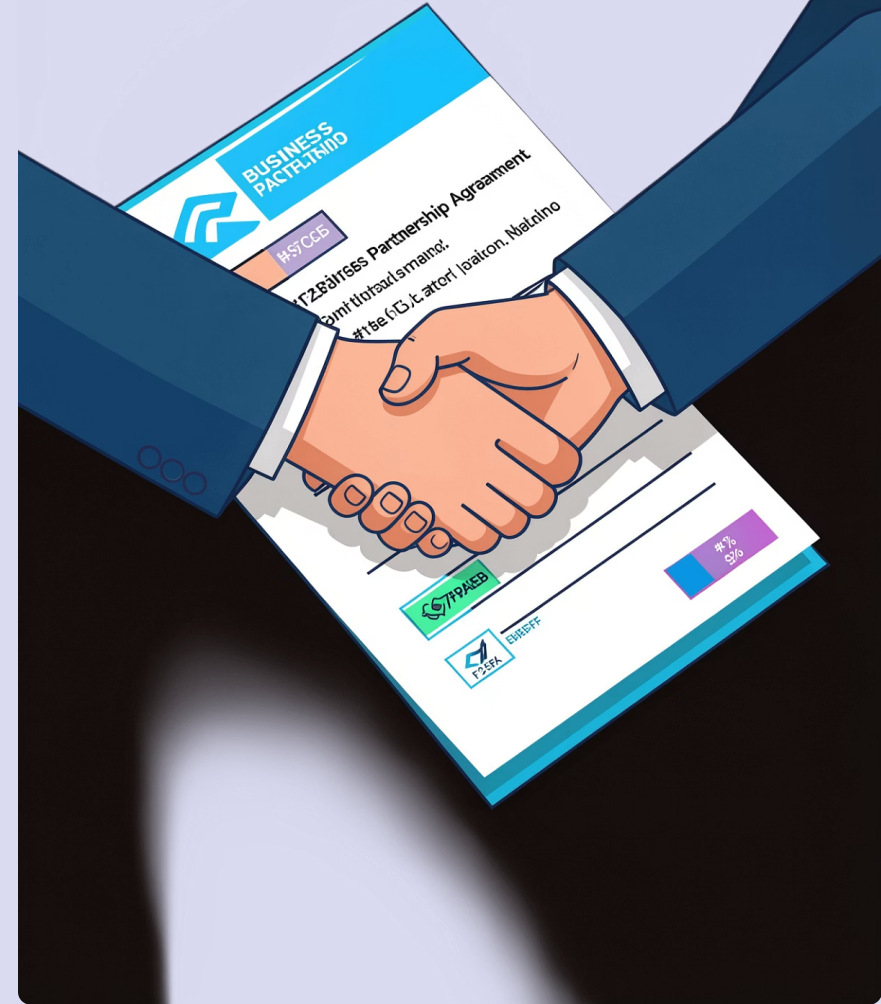
Year 2

Expand our customer network, strengthen brand awareness, and achieve significant growth in sales volume across the Turkish market.

3

Year 3

Become one of Turkey's leading representatives for Italian food processing and packaging machinery manufacturers, recognized for technical excellence and customer satisfaction.



Let's Grow Together in the Turkish Market

Discover the opportunities of the Turkish market with a trusted local partner.

AKCAN Engineering is ready to represent your brand with professionalism, technical expertise, and a long-term commitment to success.

Our mission is to help international manufacturers establish a strong and sustainable presence in Turkey by providing reliable engineering support, effective market representation, and outstanding customer service.

**Contact us today and let's
build a successful partnership
together.**

 **Ufuk AKCAN**

Founder & Managing Partner

+90 542 653 22 99

ufukakcan@akcanmuhendislik.com