

# Lonca Entrepreneurship Center

EMPOWERING THE TECHNOLOGY ECOSYSTEM BY KUVEYT TRK

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# A Vision of Continuous Innovation

Bridging the gap between ambitious startups and corporate power since 2017.



To contribute to the commercialization processes of innovative and technology-oriented startups by providing various acceleration supports and to integrate them into the national economy.

# Driving Technological Evolution

## **Core Mission**

Launched in 2017, Lonca is one of Türkiye's most effective acceleration programs. We focus on startups with MVPs and scalable models, helping them position innovative solutions in the market.

## **Value Proposition**

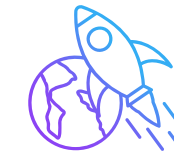
We provide a comprehensive bridge between the bank and startups, fostering economic value and enhancing Türkiye's innovation capacity through sector expertise and financial tech infrastructure.

# Mission



**Establishing win-win  
relationships with startups**

**Existing as  
a startup-friendly bank**



**Startup Acceleration Programs**



**Banking Products & Services**



**Startup Events**



**Cooperation with the Bank**

# Start-to-End Support Ecosystem



## Knowledge & Mentoring

Comprehensive training modules and expert mentoring from industry veterans to sharpen business strategies.



## Technical Infrastructure

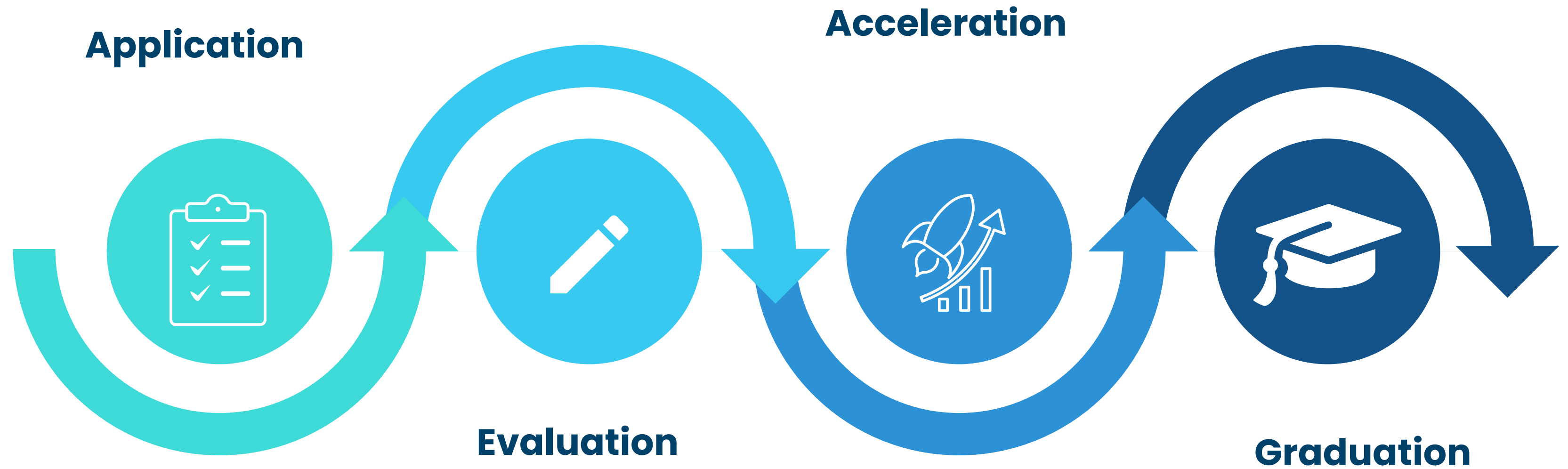
Exclusive access to Kuveyt Türk APIs, open office spaces, and high-tier technical infrastructure for development.



## Growth Funding

Direct equity-free grants, investor matchmaking events, and pilot (PoC) opportunities with bank departments.

# Program Stages



# | What We Offer



**Working Space**



**Mentorship**



**Partnership with KT Group**



**Training & Courses**



**Technological Support**



**₹ 400k Grant**



**Promotional Activities**

# | The Impact in Numbers

110

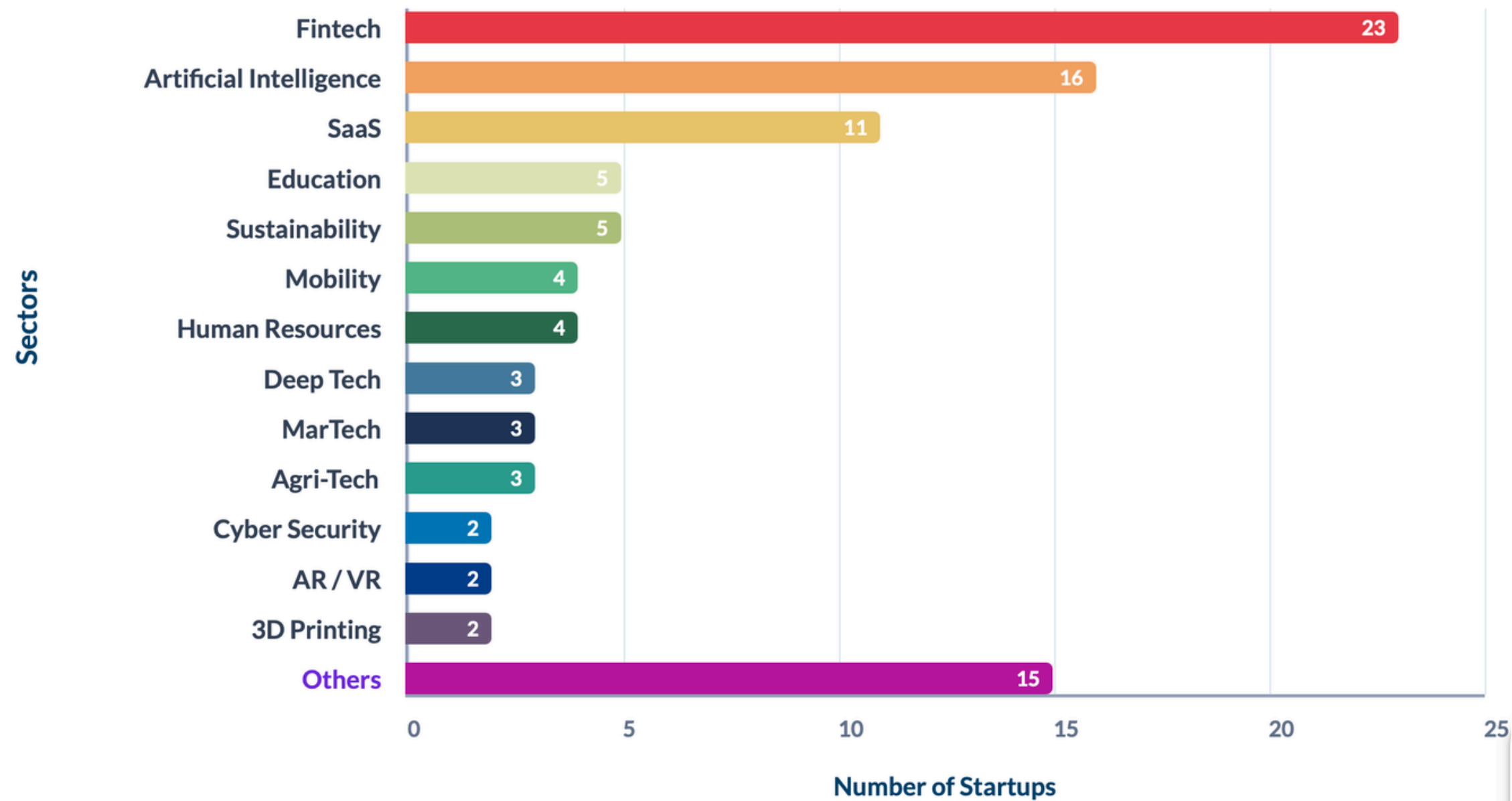
Startups  
Supported

## **Proven Track Record**

Lonca has successfully graduated 110 startups across diverse sectors. Through 11 startup acceleration programs, we have provided over **\$500,000** in equity-free grants to our graduates, fueling their early-stage growth without equity.



## Sectoral Distribution



**\$20M+ Total Investment**

Over 35 graduated startups have raised nearly  
20 million USD in follow-on funding.

# | Success Story: Harcy

## Harcy & Lonca

Harcy transformed from a prototype to a market-ready venture using Lonca's mentoring and financial support. With our investment, they established a production workshop and reached export readiness. Today, Harcy stands as a leading example of sustainable innovation in Türkiye's textile sector.





# | Success Story: Varsapp

## Varsapp & Lonca

Varsapp utilized Lonca's grant to complete their software development and launch their product into the market.

It now represents the face of Lonca's commitment to supporting female entrepreneurship, creating a thriving peer-to-peer sharing economy platform.



# Strategic Corporate Synergies

Partner	Integration Impact	2024-25 Milestones
Goldtag	Integrated via Kuveyt Türk API solutions for live exchange rates.	Generated approx. \$13.9M transaction volume in 2025.
Carbon Gate	Providing services for "Kuveyt Türk 2024 Sustainability Report".	Ongoing PoC for calculating carbon emissions of bank loans.





*We don't just support; we become the first customer of our entrepreneurs.*

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# Entrepreneurship & Innovation Team

The architects managing the end-to-end innovation journey.

# | Managing the Culture of Change

-  **Discovery & Exploration:** Tracking global trends, technology shifts, and business models through fairs, research platforms, and international networks.
-  **Internal Innovation:** Fostering a "Try-and-Learn" culture through ideation platforms and awareness studies for employees.
-  **PoC Hub:** Systematizing pilot processes between business units and startups to turn innovative ideas into measurable corporate value.
-  **Strategic Partnerships:** Managing sponsorships and networking to ensure Kuveyt Türk's strategic positioning.



# | Startup Globalization Process

Support will be provided for the processes of startups aiming to operate in global markets in 2026

We aim to establish partnerships outside of Türkiye to support startups in their customer acquisition and partner development processes.

5 startups, consisting of Lonca program alumni and selected ventures from the ecosystem, will be taken to the London Tech Week organization.



# Questions?

Building the Future of Finance and Technology Together.

[www.loncagirisim.com](http://www.loncagirisim.com) | [www.kuveytturk.com.tr](http://www.kuveytturk.com.tr)