

ORGE ELECTRICAL CONTRACTING

INVESTOR PRESENTATION – 28/11/2023

Mr. Volkan Bayram, PhD

CFO

+90 216 457 32 63

yatirimciiliskileri@orge.com.tr

Mr. Ertuğ Ersoy

Investor Relations Manager

+90 216 457 32 63

yatirimciiliskileri@orge.com.tr

ORGE[®]
ELECTRICAL CONTRACTING

TABLE OF CONTENTS

Introduction

- Company Profile
- Investment Case

Corporate Overview

- Board of Directors
- Management Team
- Shareholder Structure

Business Overview

- Completed Projects
- Sustainability

Growth Drivers

- Ongoing Projects
- New Work Booked
- Backlog
- Business Development - Key Opportunities

Financial Overview

- Key Financial Data
- Earnings Guidance
- Financial Statement
- Capital Increases, Buybacks, and Dividend History

COMPANY PROFILE



ORGE was founded in 1998 and listed on Borsa İstanbul in 2012.

ORGE has completed electrical contractual works of 7 mil sqm since 1998.

The company is a member of the Turkish Contractors Association (TCA) and Turkish Industry and Business Association (TÜSİAD).

With an authorized capital of 250 million TRY and a paid-in capital of 80 million TRY, ORGE hires nearly 500 employees.

Completed and ongoing projects and related documents can be seen in detail on the official company website: www.orge.com.tr

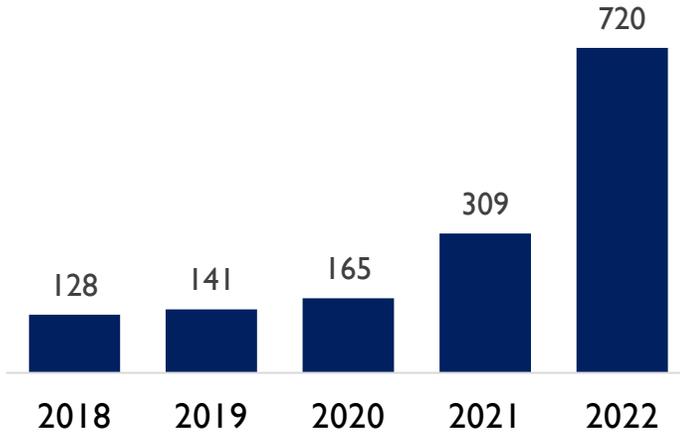


TÜSİAD

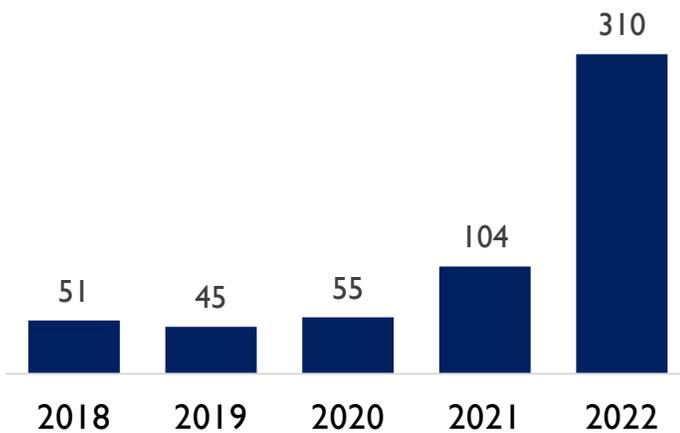


INVESTMENT CASE

Revenue (TRY Mil)



Net Profit (TRY Mil)



WHY ORGE?

Focus: High-margin operational revenue stream and continuous increase in shareholder value

Strong historical growth and untapped potential

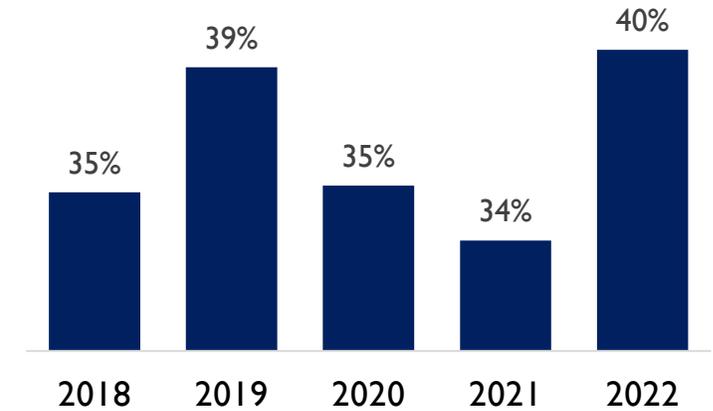
Qualified projects with high margins vs. numerous unqualified low-margin ones

Multi-phase projects: decrease in costs / increase in efficiency

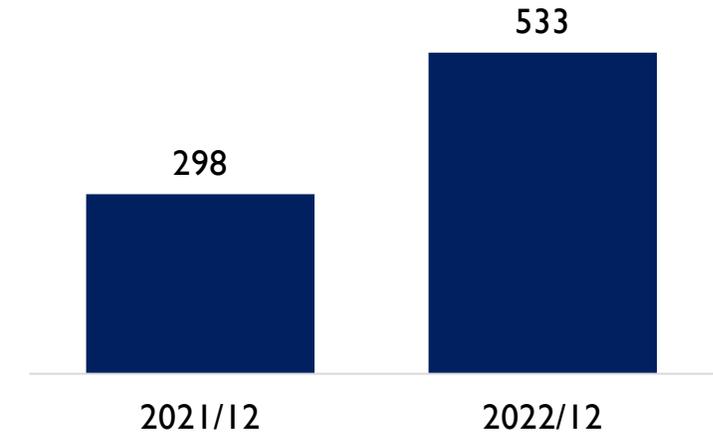
Proactive risk awareness transfer and mitigation strategies

New opportunities: Renewable Energy and International Projects

EBITDA Margin



Backlog (TRY Mil)



BOARD OF DIRECTORS



**NEVHAN
GÜNDÜZ**

Chairman

+25 years of experience in electrical contracting and renewable energy. Director and company partner of Gündüz Elektrik until 1998. As the founder of ORGE, Gündüz served as the Deputy Chairman and CEO of the Board of Directors between 1998-2023, and has been serving as the Chairman and CEO of the Board of Directors since April 2023.



**ORHAN
GÜNDÜZ**

Vice Chairman

In the electrical contracting sector since 1965. Yegenler A.Ş., Ye-Pa Elektroteknik, Galdem A.Ş., Gündüz Elektrik ve And İnşaat A.Ş. He was the founder and Chairman of the Board of Directors. As the founder of ORGE, Gündüz served as the Chairman of the Board of Directors between 1998-2023, and has been serving as the Deputy Chairman of the Board of Directors since April 2023.



**MAHMUT
GÜNDÜZ**

Member

Manager and shareholder at Ye-Pa Electrotechnical Inc. until 2013. Board member of ORGE since 1998.



**MUSTAFA ÇETİN
ÖZBUDUN**

Independent Member

Experienced in accounting, finance, sales, marketing, licensing, quality certification, government affairs, government support and incentives, and foreign trade. CEO (since 2010), shareholder and board member (since 2011) at GBL LTD.



**İLHAN ŞÜKRÜ
KAYA**

Independent Member

Private local and foreign trade specialist between 1995-1998. Managing Director at Off Tourism LTD. (1999-2001). Managing family portfolio of real estate and financial assets since 2002.

MANAGEMENT TEAM



**NEVHAN
GÜNDÜZ**

CEO

+25 years of experience in electrical contracting and renewable energy. Director and company partner of Gündüz Elektrik until 1998. As the founder of ORGE, Gündüz served as the Deputy Chairman and CEO of the Board of Directors between 1998-2023, and has been serving as the Chairman and CEO of the Board of Directors since April 2023.



**VOLKAN
BAYRAM, PhD**

CFO

20+ years of capital markets, finance, and regulatory experience in civil service and private sector. Specialties: capital markets, corporate finance, IPOs, M&As, corporate governance, financial services, IFRS, auditing, internal controls, risk and contract management. Holds all professional capital markets licenses issued by the SPL – equivalent of the CFA.



**EMRE
KARATEPE**

Deputy CEO
(Railways and Subways)

+15 years of electrical contracting experience in Hospital, Hotel, Industrial facilities Rail system projects. Areas of expertise: Project and proposal management, project management and coordination. He mainly works on rail system projects.



**BERTAN
BİRKAN, MS**

Trading Division
President

+20 years of experience in manufacturing, marketing and sales of cables, cable accessories, generators and raw materials in the electrical industry. He worked as a senior manager in the private sector and took part in the Executive Boards. Areas of expertise are: Marketing, strategic planning, management, international sales, tenders, distribution channels and coordination.



**MEHMET TAHİR
ÖZSOY, MBA, MSc**

Renewable Energy Division
President

+20 years banking, finance and education, audit and c-level experience in civil and private sector, Specialties: banking & financial markets, financial economics, audit, risk management, budget management, financial management, project management, organizational structure and corporate governance.

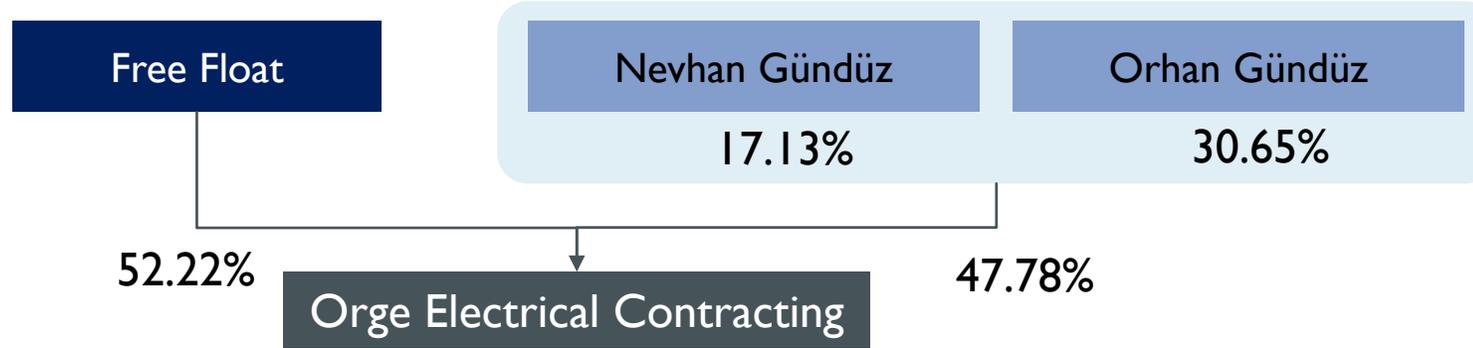


**AHMET
BİRLEŞTİRİCİ**

E-Mobility Division President

+30 years of private sector experience, has been working in energy projects in sales, planning, project, coordination and general manager positions. During this period, he established and operated factories abroad. He has been expertise in Electric Vehicle Technologies, Busbar Energy Transmission and Distribution Systems, Cable Tray and Grounding Systems.

SHAREHOLDER STRUCTURE



Commitment to Minority Shareholders

We are committed to create value for minority shareholders and act in their best interests through:

- Transparent reporting
- Strong corporate governance
- Share buybacks
- Dividend distribution

Shareholders	Share (%)	Amount (TRY)	Vote (%)
Orhan Gündüz	30.65	24,523,108.80	30.65
Nevhan Gündüz	17.13	13,704,891.96	17.13
Free float	52.22	41,771,999.24	52.22
Paid-in Capital	100.00	80,000,000.00	100.00

SELECTED COMPLETED PROJECTS

PROJECT	LOCATION	CLIENT	DESCRIPTION	CONTRACT VALUE	START	COMPLETED
QUASAR İSTANBUL / FAIRMONT HOTEL	İSTANBUL/TÜRKİYE	VIATRANS-MEYDANBEY JV	2 SKYSCRAPER / 46 FL	35.697.296 EUR	Oct 14	Dec 16
SABİHA GÖKÇEN AIRPORT SUBWAY	İSTANBUL/TÜRKİYE	GÜLERMAK-YSE JV	SUBWAY PROJECT WITH 4 STATION & 7,4 KM SUBWAY LINE	11.600.030. EUR	Jun 20	Dec 22
KARTAL-TAVŞANTEPE SUBWAY	İSTANBUL/TÜRKİYE	SOAJV	SUBWAY PROJECT WITH 3 STATION & 4,5 KM SUBWAY LINE	11.242.942 EUR	Apr 14	Jan 17
İNİSTANBUL PROJECT	İSTANBUL/TÜRKİYE	SERA CONSTRUCTION	3.032 APARTMENTS RESIDENTIAL PROJECT	10.051.965 EUR	Jun 16	Apr 21
M.KÖY-MAHMUTBEY SUBWAY	İSTANBUL/TÜRKİYE	ALARKO HOLDING	SUBWAY PROJECT WITH 15 STATION & 18 KM SUBWAY LINE	6.402.988 EUR	Feb 18	Mar 21
BÜYÜKYALI İSTANBUL PROJECT	İSTANBUL/TÜRKİYE	ÖZAK-ZIYLAN-YENİGÜN JV	1.481 APARTMENTS RESIDENTIAL PROJECT	5.734.041 EUR	May 17	Dec 21
BAŞAKŞEHİR-KAYAŞEHİR SUBWAY	İSTANBUL/TÜRKİYE	ŞENBAY-ÖZGÜN-SÖĞÜT JV	SUBWAY PROJECT WITH 4 STATION & 6,2 KM SUBWAY LINE	4.675.000 EUR	Aug 21	May 23
PRIME MALL ANTAKYA	HATAY/TÜRKİYE	SMS-MARASHSTROY JV	SHOPPING MALL - 90.000 SQM CONSTRUCTION AREA	4.633.682 EUR	Nov 10	Oct 11
DUDULLU-BOSTANCI SUBWAY	İSTANBUL/TÜRKİYE	ŞENBAY-KOLİN-KALYON JV	SUBWAY PROJECT WITH 4 STATION (ORGE SCOPE)	4.151.346 EUR	Jul 18	Mar 23
EVORA İSTANBUL PROJECT	İSTANBUL/TÜRKİYE	TEKNİK YAPI HOLDING	2.560 APARTMENTS RESIDENTIAL PROJECT	3.963.345 EUR	May 12	Oct 15
CONRAD HOTEL İSTANBUL	İSTANBUL/TÜRKİYE	AKSOY HOLDİNG	5* HOTEL RENOVATION PROJECT (550 ROOMS)	3.694.390 EUR	Sep 12	Sep 15
THE RITZ-CARLTON RESIDENCES	BODRUM/TÜRKİYE	AKSOY HOLDİNG	TOURISM PROJECT – 75 VILLAS	3.405.567 EUR	Dec 16	Mar 21
YAPI KREDİ BANKING CENTER	KOCAELİ/TÜRKİYE	YAPI KREDİ BANK	MV-LV RENOVATION OF BANKING CENTER	2.796.056 EUR	Oct 19	Mar 21
HİSARÜSTÜ-AŞIYAN FUNICULAR LINE	İSTANBUL/TÜRKİYE	METROSTAV ANKARA CONS.	FUNICULAR PROJECT WITH 0.8 KM FUNICULAR LINE	2.330.000 EUR	Mar 21	Oct 22
ATATÜRK CULTURAL CENTER	İSTANBUL/TÜRKİYE	SEMBOL – YENİ YAPI JV	OPERA BUILDING - 95.600 SQM CLOSED AREA	2.314.094 EUR	Dec 19	Mar 22
CONCORD İSTANBUL PROJECT	İSTANBUL/TÜRKİYE	TEKNİK YAPI HOLDING	1.173 APARTMENTS RESIDENTIAL PROJECT	2.277.960 EUR	Sep 15	Dec 18
PENDORYA MALL	İSTANBUL/TÜRKİYE	TSKB-ATAMAN CONSTRUCTION	SHOPPING MALL - 80.648 SQM CLOSED AREA	2.157.336 EUR	Feb 09	Dec 9
IBN HALDUN UNIVERSTİY	MUGLA/TÜRKİYE	GÖRGÜLÜ PLUS CONSTRUCTION	UNIVERSTİY - 170.000 SQM CONSTRUCTION AREA	2.074.805 EUR	Jun 19	Dec 20
MALL OF İSTANBUL C & D TOWERS	İSTANBUL/TÜRKİYE	TORUNLAR REID	612 APARTMENTS RESIDENTIAL PROJECT	1.871.309 EUR	Mar 12	Mar 14
ASKAYNAK PLANT	KOCAELİ/TÜRKİYE	ECZACIBAŞI-LINCOLN ELECTRIC	FACTORY BUILDING - 23.500 SQM CONSTRUCTION AREA	1.289.381 EUR	Sep 06	Sep 07
DELUXİA ATAŞEHİR & DRAGOS PROJECT	İSTANBUL/TÜRKİYE	TEKNİK YAPI HOLDING	1.203 APARTMENTS RESIDENTIAL PROJECTS	1.900.022 EUR	Oct 10	Feb 14

SUSTAINABILITY

SUSTAINABLE DEVELOPMENT GOALS



ORGE Zero Waste Project: initiated in 2015. Recycling of cables, plastic pipes and cable scraps. Recycled 74 tons of waste in 2023/9M, 39 tons of which are cables. Recycled 678 tons of waste since 2015.



Renewable Energy Dept.: Tüvtürk SPP Project, Smart buildings. Energy efficiency in buildings. Quasar İstanbul, Atatürk Cultural Center, Subway Stations



Blue-collar education initiative in cooperation with public authorities. BIM education for 50% of engineers.



Offered apprenticeship opportunities. Skills development programs (BIM). Fair hiring and recruitment.



50% of HQ staff, 25% of senior management are women. Equal remuneration for women and men. Zero-tolerance policy towards all forms of violence at work. No cases of workplace violence and harassment.



Smart buildings. Energy efficiency in buildings. Quasar İstanbul, Atatürk Cultural Center, Subway Stations
Contribution to Sustainable Transportation: Completed and Current Subway Projects



SASB STANDARDS – ENGINEERING AND CONSTRUCTION SERVICES

Environmental Impact of Project Development	<ol style="list-style-type: none"> 1) No incidents of non-compliance with environmental permits, standards, and regulations. 2) Environmental and Sustainability Policy in place. 3) ORGE Zero Waste Project: recycling of cables, plastic pipes and cable scraps: 74 tons in 2023/9M; 678 tons since 2015.
Workforce Health & Safety	<ol style="list-style-type: none"> 1) 2019: total recordable injury rate (TRIR) tracked. 2) Zero fatalities since foundation. 3) Employee turnover: 24% (2022), 23% (2021)
Business Ethics & Bidding Integrity	<ol style="list-style-type: none"> 1) No regulatory fines. 2) Anti-corruption/anti-bribery practices and policies since foundation.
Structural Integrity & Safety	<ol style="list-style-type: none"> 1) Zero-defect targets. 2) Safety-related rework expenses. 3) No legal/regulatory fines/settlements associated with defect- and safety-related incidents.

ONGOING PROJECTS

- NEW AIRPORT - HALKALI SUBWAY
- BAKIRKÖY - KIRAZLI SUBWAY
- PENDİK - FEVZİ ÇAKMAK SUBWAY
- FOLKART NEFES PROJECT
- GÖNCAY PLASTİK SPP PROJECT
- KOÇ UNIVERSITY DORM PROJECT

- FOÇA HOLIDAY RESORTS

- BODRUM HILLSIDE HOTEL PROJECT

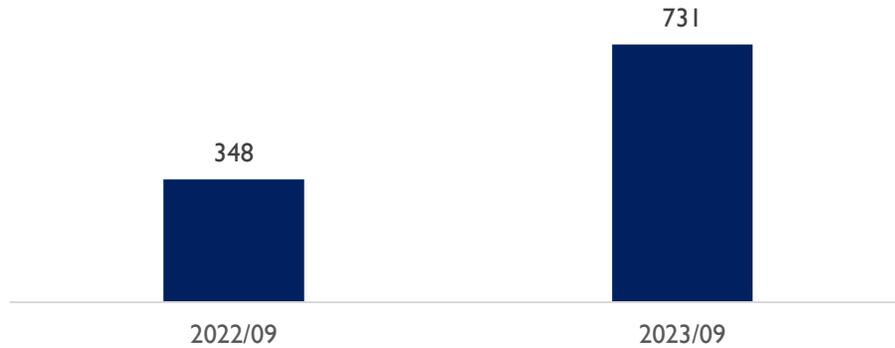
- KOCAELİ INTEGRATED HEALTCARE CAMPUS
- GEBZE - DARICA SUBWAY
- TURKCELL GEBZE DATA CENTER
- KALİBRE BORU SPP PROJECT



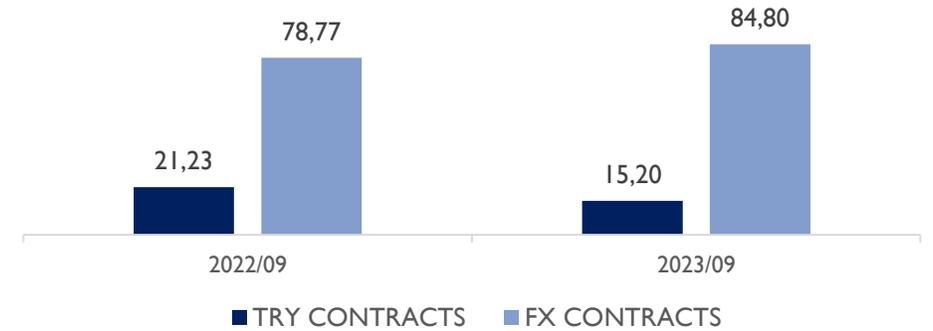
PROJECT	CONTRACT VALUE	ESTIMATED COMPLETION	STATUS
PENDİK-FEVZİ ÇAKMAK SUBWAY	9.630.917 EUR + 54.723.773 TRY	FEBRUARY 2025	ONGOING
BAKIRKÖY-KIRAZLI SUBWAY	10.900.000 EUR	MARCH 2024	ONGOING
KOCAELİ INTEGRATED HEALTCARE CAMPUS	5.707.474 EUR + 29.777.256 TRY	DECEMBER 2023	ONGOING
BODRUM HILLSIDE HOTEL PROJECT	3.907.628 EUR + 102.633.429 TRY	DECEMBER 2024	ONGOING
GEBZE-DARICA SUBWAY	2.685.000 EUR + 31.793.510 TRY	OCTOBER 2024	ONGOING
ISTANBUL NEW AIRPORT-HALKALI SUBWAY	2.128.149 EUR + 25.124.798 TRY	MARCH 2024	ONGOING
TURKCELL ANKARA DATA CENTER	2.274.485 EUR + 15.800.614 TRY	DECEMBER 2023	ONGOING
TURKCELL GEBZE DATA CENTER	1.988.038 EUR + 11.618.486 TRY	DECEMBER 2023	ONGOING
FOLKART NEFES PROJECT	325.400 EUR + 889.174 USD + 22.109.505 TRY	DECEMBER 2023	ONGOING
TÜVTÜRK SOLAR POWER PLANT PROJECT	1.987.905 USD	DECEMBER 2023	ONGOING
GÖNCAY PLASTİK SOLAR POWER PLANT PROJECT	1.335.281 USD	DECEMBER 2023	ONGOING
KOÇ UNIVERSITY DORM PROJECT	711.968 EUR + 17.618.237 TRY	JANUARY 2024	ONGOING
KALİBRE BORU SOLAR POWER PLANT PROJECT	954.985 USD	DECEMBER 2023	ONGOING
FOÇA HOLIDAY RESORTS	17.983.250 TRY	JUNE 2024	ONGOING

NEW WORK BOOKED 2022/09 – 2023/09

New Work Booked (TRY Mil)



New Work Booked by Currency (%)



- **New Work Booked 2023/09:**

- Pendik - Fevzi Çakmak Subway: EUR 9.630.914 + TRY 54.723.773 contract signed.
- Bakırköy - Kirazlı Subway: EUR 9.000.000 additional contract signed.
- Koç University Dorm Project: EUR 711.968 + TRY 17.618.237 contract signed.
- Kalibre Boru SPP Project: USD 954.985 contract signed.
- Foça Holiday Resorts: TRY 17.983.250 contract signed.
- Dudullu - Bostancı Subway: EUR 648.573 additional contract revision.
- Equipment supply order from domestic client: USD 539.659
- Gebze - Darıca Subway: TRY 7.843.510 additional contract revision.
- New Airport - Halkalı Subway: TRY 6.625.795 additional contract revision.
- New Airport - Halkalı Subway: TRY 6.374.949 additional contract revision.

- **New Work Booked after 30.09.2023:**

- Bursa Emek-Hospital Light Rail System: EUR 6.121.511 ve TRY 90.854.642 contract signing process started.
- Bodrum Hillside Hotel Project: USD 3.907.628 ve TRY 102.633.429 contract signed.
- İzmir American Hospital Project: EUR 2.925.603 ve TRY 58.208.293 contract signing process started.
- Contract signing process started for equipment supply to domestic client: USD 2.500.000
- Koç University Dorm Project : EUR 98.210 + TRY 4.453.776 additional contract revision.
- Folkart Nefes Project: USD 81.255 ve TRY 1.592.978 additional contract signing process started.
- Collaboration Agreement signed with Secheron SA (Switzerland) for sales of DC System Equipment in Türkiye.

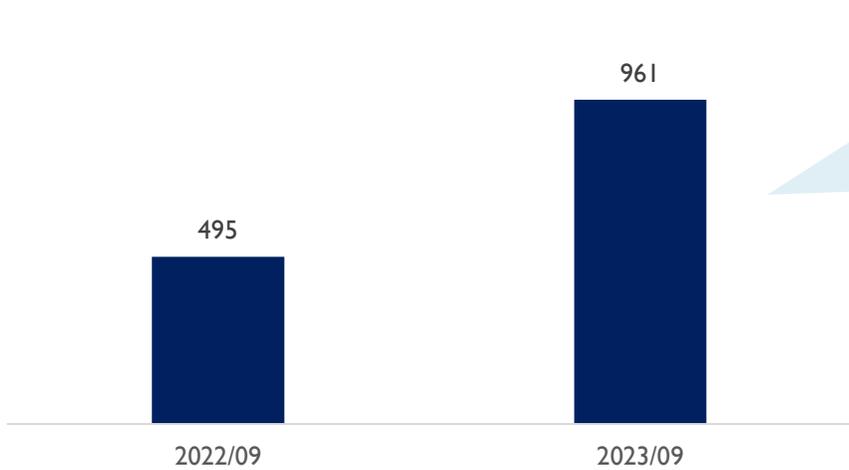
New Contracts
Signed /Awarded
Works in 2023:

TRY 1.519.705.357 *

*Calculated with CBRT exchange
rates (dated 27/11/2023).

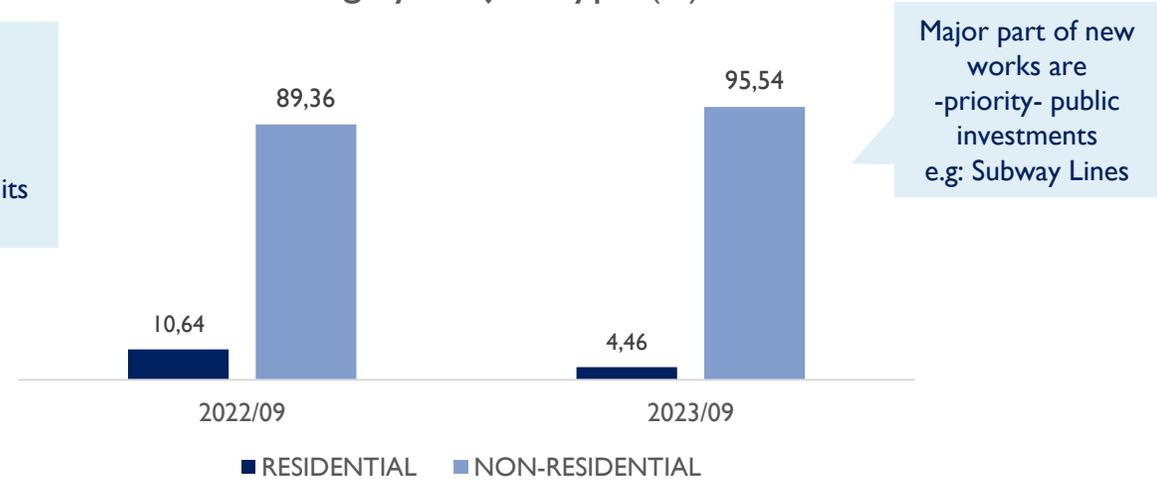
BACKLOG 2022/09 – 2023/09

Backlog (TRY Mil)

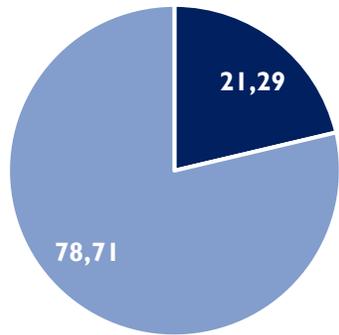


Increase due to:
 1) New work booking
 2) Value appreciation in FX contracts
 3) Increase in contracting units and prices

Backlog by Project Type (%)

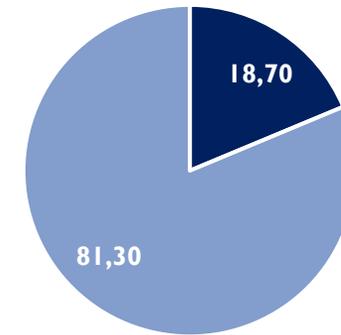


2022/09 Backlog Breakdown (%)



■ TRY ■ FX

2023/09 Backlog Breakdown (%)

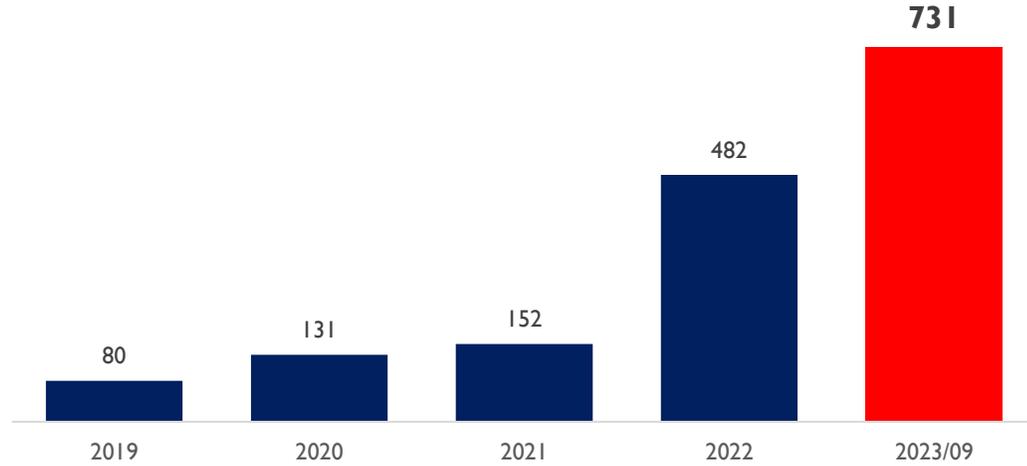


■ TRY ■ FX

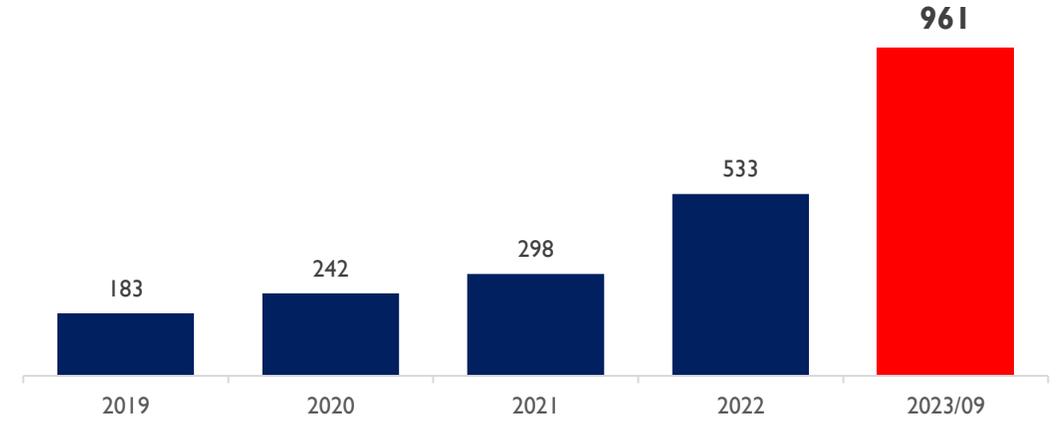
Risk management is transformed and maintained with provisions regarding FX- inflation-commodity price escalations in particular TRY-based contracts.

NEW WORK BOOKED / BACKLOG – LAST 5 YEARS

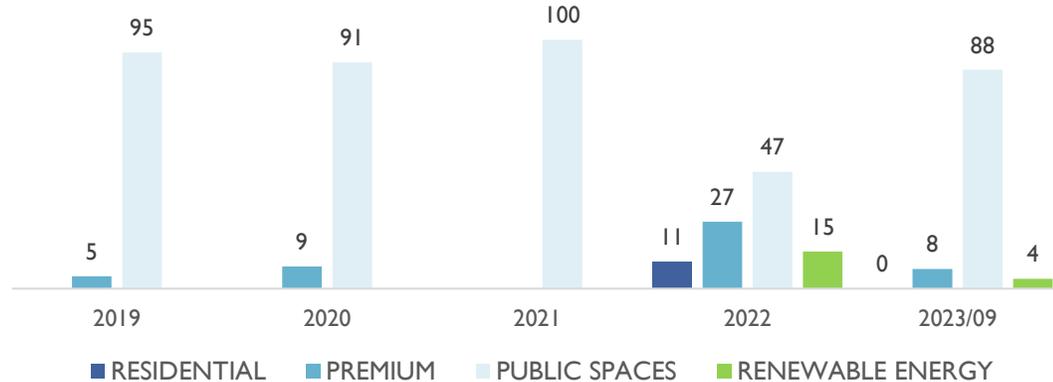
New Work Booked 2018-2023 (TRY Mil)



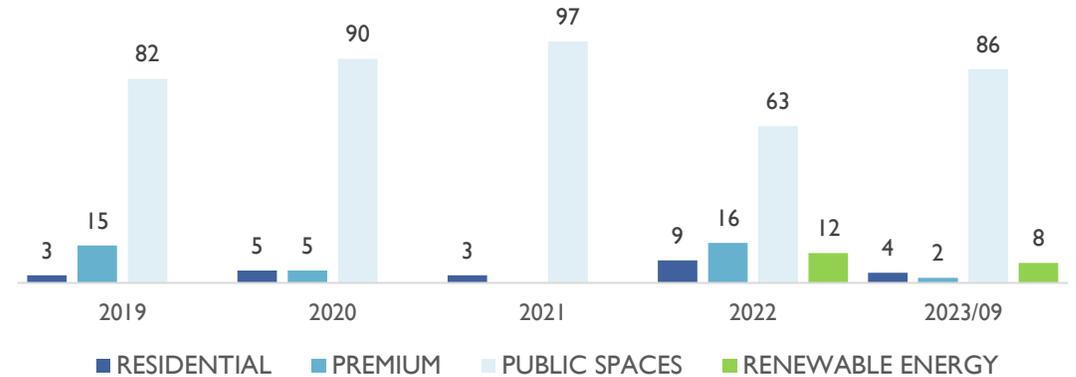
Backlog 2018-2023 (TRY Mil)



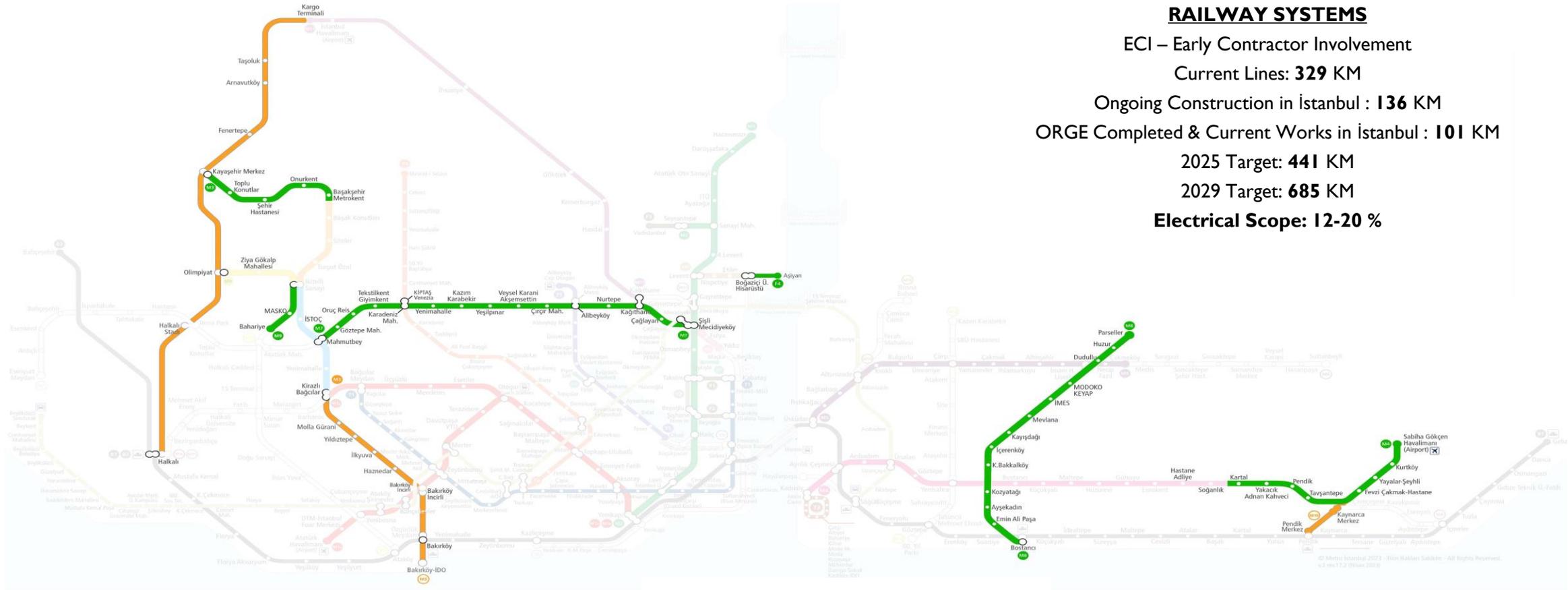
New Work Booked by Project Type 2018-2023(%)



Backlog by Project Type 2018-2023(%)



BUSINESS DEVELOPMENT – DOMESTIC RAILWAY SYSTEM PROJECTS



Ongoing Completed

RAILWAY SYSTEMS

ECI – Early Contractor Involvement

Current Lines: **329 KM**

Ongoing Construction in İstanbul : **136 KM**

ORGE Completed & Current Works in İstanbul : **101 KM**

2025 Target: **441 KM**

2029 Target: **685 KM**

Electrical Scope: **12-20 %**

TURKEY RAILWAYS INVESTMENT PLAN FOR 2022

- oTotal Investments: **TRY 454 Billion**
- oTransportation Investments: **TRY 122 Billion (27%)**
- oRailway Investments from Ministry: **TRY 16 Billion**
- oRailway Investments from Municipalities: **TRY 27 Billion**
 - Railway Investments for İstanbul: **TRY 16,8 Billion**, İzmir: **TRY 3,7 Billion**, Mersin: **TRY 2,2 Billion**, Other cities: **TRY 4,2 Billion**

Potential for progress in rail system investments before the municipal elections to be held in 2024



BUSINESS DEVELOPMENT – DOMESTIC SUPERSTRUCTURE PROJECTS



DATA CENTERS

IT Complex, data center construction & renovations

Within the scope of the Attraction Area Program (Energy, fiber communication infrastructure, investment location allocation, interest-free investment loan supports)

Among the priority investment incentive areas

An ideal and an alternative Disaster Recovery Center (FKM/DRC) for neighboring and Gulf Countries

Current data center area: 100.000 sqm

Target: 400.000 sqm in 5 years

Est. electrical scope 15-25%



INDUSTRIAL PLANTS - FACTORIES

Tax incentives for chemical, petroleum plants

Automotive sector investments: e-mobility

Industry 4.0 investments

Cooperation with international contractors

Renewable energy transition for factories/plants

Est. electrical scope 12-20%



SMART BUILDINGS / TOURISM INVESTMENTS

Business development at elite segment residential and touristic projects at Turkey, Cyprus and EMEA

Hi-level hotel demand

Turkey, one of top 10 most visited country

2023 target: 60 million visitors, 56 billion USD revenue

2028 target: 90 million visitors, 100 billion USD revenue

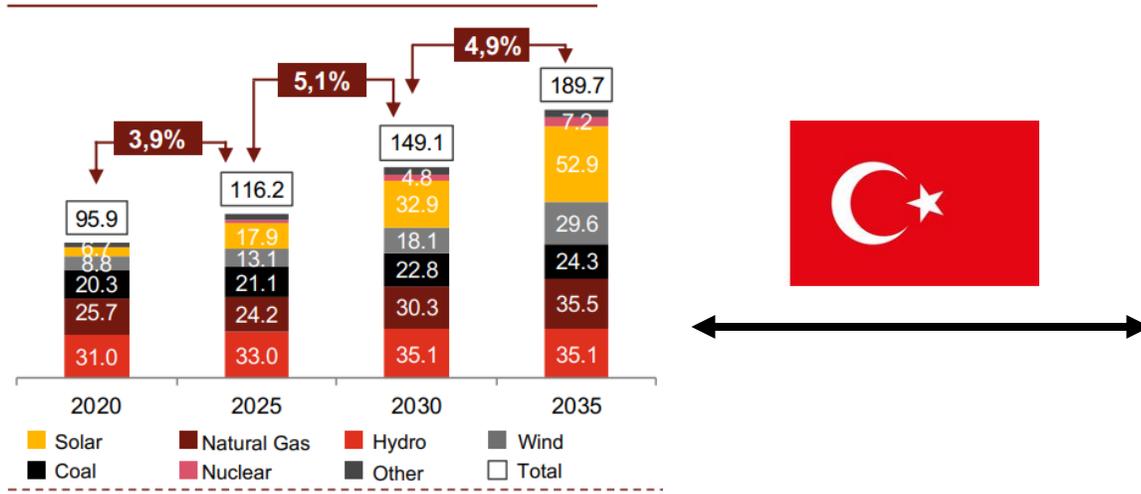
Ministry Guidance: visitors and revenue increase by %30-%45

Tax incentives

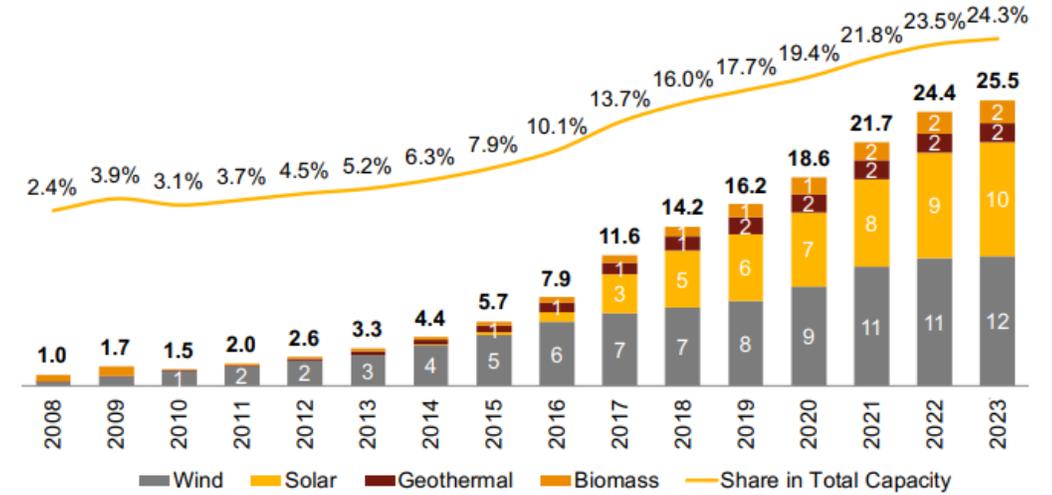
Est. electrical scope 12-20%

BUSINESS DEVELOPMENT – RENEWABLE ENERGY (RE)

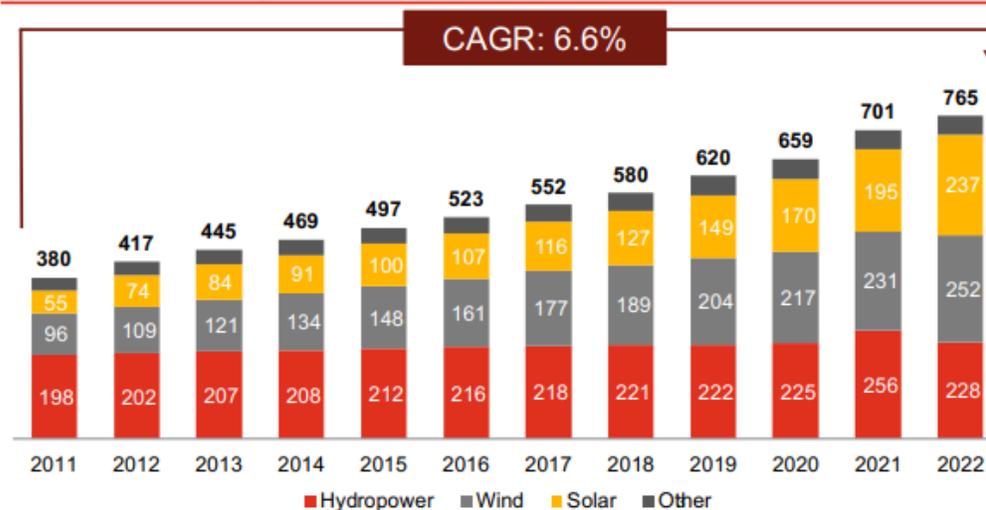
Installed Capacity by Source (GW)



Installed Capacity of Non-Hydro Renewables (2007-2023, GW)



Installed Capacity of Renewable Energy in Europe (2011-2022, GW)



CAGR 11-22	Europe	Türkiye
	1%	6%
	14%	22%
	9%	19%

Source: IRENA, EPDK, PWC, Türkiye's National Energy Plan, TEİAŞ

BUSINESS DEVELOPMENT – RENEWABLE ENERGY (RE)

FACTORS THAT MAKE -RE PROJECTS- ATTRACTIVE FOR ORGE

- *RE share (Türkiye) in installed power is 52.5%, in total production is 42%, and expected an increase in these rates every year till 2030.
- *High retail electricity prices in solar energy are expected to continue. Therefore, it is expected to continue to be a preferred investment option and provide cost control opportunities.
- *The renewable energy value chain is far from saturation especially for micro applications. Developments may provide increased production, ease of supply and cost advantages.
- *Fierce competition among panel manufacturers and new participations in the business line, decreased the cost of solar panel installation over the years.

- New project is won (Kalibre Boru SPP Project – 1 Million USD)
- Roof SPP potential in the Domestic Market: 2024-5000 MW / 1,5 Billion USD

ONGOING SPP PROJECTS	CAPACITY
TÜVTÜRK STATIONS SPP PROJECT	2,3 MW
GÖNCAY PLASTİK SPP PROJECT	2,2 MW
KALİBRE BORU SPP PROJECT	5,2 MW



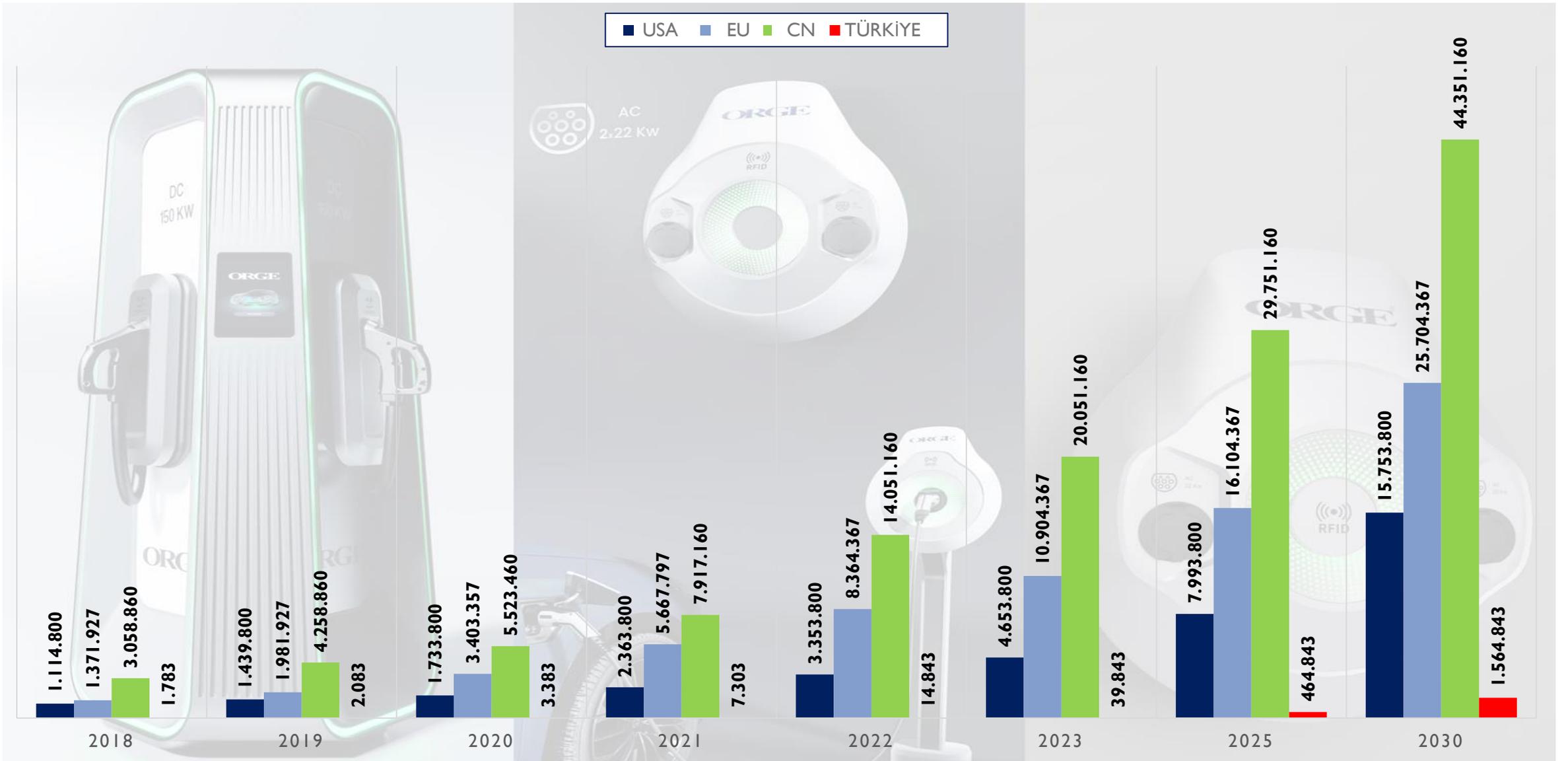
COMPLETED CITY - STATION	
İstanbul	Onuncuyıl
Muğla	Marmaris
Muğla	Merkez
Muğla	Milas
Muğla	Fethiye
Muğla	Bodrum
Giresun	Şebinkarahisar
Eskişehir	Merkez
Samsun	Vezirköprü
Samsun	Merkez
Samsun	Çarşamba
Samsun	Bafra
Ordu	Merkez
Ordu	Fatsa
Sinop	Merkez
Zonguldak	Ereğli

BUSINESS DEVELOPMENT – INTERNATIONAL WORKS / ORGE TRADING (OTC)

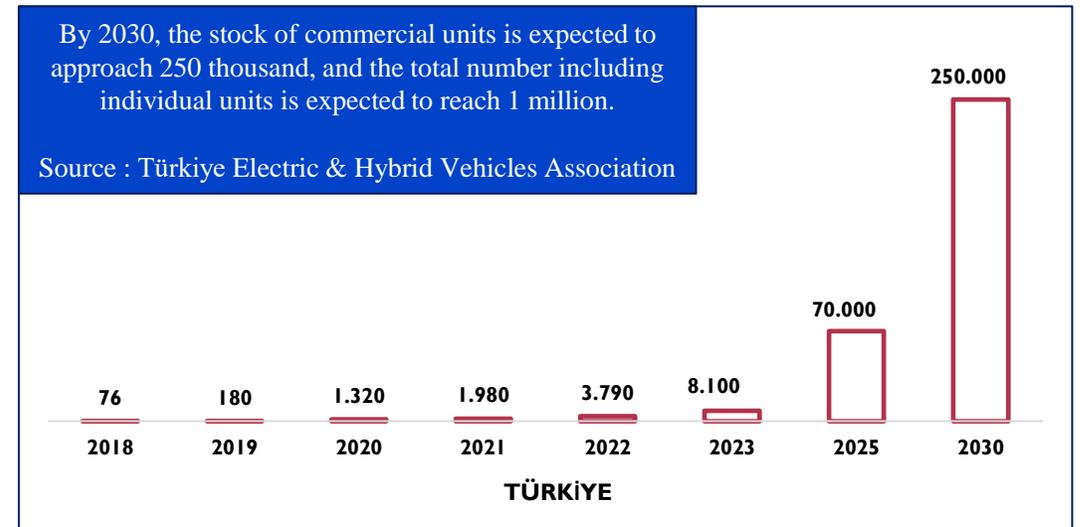
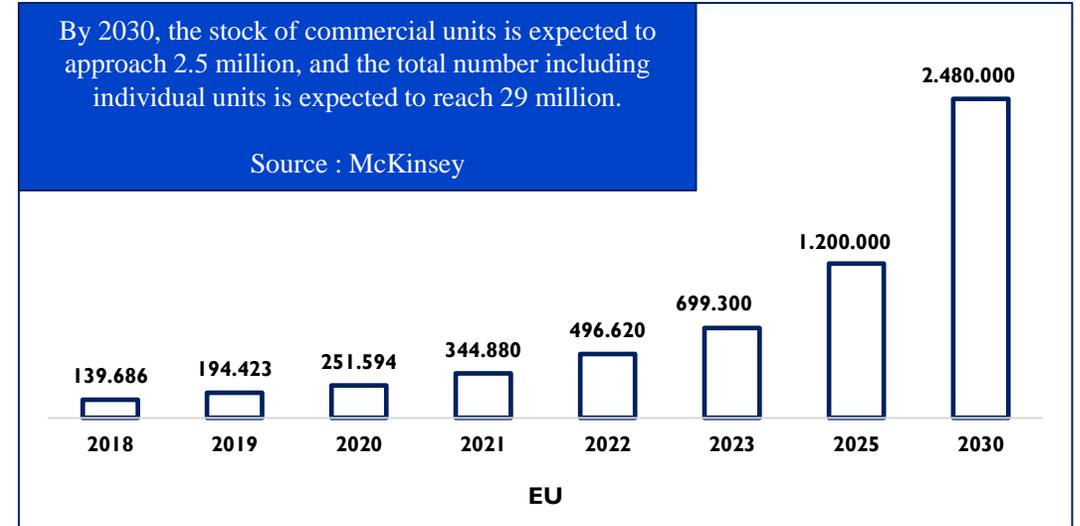
- Storage and shipping at a total of 3 points, 2 of which are smart warehouses
- Retail supply sales/e-commerce initiatives
- Key distributor collaborations with international supplier brands
- Supply contracts and cooperation in North Macedonia, Malta, Bosnia and Herzegovina, Greece, Montenegro and many other countries
- Opportunity to follow up different country experiences of investors and main contractors
- High awareness and recognition thanks to the electrical contracting network
- OTC supply and sales transactions contribute to ORGE's revenue and profitability and cash flow optimization
- Rapid cash generation with limited risk, limited workforce and organization
- OTC activities create cooperation opportunities with international contractors
- OTC activities may build a bridge for overseas contracting works
- OTC activities may contribute the hedge against commodity price risk with inventory management
- The large demand expected to arise in higher quality electrical materials, especially cables, within the scope of the reconstruction of the earthquake-affected areas, the reconstruction and/or the initial construction of the regions in the possible earthquake-affected area



BUSINESS DEVELOPMENT – ELECTRIC VEHICLE (EV) CHARGING STATIONS (STOCK of EV)



BUSINESS DEVELOPMENT – ELECTRIC VEHICLE (EV) CHARGING STATIONS (STOCK of EV STATIONS)



BUSINESS DEVELOPMENT – ELECTRIC VEHICLE (EV) CHARGING STATIONS

- According to the International Energy Agency (IEA) data, it is aimed to have 13.8 million 'public' charging stations in the world by 2030.
- The Global Public Charger Market is expected to be approximately USD 165 Billion in size.
- In 2030, the number of privately owned chargers is expected to be 28 million units in the USA and 29 million units in Europe.
- Türkiye is expected to own 250,000 public (Ministry of Industry and Technology) and 750,000 privately owned charging stations by 2030.
- The US and European private property market size is expected to be USD 300 billion in 2030 (IEA/MC KINSEY).
- The total public and private market size in Turkey is expected to be USD 5.85 billion.

-Possible catalysts

- Only TOGG (Turkish EV) production is 1 million
- Currently, Chinese companies are making limited exports, including Türkiye.
- A significant growth acceleration is expected to occur with two-wheeled vehicles.



BUSINESS DEVELOPMENT – ELECTRIC VEHICLE (EV) CHARGING STATIONS



ORGE CHARGING STATIONS: SOME (FORESEEN) FEATURES

TARGET: GLOBAL MARKET

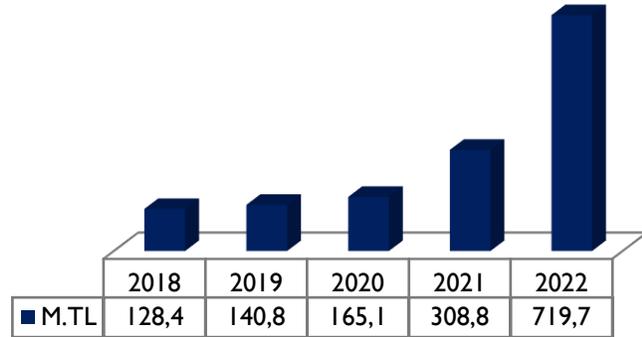
- Charger network can be managed efficiently
- Payment receiving and self-service operations are supported
- Supports rapid decision making with reporting and analysis support
- Ensures compliance with legal regulations
- Can be integrated with other systems
- Allows you to perform remote maintenance and repair
- Supports protocols such as OCPP 1.6 and OCPP 2.0.1
- Provides smart charging infrastructures
- Supports OCPI 2.2 roaming protocol.
- Provides energy management
- Uninterrupted charging network management
- Improves and enhances customer experience
- Provides energy management and maintains grid sustainability
- Provides data security management
- OCPP server layer supports N expansions horizontally
- API layer supports N extensions
- Station layer supports N number of growths

STATION TYPES

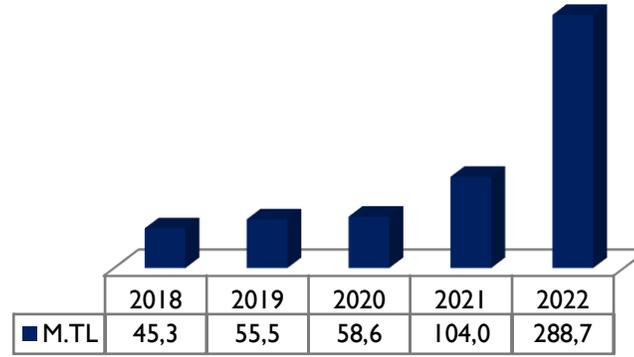
DC CHARGING STATIONS between 30 kW-450 kW
AC CHARGING STATIONS between 3 kW-22 kW

KEY FINANCIAL DATA

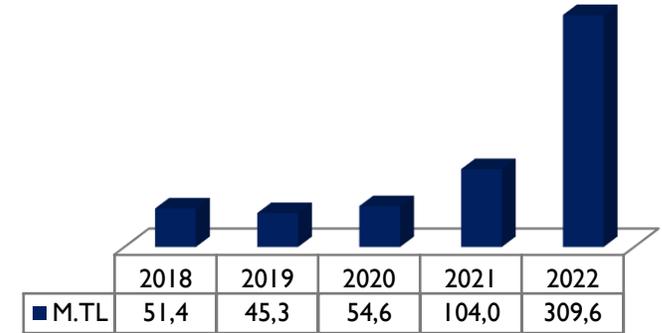
REVENUE



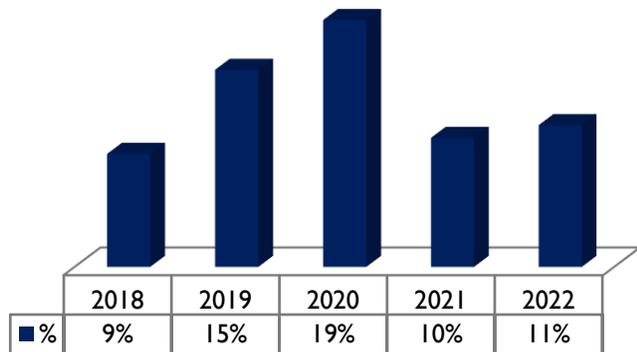
EBITDA



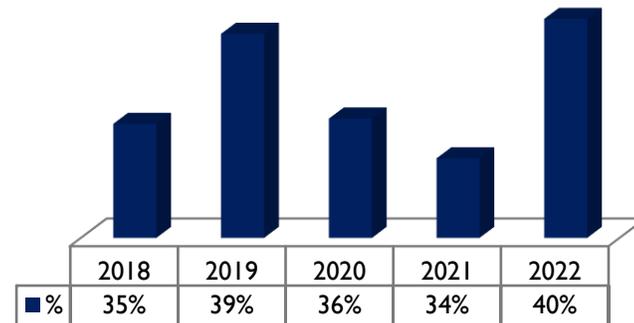
NET PROFIT



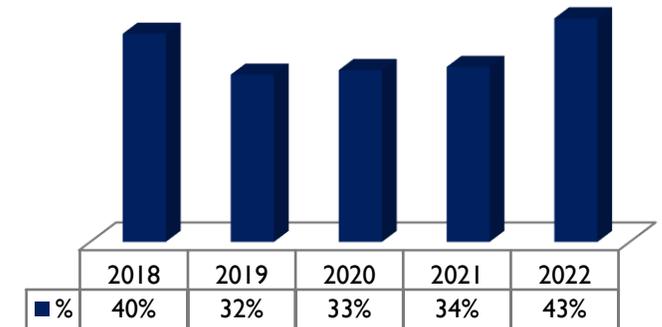
FINANCIAL DEBT/ASSETS



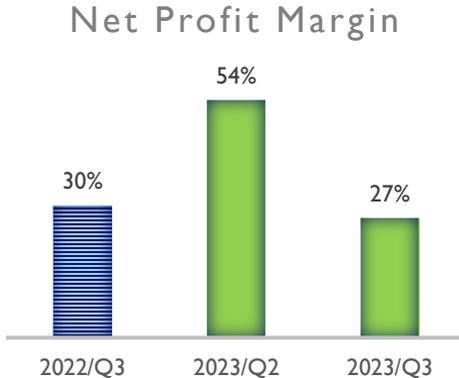
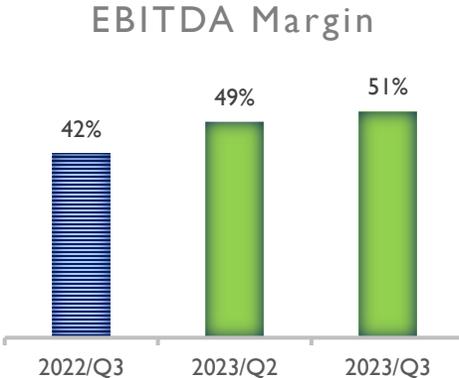
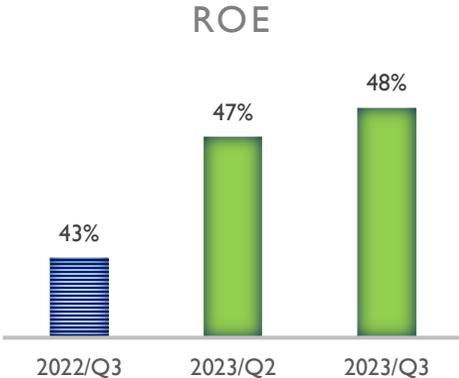
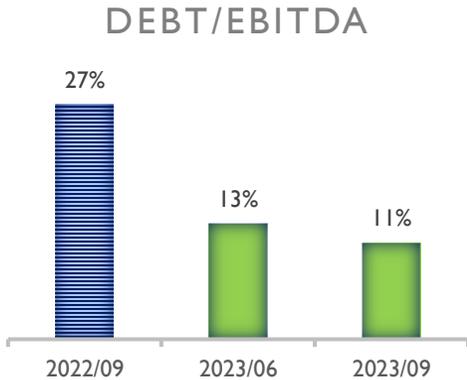
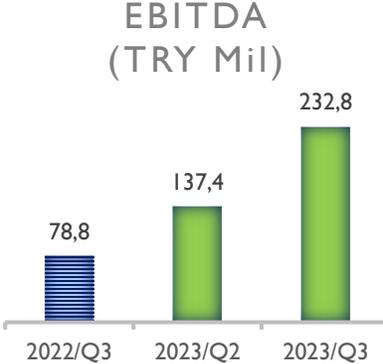
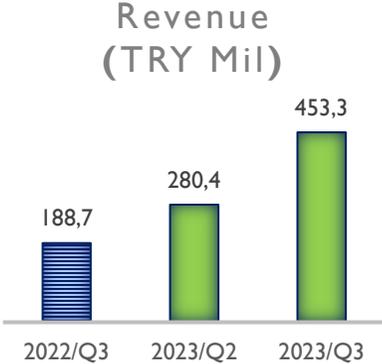
EBITDA MARGINI



NET PROFIT MARGIN



KEY FINANCIAL DATA (QUARTERLY)



EARNINGS GUIDANCE

2023/12M (Updated: 08/11/2023)

Provided that the effects of economic, geopolitical, and political risks on new investments and broadly on the construction sector will be minimized, with our fulfillment of new contracts, we project to: increase our revenues by **85%** (previous: increase by 50%), maintaining the average number of employees (previous: increase by 20%), and increase our operating profit by **100%** (previous: increase by 50%).

2
0
2
3

FINANCIAL STATEMENTS SUMMARY

<u>BALANCE SHEET</u>	2022/12	2022/09	2023/09
ASSETS	TRY	TRY	TRY
Current Assets	949.223.242	755.214.470	1.538.105.073
Cash & Equivalents	78.063.125	72.958.027	85.915.403
Income Due Construction Contracts	562.875.256	508.636.568	990.049.804
Non-current Asset	186.867.601	133.402.467	259.623.091
Long Term Investment	158.000.000	106.950.000	213.475.000
TOTAL ASSETS	1.136.090.843	888.616.937	1.797.728.164
LIABILITIES			
Short Term Liabilities	362.818.367	281.321.653	524.187.562
Financial Debt	123.102.471	132.964.956	144.371.044
Trade Debt	117.682.312	91.733.469	164.700.348
Long Term Liabilities	108.776.256	101.167.734	254.582.033
Financial Debt	833.338	833.338	3.435.817
EQUITY	664.496.220	506.127.550	1.018.958.569
Capital	80.000.000	80.000.000	80.000.000
Net Income	309.625.925	170.811.795	349.873.569
Prior Years Income/Loss	249.186.442	249.186.442	568.852.240
TOTAL LIABILITIES	1.136.090.843	888.616.937	1.797.728.164
<u>INCOME STATEMENT</u>	2022/12	2022/09	2023/09
Revenue	TRY	TRY	TRY
Gross Profit	719.669.548	493.524.391	1.005.817.678
Operating Income	305.042.587	205.298.868	507.985.494
Net Income Before Taxes	288.807.677	192.043.474	443.820.147
Net Income	360.807.404	213.148.544	490.976.200
Earnings per share	309.625.890	170.811.795	349.873.569

CAPITAL RAISES, BUYBACKS AND DIVIDEND HISTORY



Buyback History		
Year	Price	Shares
2018	3.08-3.68	788,503
2019	3.21-3.40	205,000
2020	3.60-7.15	536,334
2022	6.00-7.26	1,433,413
2023	18.18-21.70	792,000
Current Balance:		0

Dividend History			
Year	Payout ratio (%)	Amount (TRY)	Capital (TRY)
2021	55*	30,000,000*	50,000,000
2018	95*	30,000,000*	20,000,000
2017	22	5,450,000	20,000,000
2016	5	552,000	20,000,000
2013	22	500,000	10,000,000

*stock/bonus issue

DISCLAIMER AND CONTACT INFORMATION

This presentation does not constitute an offer or invitation to purchase or subscription for any securities and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. Neither ORGE Enerji Elektrik Taahhüt A.Ş. nor any of its affiliates, advisors, representatives, directors, managers nor employees nor any other person shall have any liability whatsoever for any loss arising from any use of this presentation or its contents or otherwise arising in connection with it.

Company's financial statements are available on www.kap.org.tr and www.orge.com.tr websites.

Mr. Volkan Bayram, PhD
CFO
+90 216 457 32 63
yatirimciiliskileri@orge.com.tr

Mr. Ertuğ Ersoy
Investor Relations Manager
+90 216 457 32 63
yatirimciiliskileri@orge.com.tr

ORGE ENERJİ ELEKTRİK TAAHHÜT A.Ş.

Address: Kozyatağı Mah. Değirmen Sokak Nida Kule No:18 Kat:18 34742 Kadıköy / İstanbul / Türkiye

Webpage : www.orge.com.tr