

**2024/Q3**

**EARNINGS PRESS RELEASE**

**ORGE<sup>®</sup>**  
**ELECTRICAL CONTRACTING**

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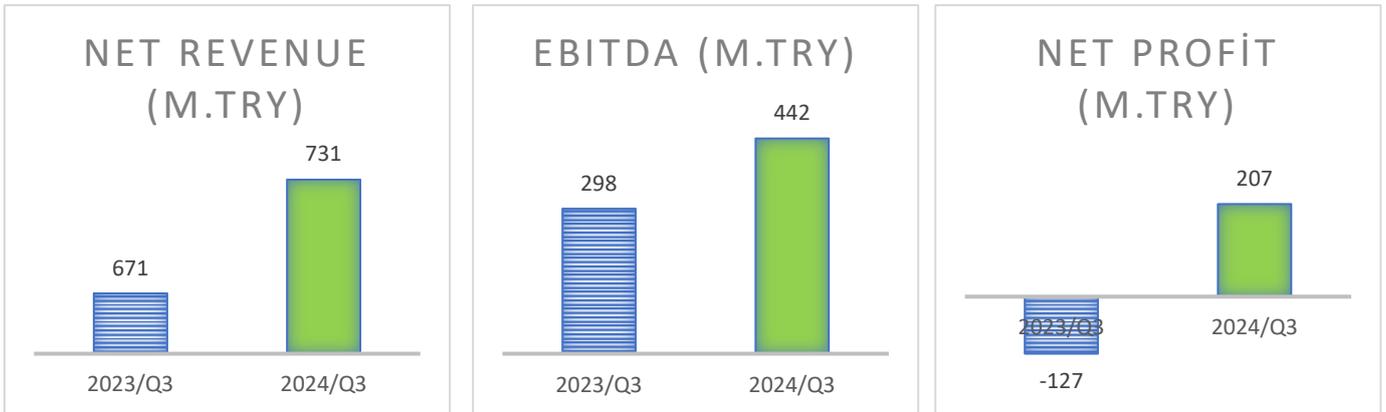
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# 1. FINANCIAL AND OPERATING HIGHLIGHTS

## 1.A. FINANCIAL HIGHLIGHTS



Revenue in 2024/Q3 increased by 9% yearly. Increase was driven by:

- Significant increase in New Work Bookings and Backlog.
- Contract value appreciation in FX contracts, unit amount and price increase in current backlog.
- Weight increase in revenue recognition from recent projects.

EBITDA in 2024/Q3 increased by 48% yearly. Increase was driven by:

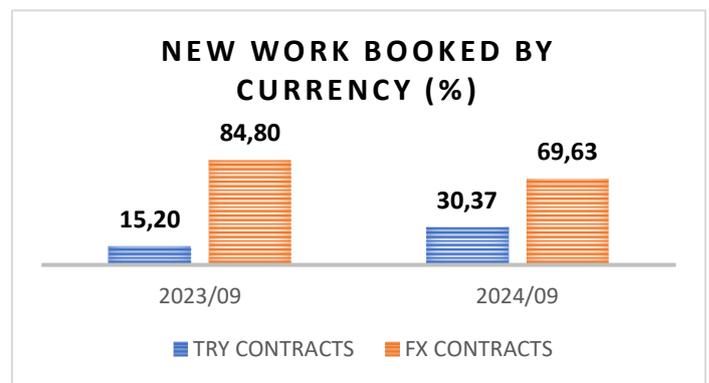
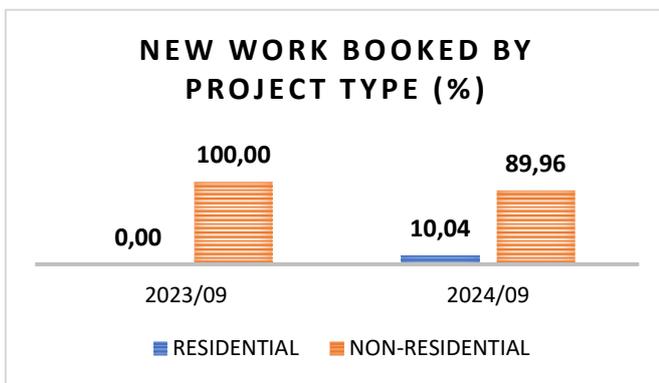
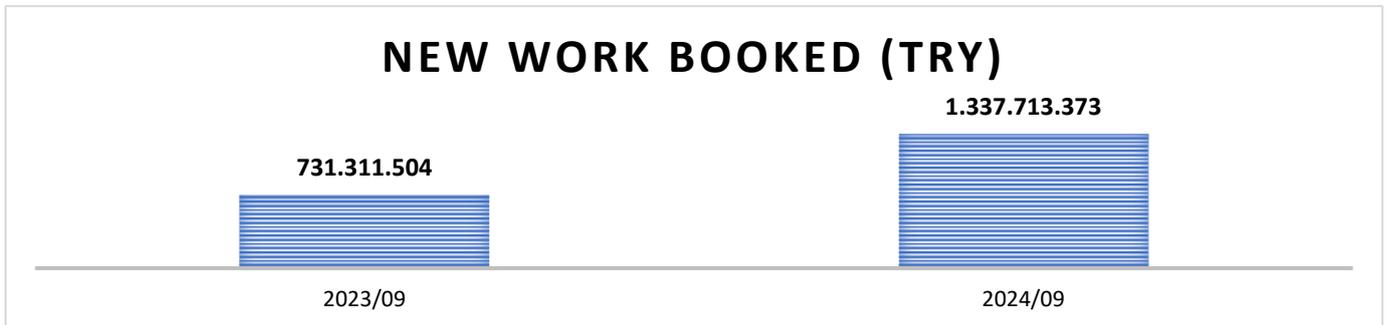
- More than expected revenue recognition on particular recently signed projects priced with more actual figures and/or have escalation rights in contracts and/or have less labor weight within cost structure.
- Discounted material purchases with favorable commodity prices create extra margin for particular projects.

Net Profit in 2024/Q3: TRY 207 Mil. (2023/Q3: Loss TRY 127 Mil.). Factors effect Net Profit most and explain difference with EBITDA change are:

- Net monetary losses arising from the application of inflationary accounting effecting 2023/Q3 strongly.
- No real estate valuation: No net investment activity gains. Plus partial loss from real estate sale.
- Increase in net financial losses due to currency losses and interest expenses.

## 1.B. OPERATING HIGHLIGHTS

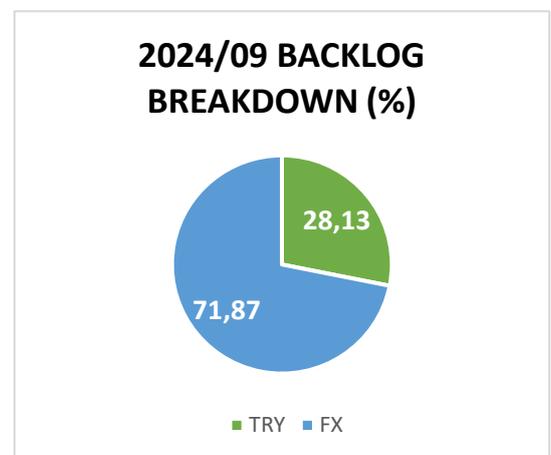
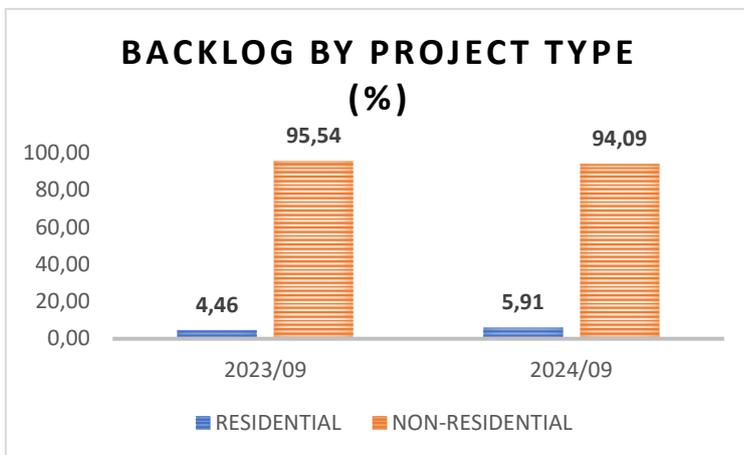
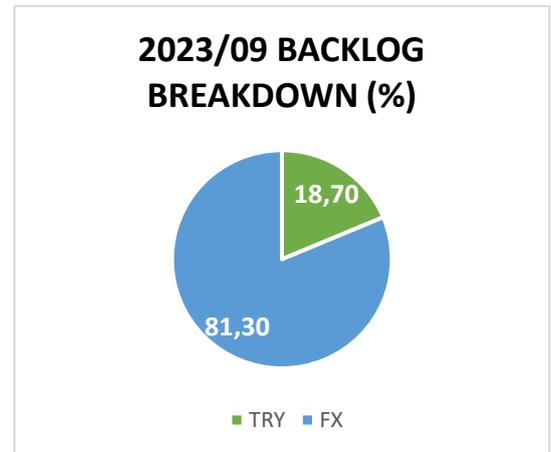
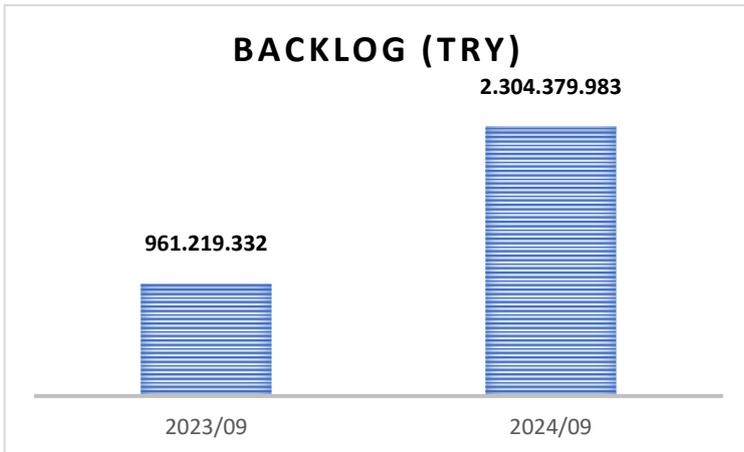
### 1.B.1. New Work Booked



New work booked in 2024/9M increased TRY 1,337,713,373 compared to TRY 731,311,504 in 2023/9M.

- 90% of new contracts are non-residential prioritized projects.
- 70% of new contracts are in FX terms. TRY based contracts and/or TRY costs in partial FX contracts contain have escalation terms linked with inflation and/or minimum wage increases.

## 1.B.2. Backlog



Backlog increased TRY 2,304,379,983 as of 30.09.2024, compared to TRY 961,219,332 as of 30.09.2023.

- Non-residential/prioritized project weight in backlog decreased to 94%.
- FX-based contract value decreased to 72% of backlog. Risk management is transformed and maintained with provisions regarding FX-inflation-commodity price escalations in particular partially TRY-based contracts.

Latest ongoing projects with respective contract values are as follows:

PROJECT	CONTRACT VALUE	EST. COMPLETION	STATUS
ÜMRANİYE-ATAŞEHİR-GÖZTEPE SUBWAY	USD 9,475,337 + TRY 209,772,135	SEPTEMBER 2025	ONGOING
PENDİK-FEVZİ ÇAKMAK SUBWAY	EUR 9,910,917 + TRY 54,723,773	NOVEMBER 2025	ONGOING
BAKIRKÖY-KİRAZLI SUBWAY	EUR 10,900,000	DECEMBER 2024	ONGOING
TANAP DYNAMIC UPS SYSTEM PROJECT	USD 10,480,070	JULY 2025	ONGOING
BURSA EMEK-CITY HOSPITAL SUBWAY	EUR 6,954,845 + TRY 65,854,642	JULY 2025	ONGOING
İSTANBUL AIRPORT AIRCRAFT HANGAR PROJECT	USD 3,900,000 + TRY 118,000,000	SEPTEMBER 2025	ONGOING
BODRUM HILLSIDE HOTEL	EUR 3,907,628 + TRY 102,633,429	JUNE 2025	ONGOING
MANDARIN ORIENTAL ETİLER PROJECT	TRY 256,000,000	MAY 2026	ONGOING
İZMİR AMERICAN HOSPITAL	EUR 2,782,818 + TRY 70,033,144	MARCH 2025	ONGOING
GEBZE-DARICA SUBWAY	EUR 2,685,000 + TRY 31,793,510	MARCH 2025	ONGOING
ISTANBUL NEW AIRPORT-HALKALI SUBWAY	EUR 2,128,149 + TRY 25,124,798	DECEMBER 2024	ONGOING
FOLKART NOVA PROJECT	EUR 725,158 + USD 1,215,674 + TRY 65,065,443	MAY 2025	ONGOING
KALİBRE BORU SOLAR POWER PLANT PROJECT	USD 954,985	DECEMBER 2024	ONGOING

### 1.B.3. Other Major Developments in 2024/9M and Beyond

- Buyback in 2024/9M: 934,255 shares  
Buyback after 2024/9M: 22,000 shares  
Buyback balance: 956,255 shares (1,195%)
- Partnership Contract was signed for the partnership, management and purchase of shares corresponding to 15% of the capital of Lixhium Bilişim Hizmetleri A.Ş., a leading EV Routing/Payment/Market Place for EV Vehicles, for TRY 10,000,000. The process will be completed with the Lixhium General Assembly Meeting and registration of the capital increase.
- Within the scope of the machinery and equipment investment regarding the production of EV Charging Units to be carried out in Istanbul / Sancaktepe, an Investment Incentive Certificate of TRY 45,683,669 and a period of 3 years was received from the Ministry of Industry and Technology.
- Gebze Technology Development Zone Branch was established.
- **New works booked in the period;**
  - Ümraniye-Ataşehir-Göztepe Subway contract signed  
(Contract Size: USD 9,475,337 + TRY 209,772,135)
  - TANAP Dynamic UPS System Project contract signed  
(Contract Size: USD 10,480,070)
  - İstanbul Airport Aircraft Hangar Project contract signed  
(Contract Size: EUR 3,900,900 + TRY 118,000,000)
  - Folkart Nova Project contract signed  
(Contract Size: EUR 725.158 + USD 1.215.674 + TRY 65.065.443)
  - Dudullu-Bostancı Subway additional contract signed  
(Contract Size: EUR 810,363)
  - Pendik-Fevzi Çakmak Subway additional contract signed  
(Contract Size: EUR 280,000)
  - İzmir American Hospital Project contract revision  
(Contract Size: TRY 13,401,981)
  - Metal Oksit Solar Power Plant Project contract signed  
(Contract Size: USD 147,900)
- **After the end of period;**
  - Mandarin Oriental Etiler Project contract signed  
(Contract Size: TRY 256,000,000)

## 2. MANAGEMENT COMMENTARY ON THE RESULTS

ORGE completed 2024/9M putting great effort into meeting our sustainable growth and profitability commitments. Sticking to the strategy to increase market share in our focal sub-sectors. We received 1 new subway contract and +2 additions in our current contracts. We signed/received 2 premium residence-tourism projects. Our first oil&gas contract received from TANAP is also signed. We hope it will lead us through new geographies with new partners abroad. Within the period we also received (and signed after the end of period) an airline hangar project that can bring us new opportunities in aviation sector. During the period, we continued our works in first investment project on production of EV chargers. We're pushing hard and thrilled to give a start to production in this year. One of the key developments of 9 months was a share purchase agreement signing with an EV routing, payment and marketplace leading company: LIXHIUM for a strategic investment, that can bring synergies to ORGE in EV eco-system.

One of the key elements of current year in financial environment is the initial application of inflationary accounting (TAS 29). Within this regard, Since ORGE has limited non-monetary assets in return for its non-monetary resources (equity), and non-monetary assets have already been valued; therefore, a net monetary position loss occurred as a result of the indexation of shareholders' equity originating from previous years' profits and net period profits. Due to these losses, net profit for the period was limited and the decrease in net profit margin was significant.

Even inflationary accounting our operations in consideration;

Our revenues keep up their growth pace thanks to new works booked and value growth in older backlog, progress increase in particular recent projects.

We managed to increase EBITDA margin having the benefits of our FX contract base and project selection adapted to inflationist environment and optimizing procurement timing and tender pricing taking into account trends in commodity prices.

Experiencing net monetary loss derived by inflationary accounting, having a net loss from investment activities, since there was no investment property valuation and a minor loss from a partial sale, and also an increase in net

financial losses we maintained to increase our net profit also YoY increase in profit margin.

On the other hand; according to the results, that inflation accounting has not been applied, since than have not been independently audited; our company seems to have managed to reach the best levels in its history in revenue, EBITDA and net profit figures and also in operating and profitability margins.

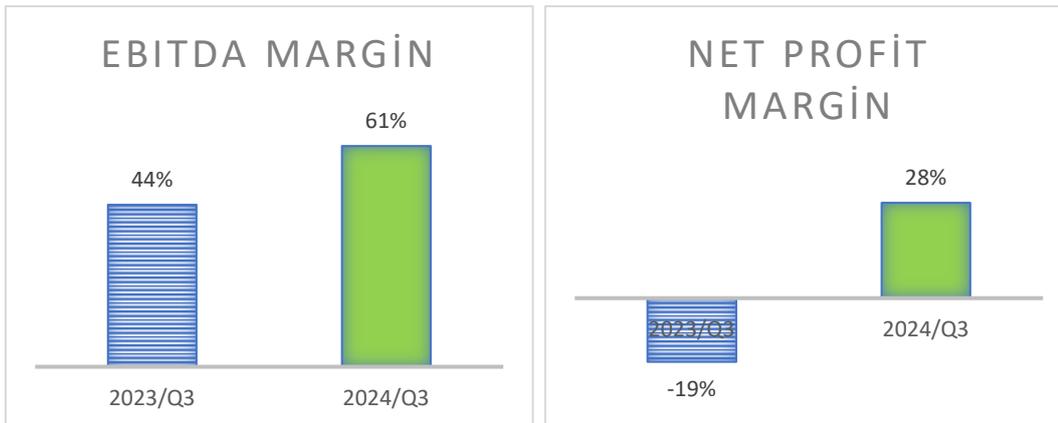
Our base scenario for 2024 and beyond is: normalization in governance and economic activity, liquidity, indicators and prices; and their convergence to the expectations of the company.

When our base scenario holds; we believe the activities and financial status of the company will not be effected from the downturns and we can deliver 50% revenue growth and 50% increase in operational profit for current year.

### 3. KEY FINANCIAL DATA

<b>Financial Data (TRY)</b>	<b>2023/9M</b>	<b>2024/9M</b>
Revenue	1,746,124,056	2,225,803,034
Gross Profit	827,318,446	1,353,284,726
Operating Profit	737,117,890	1,276,189,937
Profit Before Tax	185,739,763	615,969,345
Net Profit	43,217,824	408,224,243
<b>Profitability Ratios (%)</b>	<b>2023/9M</b>	<b>2024/9M</b>
Gross Profit Margin	47.38	60.80
Operating Profit Margin	42.21	57.34
Net Profit Margin	2.48	18.34
<b>Liability Ratios (%)</b>	<b>2023/12M</b>	<b>2024/9M</b>
Total Fin. Debt / Equity	13.86	5.78
Total Debt / Equity	65.38	58.09
Total Debt / Total Assets	39.53	36.75
Equity / Total Assets	60.47	63.25
<b>Market Value as of 30.09 (TRY)</b>	<b>5,116,000,000</b>	<b>6,192,000,000</b>

### 3.A. KEY FINANCIAL RATIOS



### 3.B. MANAGEMENT EXPLANATION ON THE VARIATIONS

**EBITDA margin** in 2024/Q3 increased by 17 pp yearly mainly due to:

- Additional gross margin maintained by contract value appreciation in FX contracts, unit amount and price increases.
- Additional margin maintained by favorable material purchases.
- Huge margin increase maintained thanks to increase in low-labor&low-delay projects in the backlog beating increase in minimum wage and/or severance provisions.
- Increase in general administrative expenses for the projects and for the company is limited, in some cases decreased: due to increase in backlog and/or standalone project sizes.

**Net Profit margin** in 2024/Q3: 28% (2023/Q3: Loss) mainly due to:

- Net monetary losses arising from the application of inflationary accounting.
- No investment activity income by investment property valuation plus net loss from a partial real estate sale.
- Net financial loss particularly due to interest expenses

## 4. KEY FUTURE OPPORTUNITIES

### RAILWAY SYSTEMS

#### ECI – Early Contractor Involvement

- Current Lines (İstanbul): 380 KM
- Ongoing construction in İstanbul: 136 KM
- İzmir, İzmit, Mersin – Subway Projects
- Est. electrical scope 12-20%

### RAILWAYS IN TURKEY’S INVESTMENT PLAN FOR 2024

- Total Investments: TRY 1,007 Billion
  - Transportation Investments: TRY 319 Billion (32%)
    - Railway Investments from Ministry: TRY 13 Billion
    - Railway Investments from Municipalities: TRY 47 Billion
      - Railway Investments for Istanbul: TRY 20,6 Billion
      - Railway Investments for Izmir: TRY 8 Billion
      - Railway Investments for Mersin: TRY 4,8 Billion
      - Railway Investments for other cities: TRY 13,5 Billion

### RENEWABLE ENERGY

- Awarded 10 MW projects in 4 contracts. Completed works at +20 different places.
- 2 projects are completed, 2 project are ongoing.
- We do not prefer to grow through pure price competition.
- We are looking for qualified projects/investors that will converge to the general company margins.
- We have business development efforts where we can fund, build and operate.
- We also carry out business development activities as EPC and investor operators to meet the demand in nearby geographies abroad.

### INDUSTRIAL PLANTS

- Automotive sector investments: e-mobility
- Tax incentives for chemical, petroleum plants
- Renewable energy transition for factories/plants
- Cooperation with international contractors
- Est. electrical scope 12-20%

## 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%

## SMART BUILDINGS/TOURISM INVESTMENTS

- Business development at elite segment residential and touristic projects at Turkey, Cyprus and EMEA
- Premium segment hotel demand
- Turkey, one of top 10 most visited country.
- 2023 target: 60 million visitors, USD 60 billion revenue
- 2028 target: 90 million visitors, USD 100 billion revenue
- Ministry Guidance: visitors and revenue increase by %30-%45
- Tax incentives
- Est. electrical scope 12-20%

## INTERNATIONAL WORKS / ORGE TRADING (OTC)

- Retail supply sales/e-commerce initiatives
- Key distributor collaborations with international supplier brands
- 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 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

## ELECTRIC VEHICLE (EV) CHARGING STATIONS (CS)

- 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 300 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 143,000 public (Ministry of Industry and Technology) and 750,000 privately owned charging stations by 2030 (Current 23,000 public CS).
- The total public and private market size in Turkey is expected to be USD 5 billion.
- 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

## 5. EXPECTATIONS AND EARNINGS GUIDANCE

### 2024/12M

Provided that the effects of economic, geopolitical, and political risks on new investments and sector will be minimized, with our fulfillment of our new contract expectations we project to increase our revenues by **50%** and increase our operating profit by **50%**.

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