

2024/Q4

EARNINGS PRESS RELEASE

ORGE[®]
ELECTRICAL CONTRACTING

Mr. Volkan Bayram, PhD

CFO

+90 216 457 32 63

yatirimciiliskileri@orge.com.tr

Mr. Ertuğ Ersoy

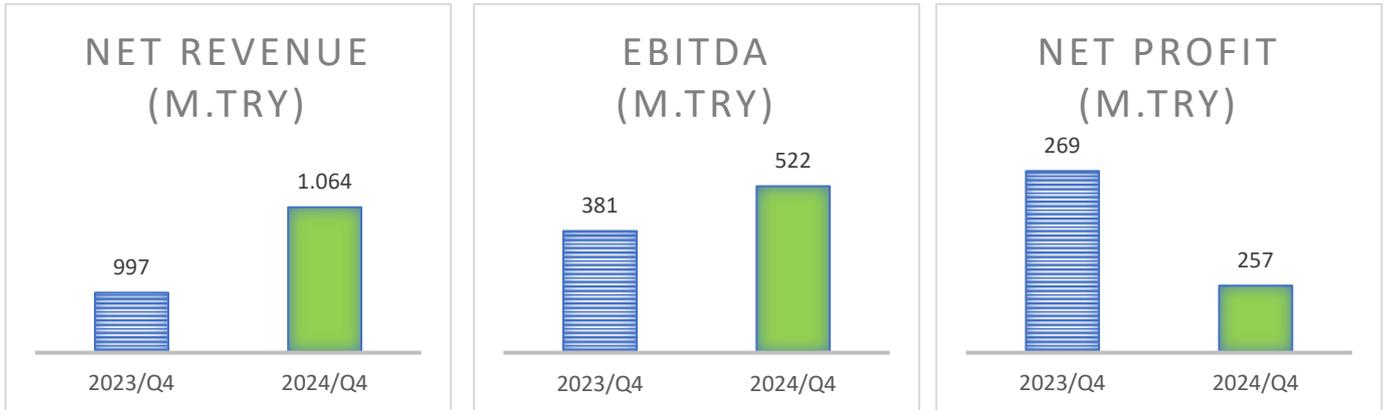
Investor Relations Manager

+90 216 457 32 63

yatirimciiliskileri@orge.com.tr

1. FINANCIAL AND OPERATING HIGHLIGHTS

1.A. FINANCIAL HIGHLIGHTS



Revenue in 2024/Q4 increased by 7% yearly. Increase was driven by:

- 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/Q4 increased by 37% 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.

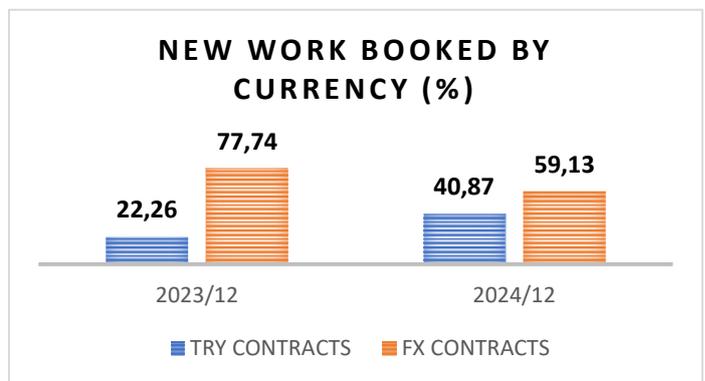
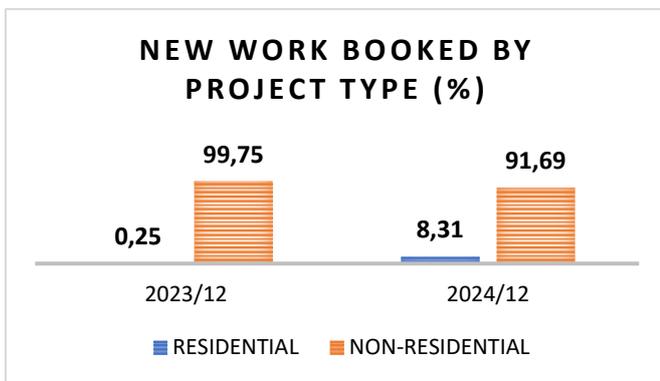
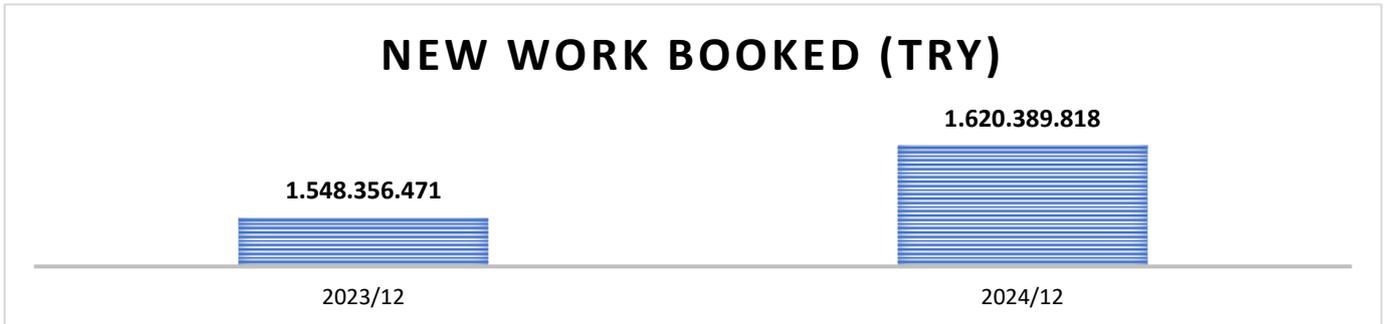
Net Profit in 2024/Q4 decreased by 4% yearly.

Factors effect Net Profit most and explain difference with EBITDA change are:

- Net monetary losses arising from the application of inflationary accounting.
- Real estate valuation losses. Plus partial loss from real estate sale.
- Increase in net financial losses due to TRY currency depreciation and interest expenses.

1.B. OPERATING HIGHLIGHTS

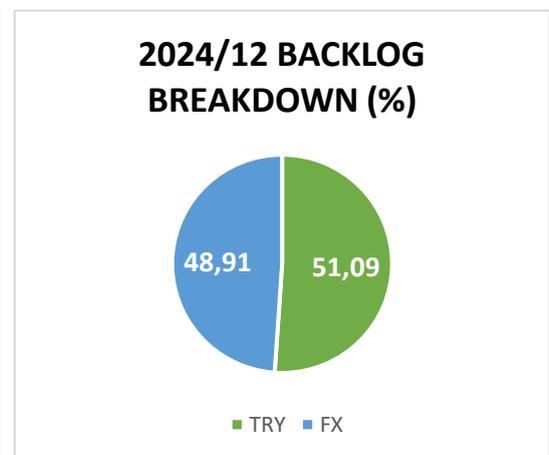
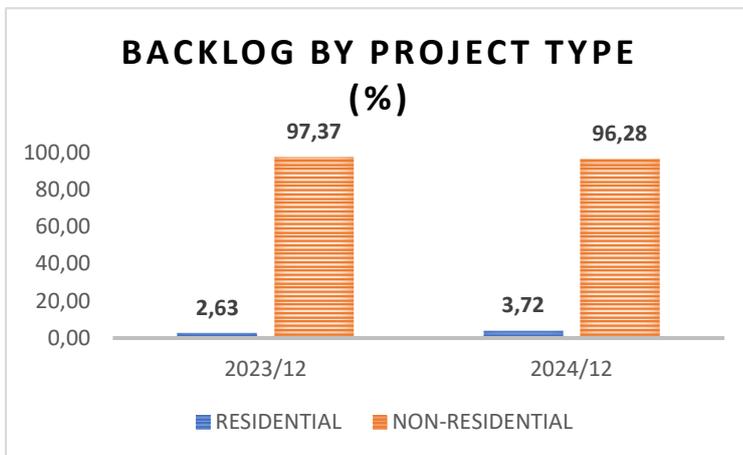
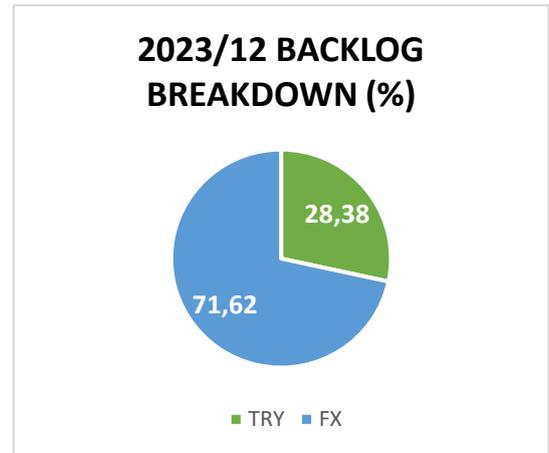
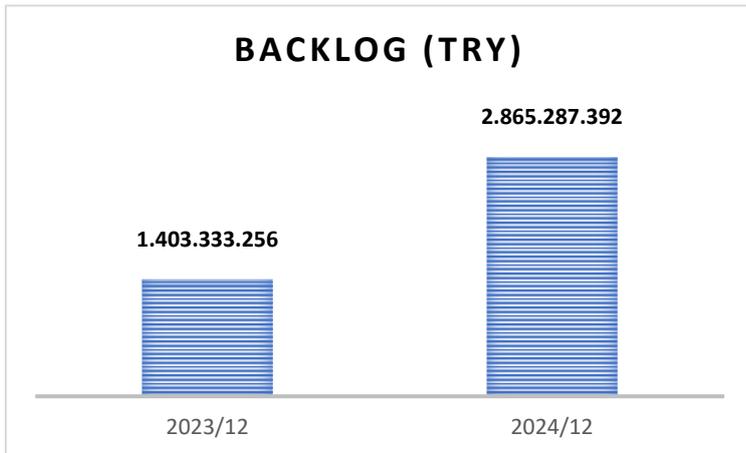
1.B.1. New Work Booked



New work booked in 2024/12M increased to TRY 1,620,389,818 compared to TRY 1,548,356,471 in 2023/12M.

- 92% of new contracts are non-residential prioritized projects.
- 59% of new contracts are in FX terms. TRY-based contracts and/or TRY costs in partial FX contracts contain have escalation terms linked with commodity price and/ labour inflation and/or minimum wage increases.

1.B.2. Backlog



Backlog increased TRY 2,865,287,392 as of 31.12.2024, compared to TRY 1,403,333,256 as of 31.12.2023.

- Non-residential/prioritized project weight in backlog decreased to 96%.
- FX-based contract value decreased to 49% of backlog. Risk management is transformed and maintained with provisions regarding FX-inflation-commodity price escalations in particular partially in 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 249,907,101	NOVEMBER 2025	ONGOING
PENDİK-FEVZİ ÇAKMAK SUBWAY	EUR 9,979,903 + TRY 133,751,712	OCTOBER 2025	ONGOING
TANAP DYNAMIC UPS SYSTEM PROJECT	USD 10,480,070	JULY 2025	ONGOING
BURSA EMEK-CITY HOSPITAL SUBWAY	EUR 6,954,845 + TRY 121,046,594	FEBRUARY 2026	ONGOING
İSTANBUL AIRPORT AIRCRAFT HANGAR PROJECT	USD 3,900,000 + TRY 144,134,487	SEPTEMBER 2025	ONGOING
BODRUM HILLSIDE HOTEL	TRY 360,000,000	SEPTEMBER 2025	ONGOING
MANDARIN ORIENTAL ETİLER PROJECT	TRY 256,000,000	MAY 2026	ONGOING
İZMİR AMERICAN HOSPITAL	EUR 3,750,500 + TRY 127,500,000	JUNE 2025	ONGOING
GEBZE-DARICA SUBWAY	EUR 2,685,000 + TRY 31,793,510	JUNE 2025	ONGOING
ISTANBUL NEW AIRPORT-HALKALI SUBWAY	EUR 2,128,149 + TRY 25,124,798	APRIL 2025	ONGOING
FOLKART NOVA PROJECT	EUR 725,158 + USD 1,215,674 + TRY 65,065,443	JUNE 2025	ONGOING

1.B.3. Other Major Developments in 2024/12M and Beyond

- Buyback in 2024/12M: 956,255 shares, Buyback after 2024/12M: 50,000 shares
Buyback balance: 1,006,255 shares (1,258%)
- The purchase process 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 was completed.
- 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)
 - Mandarin Oriental Etiler Project contract signed
(Contract Size: TRY 256,000,000)
 - 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;**
 - İzmir American Hospital Project contract revision (Revision Size: TRY 93,647,883)
 - Pendik-Fevzi Çakmak Subway contract revision (Revision Size: TRY 81,605,303)
 - Bursa Subway contract revision (Revision Size: TRY 55,191,952)
 - Ümraniye-Göztepe Subway contract revision(Revision Size: TRY 40,134,966)
 - İstanbul Airport Hangar Project contract revision (Revision Size: TRY 26,134,488)
 - Bodrum Hillside Hotel Project contract revision (Revision Size: TRY 146,756,067)

2. MANAGEMENT COMMENTARY ON THE RESULTS

ORGE completed 2024 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 +4 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 2025/Q1. One of the key developments of the year was the purchase of equity in 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, investment property valuation and sell losses, and also an increase in net financial losses we maintained our bottom line increase above %100.

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.

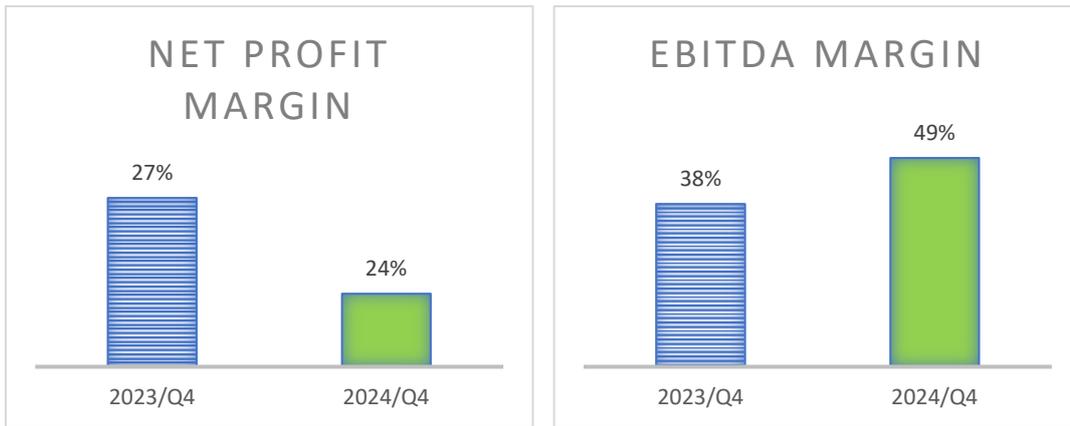
Our base scenario for 2025 and beyond is: normalization in governance and economic activity, liquidity, indicators and prices; and their convergence to the expectations of the company.

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

Financial Data (TRY)	2023/12M	2024/12M
Revenue	2,852,846,692	3,428,987,044
Gross Profit	1,271,337,161	1,987,761,539
Operating Profit	1,105,148,462	1,878,594,189
Profit Before Tax	425,193,307	926,567,563
Net Profit	315,155,095	691,194,087
Profitability Ratios (%)	2023/12M	2024/12M
Gross Profit Margin	44.56	57.66
Operating Profit Margin	38.74	54.78
Net Profit Margin	11.05	20.16
Liability Ratios (%)	2023/12M	2024/12M
Total Fin. Debt / Equity	13.86	3.69
Total Debt / Equity	65.38	52.34
Total Debt / Total Assets	39.53	34.36
Equity / Total Assets	60.47	65.64
Market Value as of 31.12 (TRY)	4,960,000,000	6,872,000,000

3.A. KEY FINANCIAL RATIOS



3.B. MANAGEMENT EXPLANATION ON THE VARIATIONS

EBITDA margin in 2024/Q4 increased by 11 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 and also due to the multi-phase structure of backlog.

Net Profit margin in 2024/Q4 decreased by 3 pp yearly mainly due to:

- Net monetary losses arising from the application of inflationary accounting.
- Investment activity losses by investment property valuation plus net loss from a partial real estate sale.
- Net financial loss due to net interest expenses.

4. KEY FUTURE OPPORTUNITIES

RAILWAY SYSTEMS

ECI – Early Contractor Involvement

- Current Lines (İstanbul): 381 KM
- Ongoing construction in İstanbul: 87 KM
- Adana, Ankara, Mersin Subway Projects
- Est. electrical scope 12-20%

RAILWAYS IN TURKEY’S INVESTMENT PLAN FOR 2025

- Total Investments: TRY 1,444 Billion
 - Transportation Investments: TRY 440 Billion (30%)
 - Railway Investments from Ministry: TRY 20 Billion
 - Railway Investments from Municipalities: TRY 62 Billion
 - Railway Investments for Istanbul: TRY 27,8 Billion
 - Railway Investments for Izmir: TRY 12,7 Billion
 - Railway Investments for Mersin: TRY 8,5 Billion
 - Railway Investments for other cities: TRY 13,5 Billion

RENEWABLE ENERGY

- Completed 10 MW projects in 4 contracts at +20 different places.
- 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, Northern Cyprus and EMEA
- Premium segment hotel demand
- Turkey, one of top 10 most visited country.
- 2025 target: 64 million visitors, USD 64 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 214 million (15,5 million 'public') charging stations in the world by 2030
- The Global Public Charger Market is expected to be approximately USD 165 Billion in size
- Türkiye is expected to own 143,000 public (Ministry of Industry and Technology) and 750,000 privately owned charging stations by 2030 (Current 27,000 public CS).
- The total public and private market size in Turkey is expected to be USD 5 billion.
- Only TOGG (Turkish EV) production (target) is 1 million
- Currently, Chinese companies are making limited exports, including Türkiye
- Acquired 15% of Lixhium, a leading EV Routing/Payment/Market Place for EV Vehicles
- Gebze Technology Development Zone Branch was established.

5. EXPECTATIONS AND EARNINGS GUIDANCE

2025/12M

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%**.

DISCLAIMER AND CONTACT INFORMATION

This Earnings Press Release 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