

ORGE ELECTRICAL CONTRACTING

INVESTOR PRESENTATION

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ORGE[®]
ELECTRICAL CONTRACTING

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COMPANY PROFILE



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

ORGE has completed electrical contractual works of 5 mil sqm since 1998. The company is a member of the Turkish Contractors Association (TCA).

ORGE is managed by its founders, the Gündüz Family, who operate in electrical contracting since 1965. Orhan Gündüz, Chairman of ORGE's Board, founded and managed Yeğenler Kollektif Inc., Ye-Pa Electrotechnical Inc., Galdem Inc., Gündüz Electric Inc., and And Construction Inc. and acted as a chairman since 1965.

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

Incorporation	1998
Initial Public Offering	2012
Capital	50.000.000 TRY
Employee Count (Average for 2020/6)	514
Indices	BIST MAIN / BIST ALL SHARES / BIST SERVICES / BIST CONSTRUCTION / KAT50 / ZPYKAT
Free Float	46.18%

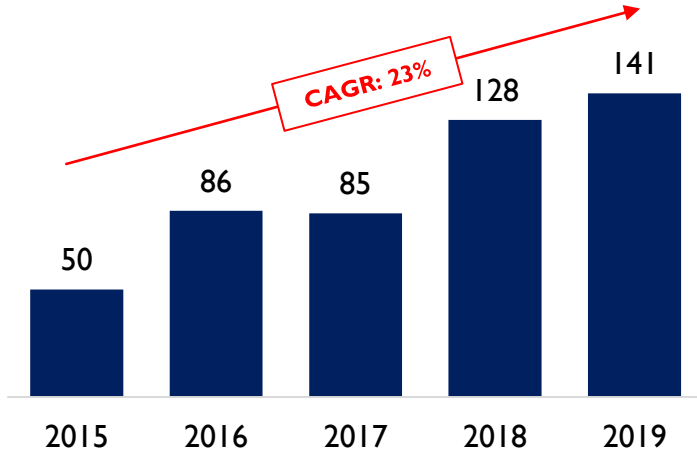


BUSINESS PRINCIPLES

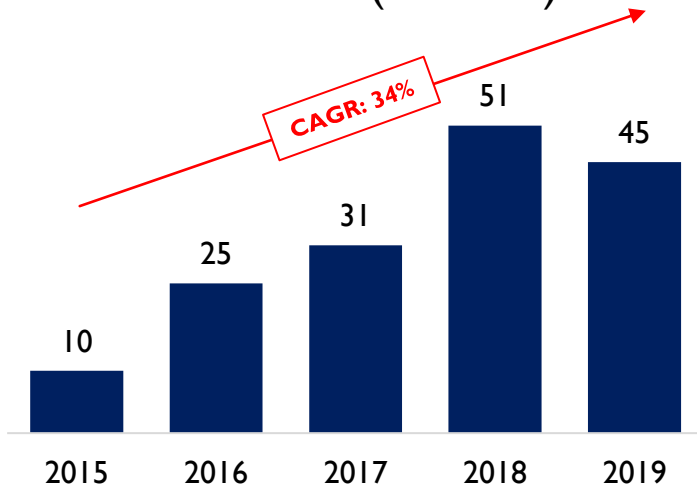
Lean Management	Customer-Oriented – Flexible – No Defects – On-Time Delivery
Early Contractor Involvement (ECI)	Subways
Value Engineering	ECI – Investor Value Maximization
Micromanagement	Daily Central and On-Site Project Surveillance – Continuous Enhancement
Outsourcing	Headquarters – Maximum Savings – Maximum Job Quality
Prioritized Projects	Infrastructure – Public Investments – Smart Buildings
Multi-Phase Projects	Decrease In Costs – Increase In Efficiency
Reputable Investor / Main Contractor / Supplier	Risk Protection
Optimum Debt / Assets Ratio	Minimum Insolvency Risk & Risk Premium

INVESTMENT CASE

Revenue (TRY mil)



Net Profit (TRY mil)



WHY ORGE?

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

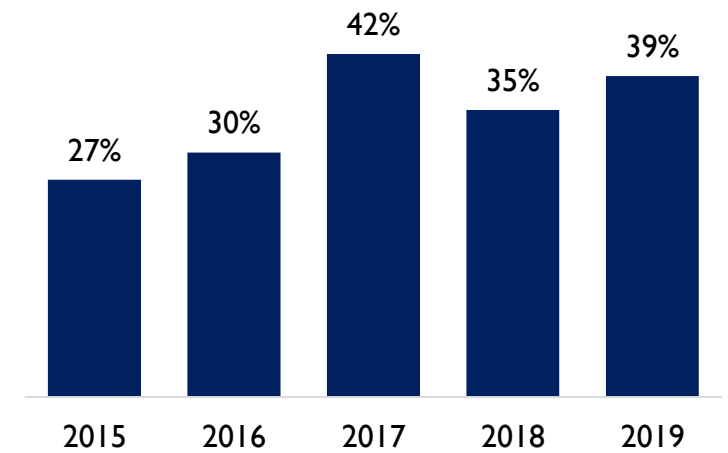
Strong historical growth and untapped potential

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

EBITDA margin



Backlog (TRY mil)

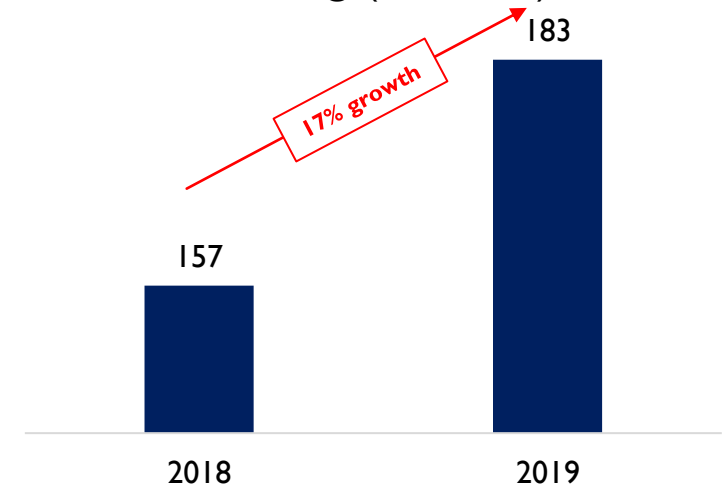


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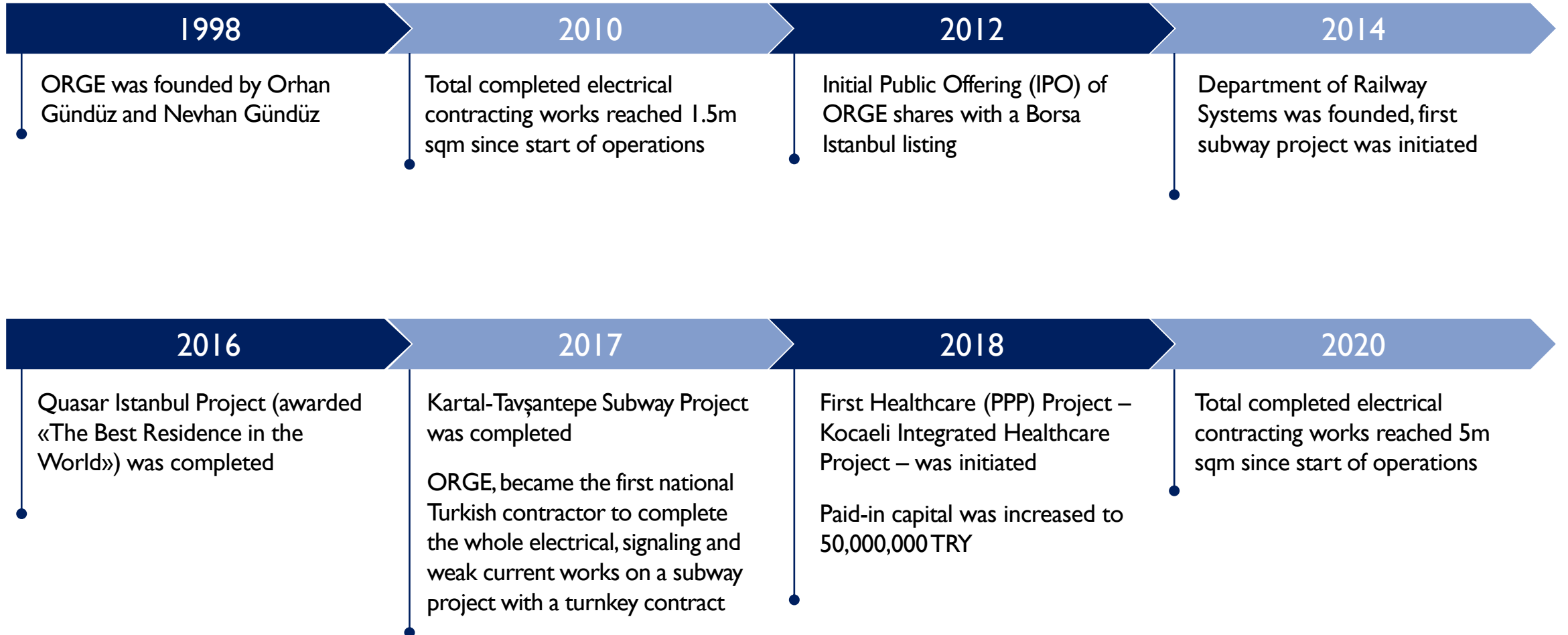
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MILESTONES



BOARD OF DIRECTORS



**ORHAN
GÜNDÜZ**

Chairman

In electrical contracting business since 1965. Founded and chaired Yeğenler A.Ş., Ye-Pa Electrotechnical Inc., Galdem Inc., Gündüz Electrical Inc. and And Construction A.Ş. Founder and chairman of ORGE since 1998.



**NEVHAN
GÜNDÜZ**

Vice Chairman

Experienced in energy sector, particularly in the renewable energy sector with a focus on removal of solid waste and recycling. Director, board member and shareholder at Gündüz Electrical Inc. until 1998. Founder, Vice Chairman and CEO of ORGE since 1998.



**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

Experienced in energy sector, particularly in the renewable energy sector with a focus on removal of solid waste and recycling. Director, board member and shareholder at Gündüz Electrical Inc. until 1998. Founder, Vice Chairman and CEO of ORGE since 1998.



**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.



**MURAT
KARTALOĞLU**

**Deputy CEO
(Superstructures)**

10+ years of electrical contracting experience from top project management and EC firms. Specialties: project and tender management, project coordination, procurement. Has been working extensively on smart buildings and premium structures.



**CEMİL
TOPAK**

**Deputy CEO
(Tender and Procurement)**

10+ years of electrical contracting experience. Specialties: project and tender management, project coordination, procurement, logistics. Has been working extensively on tendering and procurement activities.

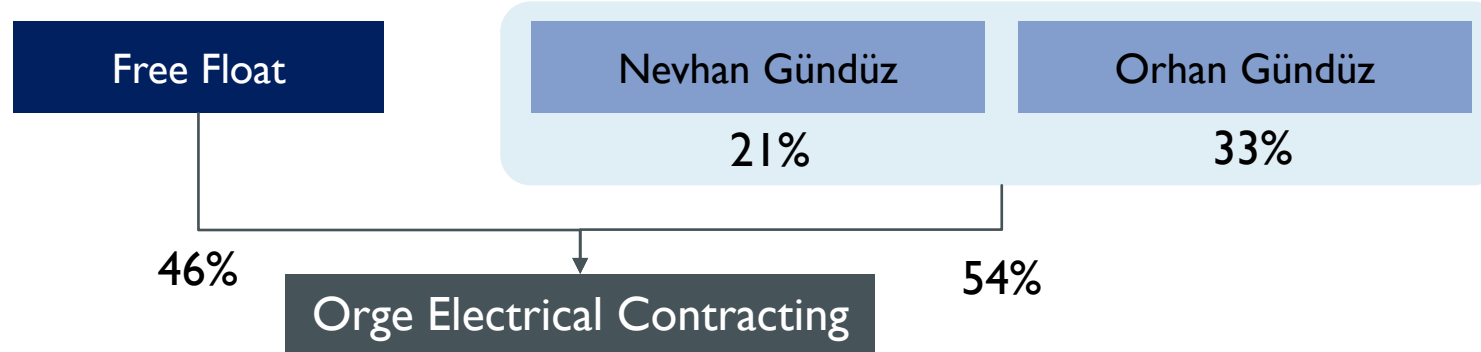


**EMRE
KARATEPE**

**Deputy CEO
(Railways and Subways)**

10+ years of electrical contracting experience. Specialties: project and tender management, procurement. Has been working extensively on railway systems and hotels.

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'000)	Vote (%)
Orhan Gündüz	33	16,248	33
Nevhan Gündüz	21	10,657	21
Free float	46	23,093	46
Paid-in Capital	100	50,000	100

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VALUE CHAIN

Suppliers

International



Domestic



Services

ORGE

ELECTRICAL CONTRACTING

LV Electrical Contract Works

Busbar Ducts Installation
LV Distribution & MCC Panels
Cable Tray Systems
Indoor & Outdoor Lighting Installation
Lighting & HVAC Automation
UPS & Building automation
Generator System
Lightning Protection & Grounding
SCADA & Energy Monitoring Automation

Weak Current Systems

Audio & Public Address System
Fire Detection & Alarm System
Access Control System
TV/IPTV/SMARTV System
Data System
Parking Automation Systems
Synchronized Clock System

MV Electrical Contract Works

MV Power Supply & Distribution
Transformer & MV Cubicles
Test & Commissioning Works
Electric Authority Acceptance Works

Customers

Investors



Main Contractors



Real Estate Investment Comps



SELECTED COMPLETED PROJECTS

PROJECT	LOCATION	CLIENT	DESCRIPTION	CONTRACT VALUE	START	COMPLETED
QUASAR İSTANBUL / FAIRMONT HOTEL	ISTANBUL/TURKEY	VIATRANS-MEYDANBEY JV	2 SKYSCRAPER / 46 FL	35.697.296 EUR	Oct 14	Dec 16
KARTAL-KAYNARCA SUBWAY	ISTANBUL/TURKEY	SOAJV	SUBWAY PROJECT WITH 3 STATION & 5 KM SUBWAY LINE	11.242.942 EUR	Apr 14	Jan 17
PRİME MALL ANTAKYA	HATAY/TURKEY	SMS-MARASHSTROY JV	SHOPPING MALL - 90.000 SQM CONSTRUCTION AREA	4.633.682 EUR	Nov 10	Oct 11
EVORA İSTANBUL PROJECT	ISTANBUL/TURKEY	TEKNİK YAPI HOLDİNG	2.560 APARTMENTS RESIDENTIAL PROJECT	3.963.345 EUR	May 12	Oct 15
CONRAD HOTEL İSTANBUL	ISTANBUL/TURKEY	AKSOY HOLDİNG	5* HOTEL RENOVATION PROJECT (550 ROOMS)	3.694.390 EUR	Sep 12	Sep 15
THE MANDARİNS ACIBADEM PROJECT	ISTANBUL/TURKEY	MANDARİNS PROPERTIES	493 APARTMENTS RESIDENTIAL PROJECT	2.417.319 EUR	Mar.17	Dec 18
CONCORD İSTANBUL PROJECT	ISTANBUL/TURKEY	TEKNİK YAPI HOLDİNG	1.173 APARTMENTS RESIDENTIAL PROJECT	2.277.960 EUR	Sep 15	Dec 18
PENDORYA MALL	ISTANBUL/TURKEY	TSKB-ATAMAN CONSTRUCTION	SHOPPING MALL - 80.648 SQM CLOSED AREA	2.157.336 EUR	Feb 09	Dec 9
MALL OF İSTANBUL C & D TOWERS	ISTANBUL/TURKEY	TORUNLAR REİD	612 APARTMENTS RESIDENTIAL PROJECT	1.871.309 EUR	Mar 12	Mar 14
ASKAYNAK PLANT	KOCAELİ/TURKEY	ECZACIBAŞI-LINCOLN ELECTRIC	FACTORY BUILDING - 23.500 SQM CONSTRUCTION AREA	1.289.381 EUR	Sep 06	Sep 07
AKSE YAŞAM KONUTLARI PROJECT	KOCAELİ/TURKEY	ERTAŞ-ULUSOY CONSTRUCTION	400 APARTMENTS RESIDENTIAL PROJECT	1.005.387 EUR	Mar 09	Dec 11
DELUXİA ATAŞEHİR PROJECT	ISTANBUL/TURKEY	TEKNİK YAPI HOLDİNG	702 APARTMENTS RESIDENTIAL PROJECT	962.523 EUR	Oct 10	Dec 12
DELUXİA DRAGOS PROJECT	ISTANBUL/TURKEY	TEKNİK YAPI HOLDİNG	501 APARTMENTS RESIDENTIAL PROJECT	937.499 EUR	Dec 11	Feb 14
İSTANBUL NAVAL MUSEUM	ISTANBUL/TURKEY	ÇAKIR CONSTRUCTION	MUSEUM - 20.000 SQM CONSTRUCTION AREA	773.604 EUR	Sep 10	Sep 12
THYSSENKRUPP PLANT	KOCAELİ/TURKEY	EMİ CONSTRUCTION	FACTORY BUILDING - 22.000 SQM CONSTRUCTION AREA	644.753 EUR	Sep 08	May 09
RÖNESANSBİZ MECİDİYEKÖY PROJECT	ISTANBUL/TURKEY	RÖNESANS HOLDİNG	OFFICE BUILDING - 22.700 SQM CONSTRUCTION AREA	454.122 EUR	Apr 12	May.15

SUSTAINABILITY

SUSTAINABLE DEVELOPMENT GOALS



ORGE Zero Waste Project: initiated in 2015. Recycling of cables, plastic pipes and cable scraps. Recycled 81 tons of waste in 2019, 45 tons of which are cables.



Smart buildings. Energy efficiency in buildings.



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



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



50% of HQ staff, 30% 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.



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: 81 tones in 2019; 200 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: 14% (2019), 17% (2018); lower than the industry average of 63% (2018).
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.

RISK MANAGMENT

Business Contracts

100% FX contracts

Contracts Supply & General Expense scope on FX

Inflation and Currency adjustment terms

Extra claim terms on price changes

Natural Hedge

Sales in FX – Liabilities in TRY

Fixed rate on TRY loans

Low Debt to Assets Ratio

Forward Contracts

Long-term fixed rate supply contracts

Advance Procurement

Advance procurement at a high discount / Future delivery contracts with deferred payments at project inception

Financial contracts

Futures options, forward contracts

COVID-19 IMPACT

- Temporary hold (45 days) on 1 project out of 10. All projects in operation since May 13.
- Measures taken to protect employees from the virus (e.g. social distancing during work / dine / sleep; daily temperature checks; facial masks, gloves and sanitizers provided).
- Limited amount of layoffs / shifting sites / paid leave of workers age 60+ and/or with chronic diseases or on trial period. Limited number of resignations.
- No changes to employee benefits and executive compensation.
- No material breach of contracts.
- Short-term minor revenue loss due to COVID-19 precautions. No change in year-end revenue guidance.
- Short-term negative effect on operational margins. No change in year-end earnings guidance
- No need to raise additional capital. Benefited from government-subsidized credits.
- Government benefits received include deferred tax payments, subsidized credits, temporary social security liability reductions, short-term staff compensation.
- Dividend and buyback plans subject to growth opportunities, profitability, capital structure and cash reserves.

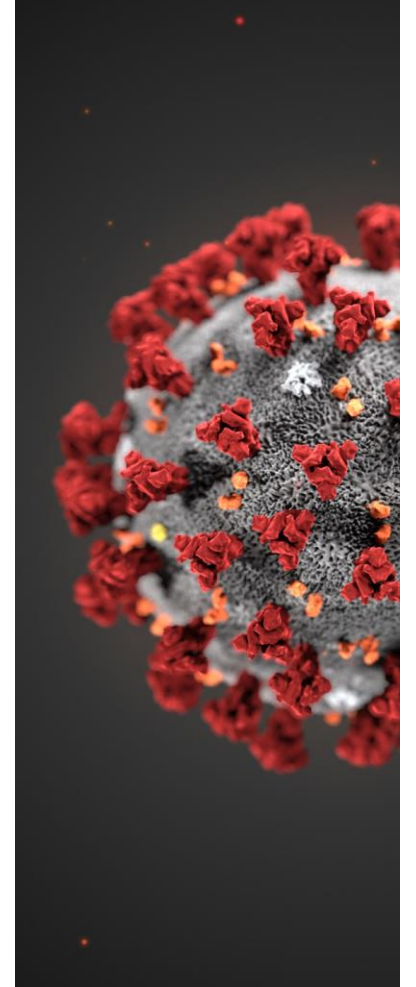


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ONGOING PROJECTS

- SABİHA GÖKÇEN AIRPORT SUBWAY
- İBN HALDUN UNIVERSITY
- İNİSTANBUL
- KABATAŞ-MAHMUTBEY SUBWAY
- BÜYÜKYALI
- ATATÜRK CULTURAL CENTER
- DUDULLU-BOSTANCI SUBWAY

- KOCAELİ INTEGRATED HEALTCARE CAMPUS
- YAPI KREDİ BANKING CENTER

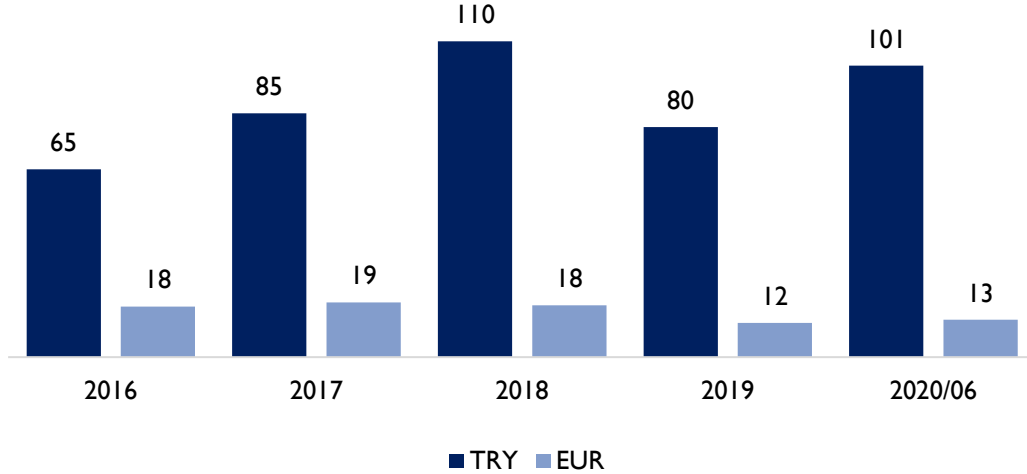
- EPIQUE ISLAND
- FETHİYE SEKE TUR HOTEL



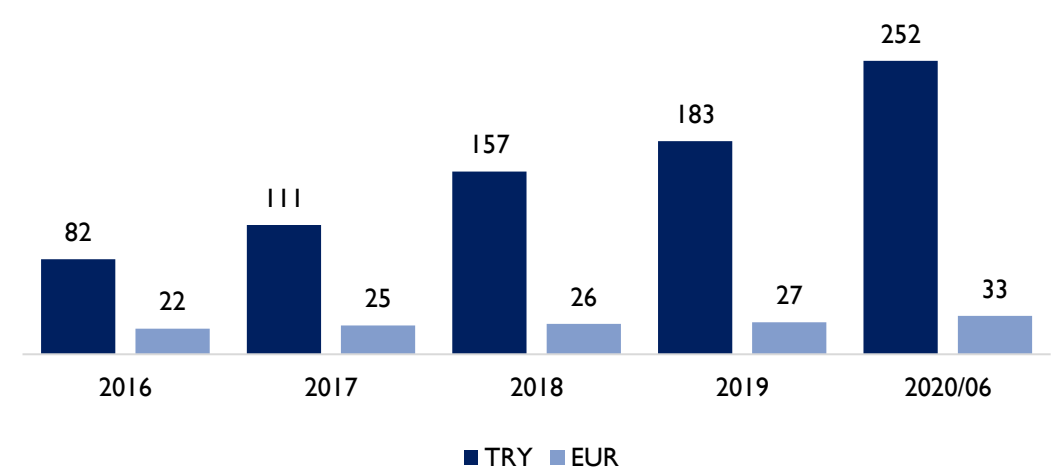
PROJECT	CONTRACT VALUE	EST. COMPLETION
SABİHA GÖKÇEN AIRPORT SUBWAY	11,000,000 EUR	Aug 2020
KOCAELİ INTEGRATED HEALTCARE CAMPUS	29,067,333 TRY + 5,619,267 EUR	Dec 2020
İNİSTANBUL	34229,074 TRY + 5,488,088 EUR	Oct 2020
BÜYÜKYALI	39,794,242 TRY	Dec 2020
KABATAŞ-MAHMUTBEY SUBWAY	6,112,061 EUR + 3,054,743 TRY	Dec 2020
YAPI KREDİ BANKING CENTER	25,695,760 TRY	Oct 2020
EPIQUE ISLAND	22,237,930 TRY + 986,875 USD	Dec 2020
ATATÜRK CULTURAL CENTER	22,000,000 TRY	Dec 2020
İBN HALDUN UNIVERSITY	18,673,246 TRY	Sep 2020
FETHİYE SEKE TUR HOTEL	10,600,000 TRY	Sep 2020
DUDULLU-BOSTANCI SUBWAY	1,946,114 EUR	Dec 2020

NEW WORK BOOKED / BACKLOG – LAST 5 YEARS*

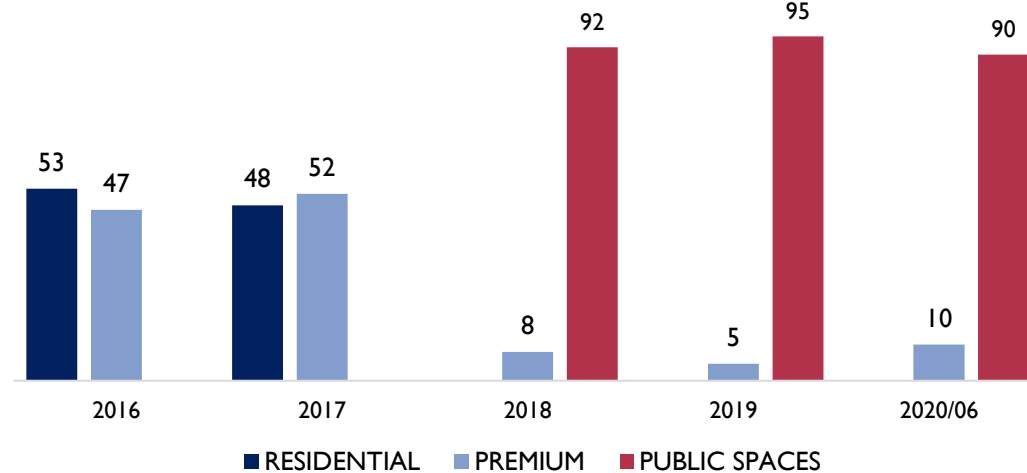
New work booked 2016-2020 (TRY mil)



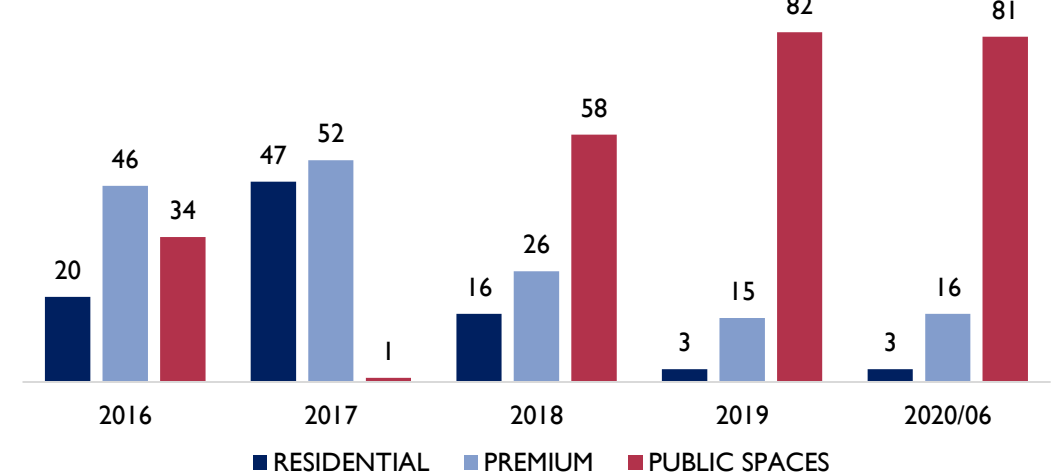
Backlog 2016-2020 (TRY mil)



New work booked 2016-2020 by project type



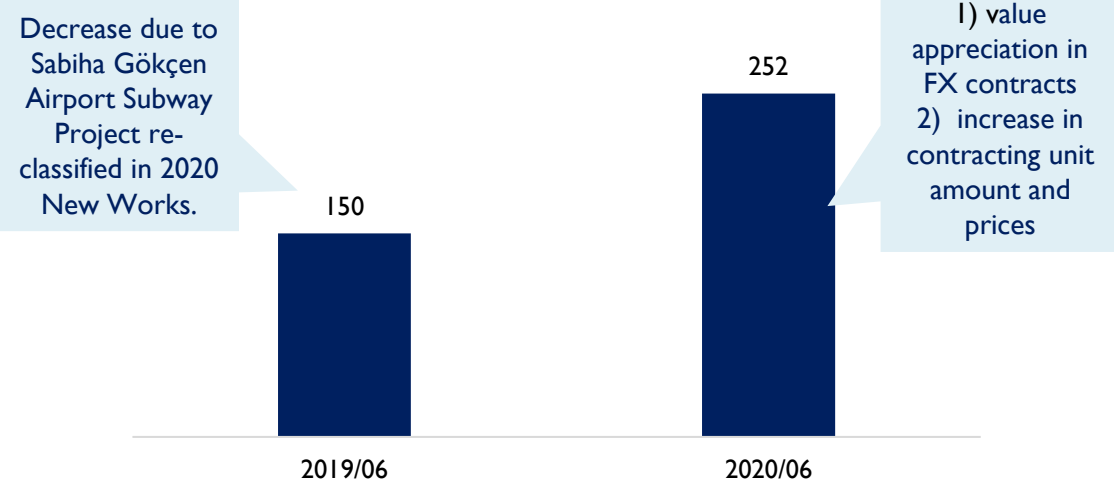
Backlog 2016-2020 by project type



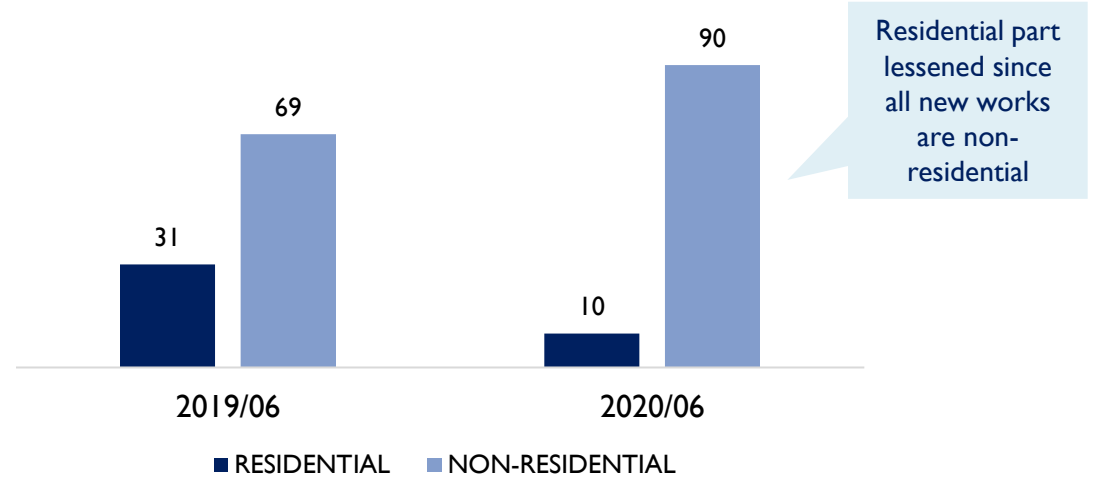
*Sabiha Gökçen Airport Subway Project contract signing process completed and re-classified as a new work in 2020/Q2, thus omitted from previous backlog and 2018 new work calculations for more accurate new work/backlog time series presentation in line with company disclosure policy.

BACKLOG 2019/06 – 2020/06

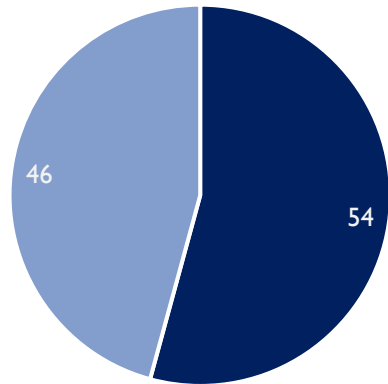
Backlog (M.TRY)



Backlog by project type (%)

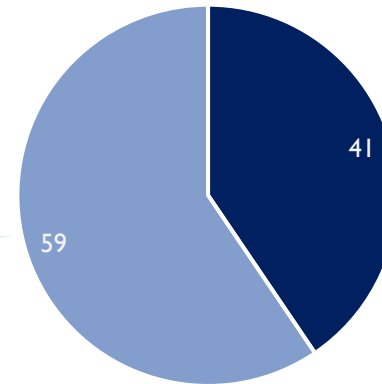


2019/06 Backlog breakdown (%)



■ TRY ■ FX

2020/06 Backlog breakdown (%)

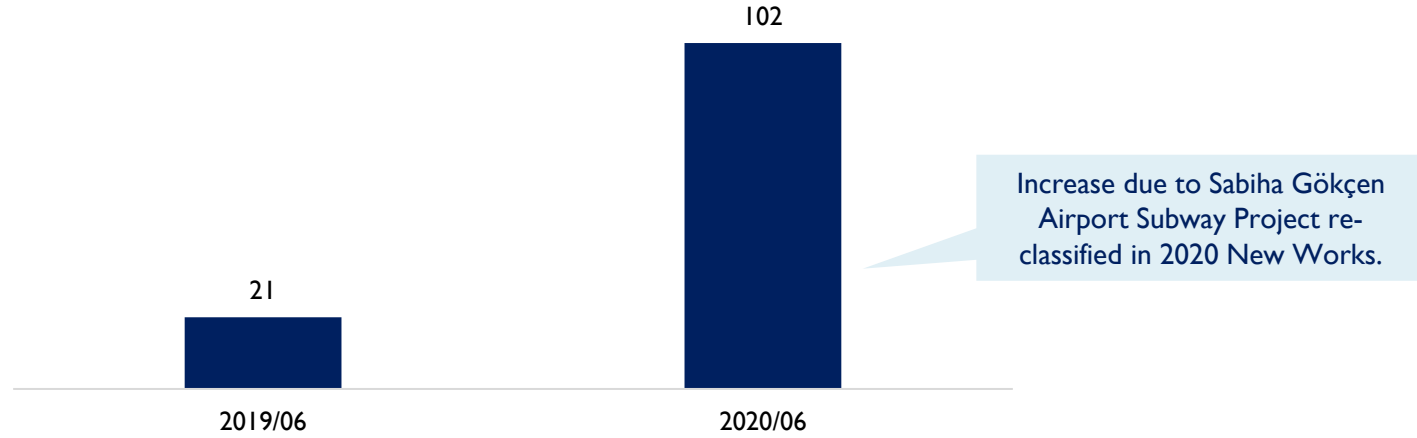


■ TRY ■ FX

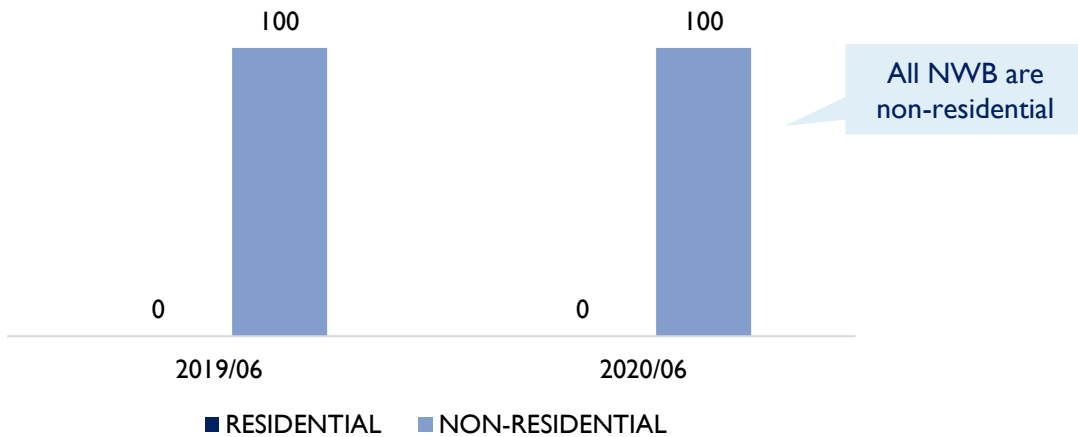
Weight of FX Contracts increased due to most of the new contracts are FX based.

NEW WORK BOOKED 2019/06 – 2020/06

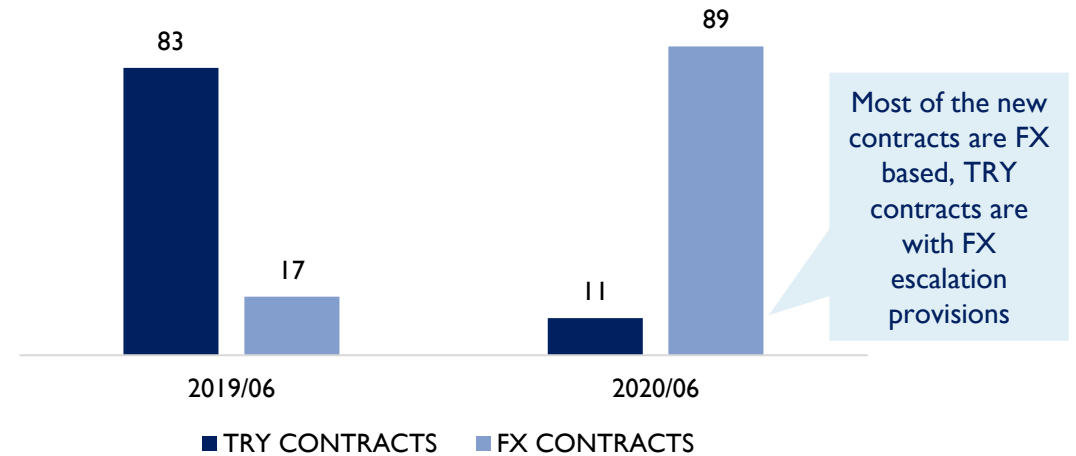
New work booked (M.TRY)



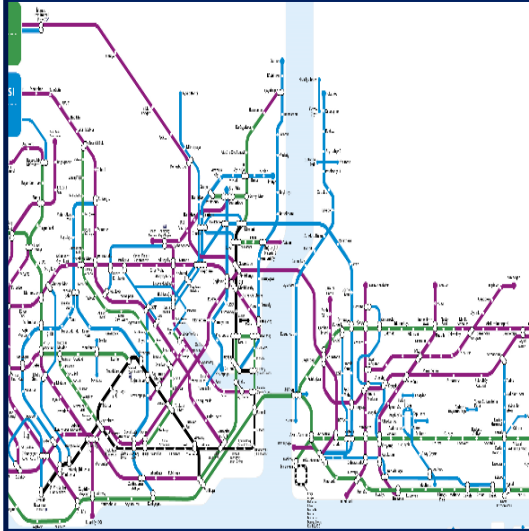
New work booked by project type (%)



New work booked by currency (%)



BUSINESS DEVELOPMENT – KEY OPPORTUNITIES



RAILWAY SYSTEMS

ECI – Early Contractor Involvement
 2019-2023 518 KM
 Ongoing Construction 205 KM
 Finalized 17 subway tenders est. amount of EUR5.5 billion
 İzmir, İzmit – Subway Projects
 EMEA – Business Development
Est. electrical scope 12-20%



PPP HOSPITALS

Project includes 31 hospitals
 Contracts signed for 20 hospitals
 10 hospitals in operation
 10 ongoing projects
 Total est. construction 12 million sqm.
 Total est. investment USD10 billion
Est. electrical scope 15-25%



SMART BUILDINGS / ISTANBUL FINANCIAL CENTER

Istanbul Finance Center
 CBRT, CMB, BRSA,
 Ziraat Bank, Halkbank, Vakıfbank, Halk REIC
 800,000 sqm area, 2.5 million sqm construction area
 Total est. investment USD2 billion
Est. electrical scope 12-20%



INDUSTRIAL & NUCLEAR POWER PLANTS

Sinop, Akkuyu, Kırklareli Nuclear Power Plants
 Akkuyu est. construction budget USD20 billion
 1st phase opening – 2023. Construction until 2027-2029
 Tax incentives for chemical, petroleum plants
 Industry 4.0 investments
 IT Complex, data center construction & renovations
 Cooperation with international contractors
Est. electrical scope 12-20%

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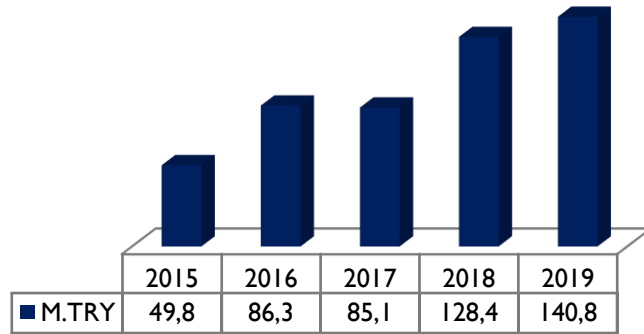
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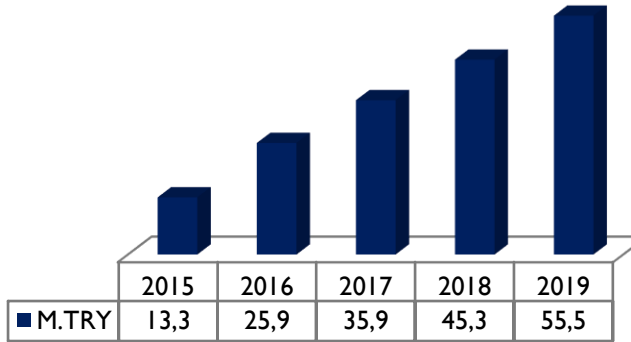
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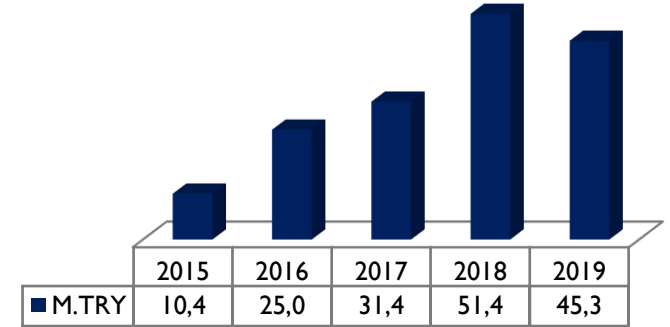
Net Revenue



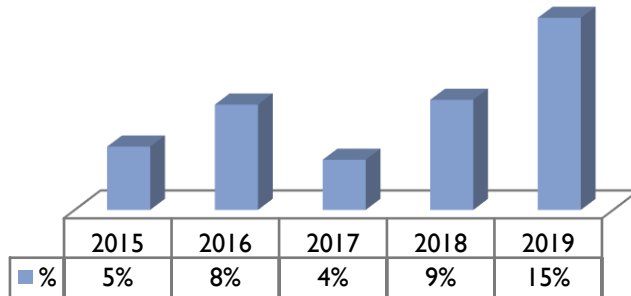
EBITDA



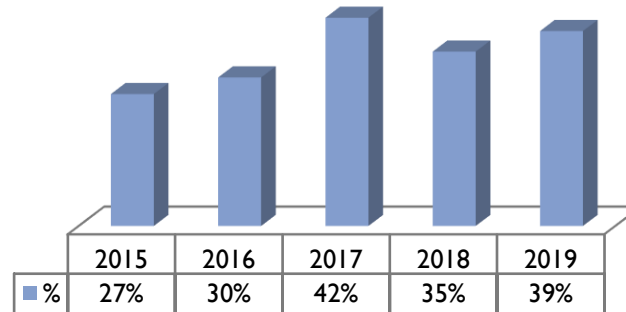
Net Profit



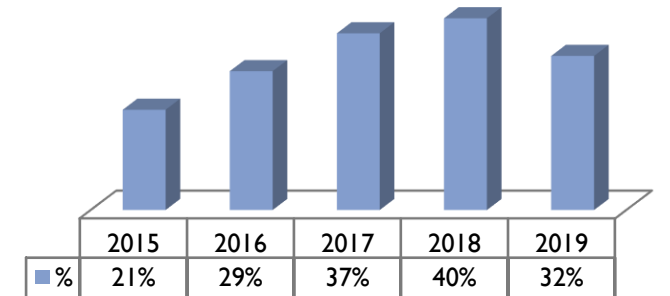
Financial Debt/Assets



EBITDA Margin

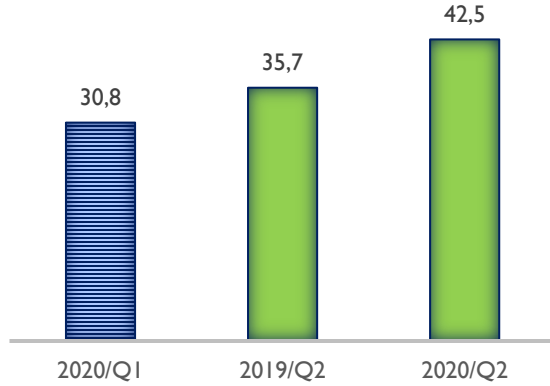


Net Profit Margin

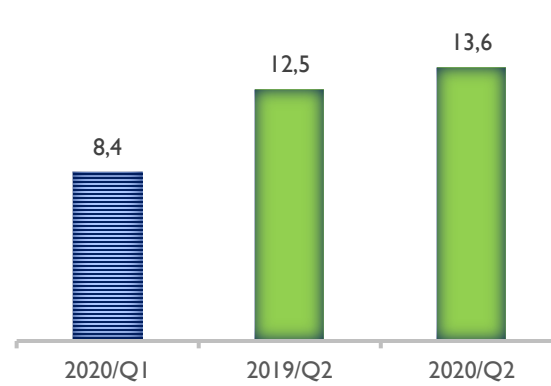


KEY FINANCIAL DATA (QUARTERLY)

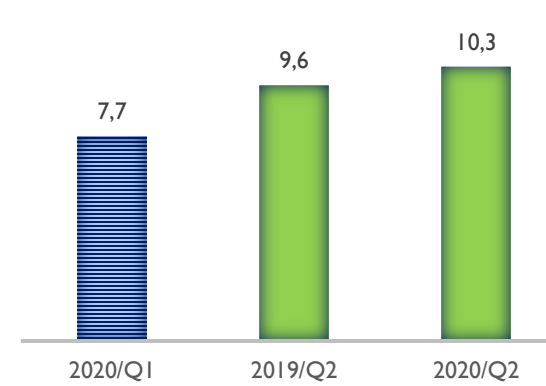
Net Revenue (M.TRY)



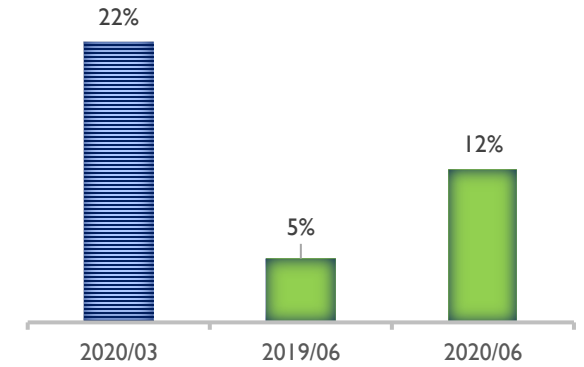
EBITDA (M.TRY)



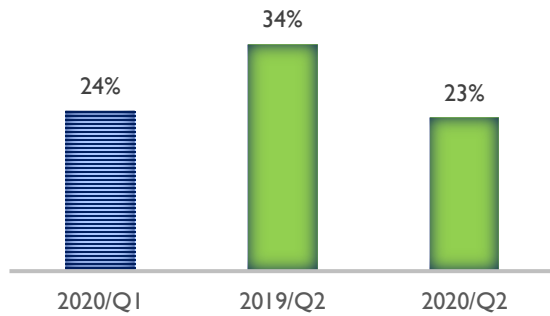
Net Profit (M.TRY)



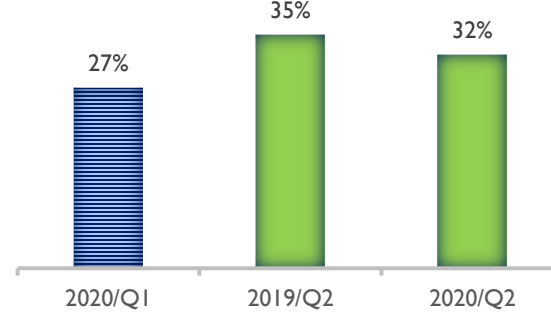
DEBT / EBITDA



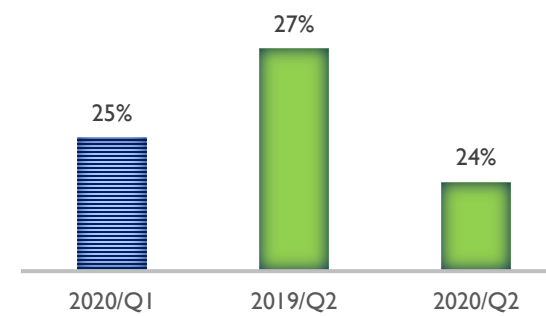
ROE



EBITDA Margin



Net Profit Margin



EARNINGS GUIDANCE

2019/12M

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 **20%**, increase average number of employees by **20%**, and **secure our operating profit at the 2019 level.**

2020/Q2 Update

Regarding the COVID-19 impact on our works, if our base scenario (normalization process and economic activity will be on track to meet our expectations) holds, we can reach our year-end goals as stated above.

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FINANCIAL STATEMENTS SUMMARY

BALANCE SHEET	2018/12	2019/12	2019/06	2020/06
ASSETS	TRY	TRY	TRY	TRY
Current Assets	162,779,682	237,949,255	184,135,688	305,734,030
Cash & Equivalents	19,556,583	34,494,610	13,849,305	74,644,178
Income Due Construction Contracts	113,896,233	160,118,020	134,964,231	183,494,141
Non-current Asset	46,647,064	57,325,069	50,462,465	52,548,858
Long Term Investment	28,080,000	36,130,000	30,358,978	30,305,000
Tangible fixed assets	17,184,494	17,170,255	17,802,212	16,866,576
TOTAL ASSETS	209,426,746	295,274,324	234,598,153	358,282,888
LIABILITIES				
Short Term Liabilities	49,645,770	71,330,152	53,889,586	104,859,202
Financial Debt	14,218,150	36,770,442	13,938,996	65,580,143
Trade Debt	17,919,108	17,634,196	17,789,037	19,524,742
Long Term Liabilities	22,648,534	38,117,367	26,276,049	50,767,552
Financial Debt	4,001,088	8,033,180	2,516,015	15,756,788
EQUITY	137,132,442	185,826,805	154,432,518	202,656,134
Capital	50,000,000	50,000,000	50,000,000	50,000,000
Net Income	51,434,516	45,307,745	17,329,691	17,979,136
Prior Years Income/Loss	32,601,265	84,182,247	84,099,143	130,220,269
TOTAL LIABILITIES	209,426,746	295,274,324	234,598,153	358,282,888
INCOME STATEMENT	2018/12	2019/12	2019/06	2020/06
Revenue	128,414,243	140,753,087	61,896,558	73,277,352
Gross Profit	51,703,189	60,332,503	24,736,403	25,068,333
Operating Income	49,043,211	56,122,269	22,817,823	23,616,661
Net Income Before Taxes	65,057,605	57,096,820	22,459,369	23,231,011
Net Income	51,434,513	45,307,743	17,329,688	17,979,136
Earnings per share	103%	91%	35%	36%

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	3.60-6.90	486,334
Current Balance		441,334

Dividend History			
Year	Payout ratio (%)	Amount (TRY)	Capital (TRY)
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

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

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