

ORGE ELECTRICAL CONTRACTING

INVESTOR PRESENTATION – 06/09/2022

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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 6 mil sqm since 1998.

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

With an authorized capital of 250 million TL and a paid-in capital of 80 million TL, ORGE hires nearly 600 employees.

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

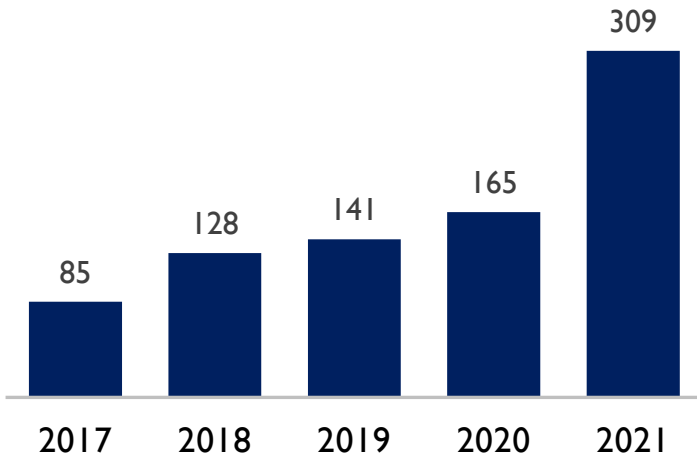


TÜSiAD

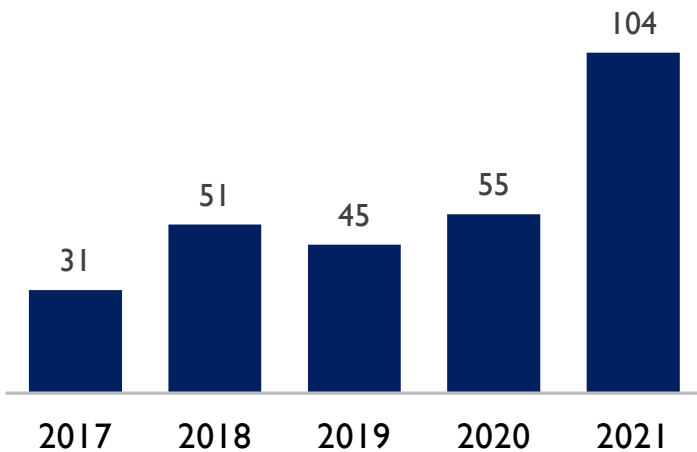


INVESTMENT CASE

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

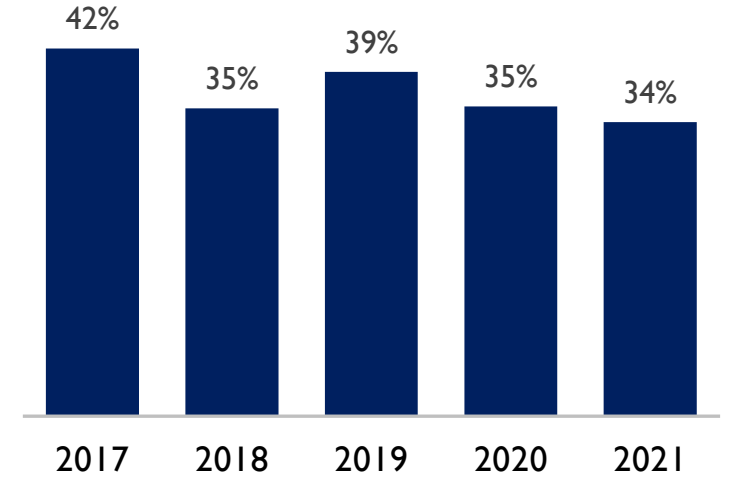
Qualified projects with high margins vs. numerous unqualified low-margin ones

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

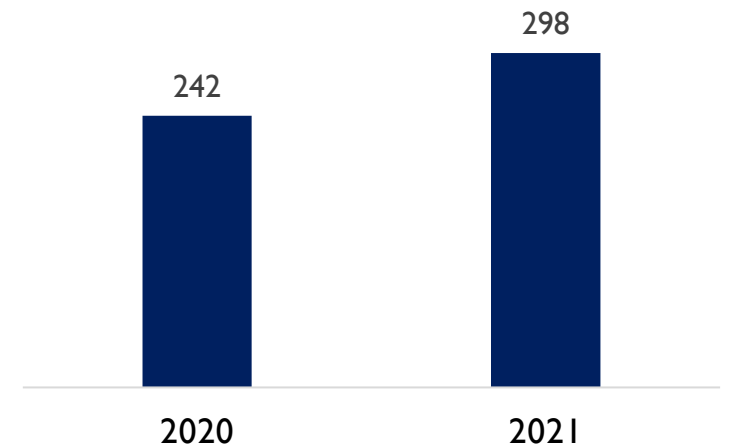
Proactive risk awareness transfer and mitigation strategies

New opportunities: Renewable Energy and International Projects

EBITDA Margin



Backlog (TRY Mil)



BOARD OF DIRECTORS



**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.



**EMRE
KARATEPE**

Deputy CEO
(Railways and Subways)

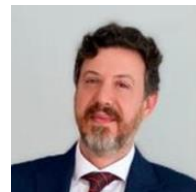
15+ years of electrical contracting experience. Specialties: project and tender management, procurement. Has been working extensively on railway systems and hotels.



**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.



**BERTAN
BİRKAN, MS**

Trading Division President

+20 years of electrical sector experience. Specialties: marketing, strategic target planning, management, international sales, tenders, delivery networking, project management.

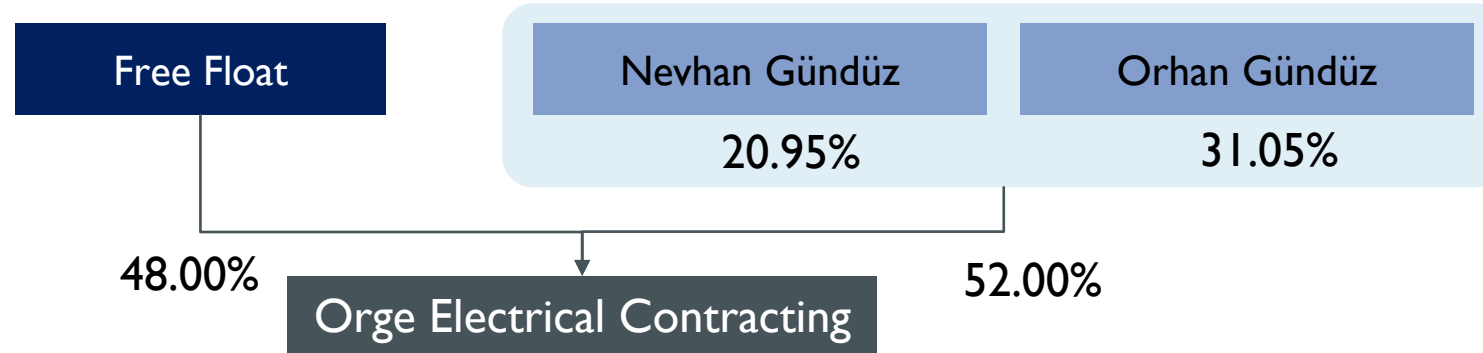


**MURAT
KARTALOĞLU**

Deputy CEO
(Superstructures)

15+ 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.

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	31.05	24,843,108,80	31.05
Nevhan Gündüz	20.95	16,762,032.96	20.95
Free float	48.00	38,394,858.24	48.00
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/TURKEY	VIATRANS-MEYDANBEY JV	2 SKYSCRAPER / 46 FL	35.697.296 EUR	Oct 14	Dec 16
KARTAL-TAVŞANTEPE SUBWAY	İSTANBUL/TURKEY	SOAJV	SUBWAY PROJECT WITH 3 STATION & 5 KM SUBWAY LINE	11.242.942 EUR	Apr 14	Jan 17
İNİSTANBUL PROJECT	İSTANBUL/TURKEY	SERA CONSTRUCTION	3.032 APARTMENTS RESIDENTIAL PROJECT	10.051.965 EUR	Jun 16	Apr 21
KABATAS-MAHMUTBEY SUBWAY	İSTANBUL/TURKEY	ALARKO HOLDING	SUBWAY PROJECT WITH 5 STATION (ORGE SCOPE)	6.402.988 EUR	Feb 18	Mar 21
BÜYÜKYALI İSTANBUL PROJECT	İSTANBUL/TURKEY	ÖZAK-ZİYLAN-YENİGÜN JV	1.481 APARTMENTS RESIDENTIAL PROJECT	5.734.041 EUR	May 17	Dec 21
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	İSTANBUL/TURKEY	TEKNİK YAPI HOLDING	2.560 APARTMENTS RESIDENTIAL PROJECT	3.963.345 EUR	May 12	Oct 15
CONRAD HOTEL İSTANBUL	İSTANBUL/TURKEY	AKSOY HOLDİNG	5* HOTEL RENOVATION PROJECT (550 ROOMS)	3.694.390 EUR	Sep 12	Sep 15
THE RITZ-CARLTON RESIDENCES	BODRUM/TURKEY	AKSOY HOLDİNG	TOURISM PROJECT – 75 VILLAS	3.405.567 EUR	Dec 16	Mar 21
YAPI KREDİ BANKING CENTER	KOCAELİ/TURKEY	YAPI KREDİ BANK	MV-LV RENOVATION OF BANKING CENTER	2.796.056 EUR	Oct 19	Mar 21
THE MANDARİNS ACIBADEM PROJECT	İSTANBUL/TURKEY	MANDARİNS PROPERTIES	493 APARTMENTS RESIDENTIAL PROJECT	2.417.319 EUR	Mar.17	Dec 18
ATATÜRK CULTURAL CENTER	İSTANBUL/TURKEY	SEMBOL – YENİ YAPI JV	OPERA BUILDING - 95.600 SQM CLOSED AREA	2.314.094 EUR	Dec 19	Mar 22
CONCORD İSTANBUL PROJECT	İSTANBUL/TURKEY	TEKNİK YAPI HOLDING	1.173 APARTMENTS RESIDENTIAL PROJECT	2.277.960 EUR	Sep 15	Dec 18
PENDORYA MALL	İSTANBUL/TURKEY	TSKB-ATAMAN CONSTRUCTION	SHOPPING MALL - 80.648 SQM CLOSED AREA	2.157.336 EUR	Feb 09	Dec 9
IBN HALDUN UNİVERSTİY	MUGLA/TURKEY	GÖRGÜLÜ PLUS CONSTRUCTION	UNİVERSTİY - 170.000 SQM CONSTRUCTION AREA	2.074.805 EUR	Jun 19	Dec 20
MALL OF İSTANBUL C & D TOWERS	İSTANBUL/TURKEY	TORUNLAR REİD	612 APARTMENTS RESIDENTIAL PROJECT	1.871.309 EUR	Mar 12	Mar 14
ASKAYNAK PLANT	KOCAELİ/TURKEY	ECZACIBAŞI-LINCOLN ELECTRİC	FACTORY BUILDING - 23.500 SQM CONSTRUCTION AREA	1.289.381 EUR	Sep 06	Sep 07
FETHİYE SEKETUR HOTEL	MUGLA/TURKEY	ÖZYER GROUP	HOTEL - 18.000 SQM CONSTRUCTION AREA	1.177.777 EUR	Jan 20	Dec 20
DELUXİA ATAŞEHİR & DRAGOS PROJECT	İSTANBUL/TURKEY	TEKNİK YAPI HOLDING	1.203 APARTMENTS RESIDENTIAL PROJECTS	1.900.022 EUR	Oct 10	Feb 14
THYSSENKRUPP PLANT	KOCAELİ/TURKEY	EMİ CONSTRUCTION	FACTORY BUILDING - 22.000 SQM CONSTRUCTION AREA	644.753 EUR	Sep 08	May 09
RÖNESANSBİZ MECİDİYEKÖY PROJECT	İSTANBUL/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 39 tons of waste in 2022/6M, 18 tons of which are cables. Recycled 565 tons of waste since 2015.



Renewable Energy Dept.: Tüvtürk SPP Project, Business Development (EV Charging) 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 (ORGE Institute). 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.



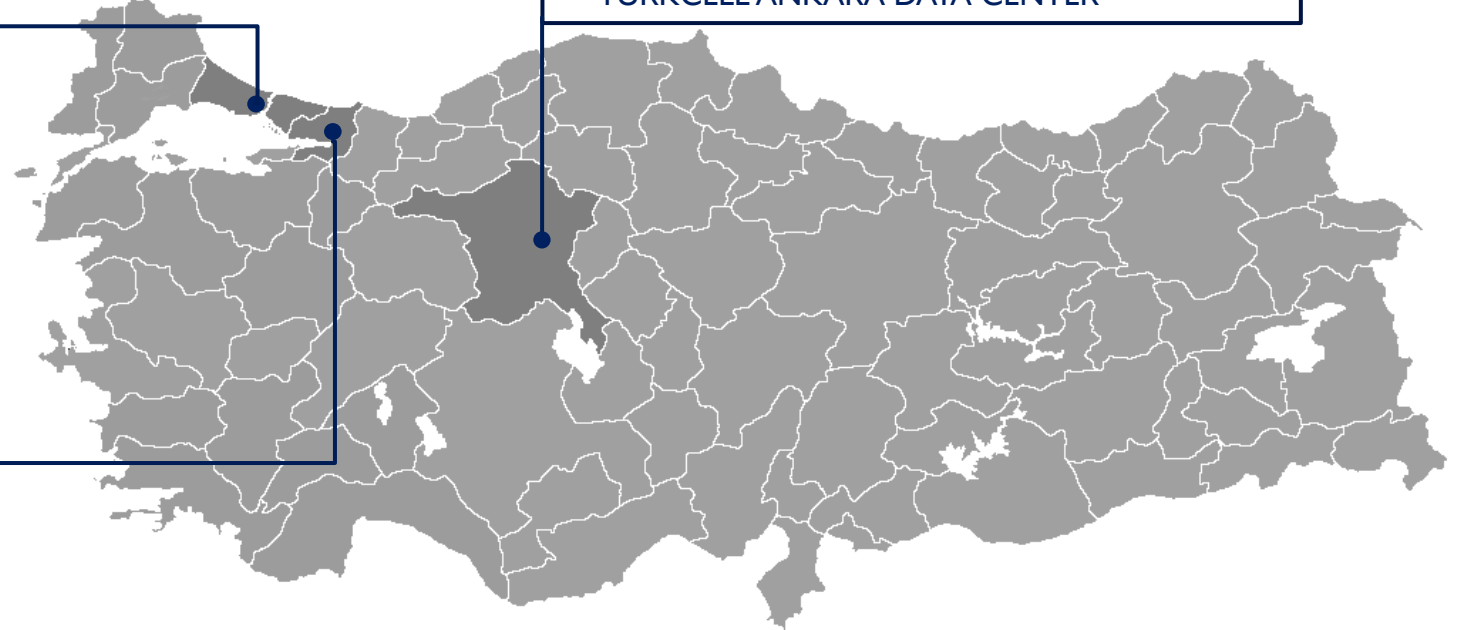
SASB STANDARDS – ENGINEERING AND CONSTRUCTION SERVICES

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: 39 tons in 2022/6M; 565 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: 23% (2021), 21% (2020)
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

- SABİHA GÖKÇEN AIRPORT SUBWAY
- NEW AIRPORT - HALKALI SUBWAY
- BAŞAKŞEHİR - KAYAŞEHİR SUBWAY
- DUDULLU - BOSTANCI SUBWAY
- BAKIRKÖY - KIRAZLI SUBWAY
- M9 & M3 METRO EXTENSION LINES
- HİSARÜSTÜ - AŞIYAN FUNICULAR LINE
- ATAKÖY - İKİTELLİ SUBWAY
- YENİ HAVALIMANI-HALKALI SUBWAY
- FOLKART NEFES PROJECT

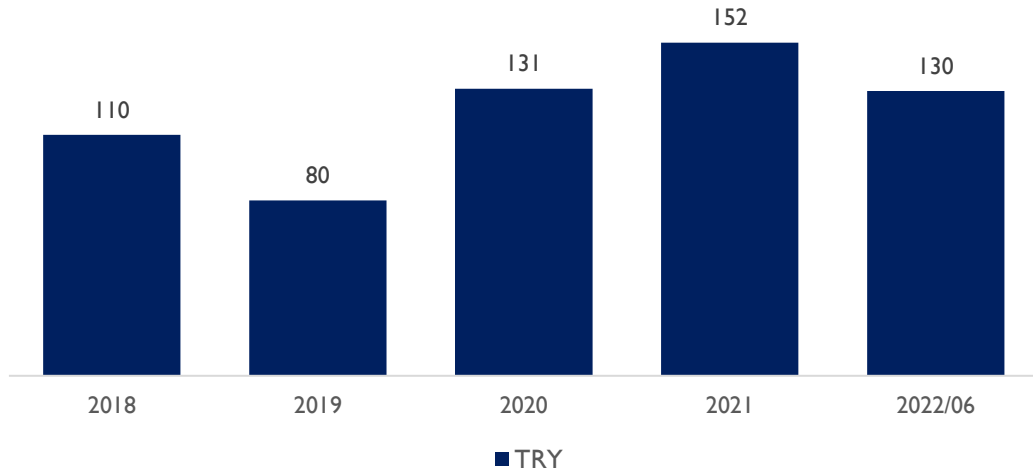
- KOCAELİ INTEGRATED HEALTCARE CAMPUS
- GEBZE - DARICA SUBWAY
- TURKCELL GEBZE DATA CENTER



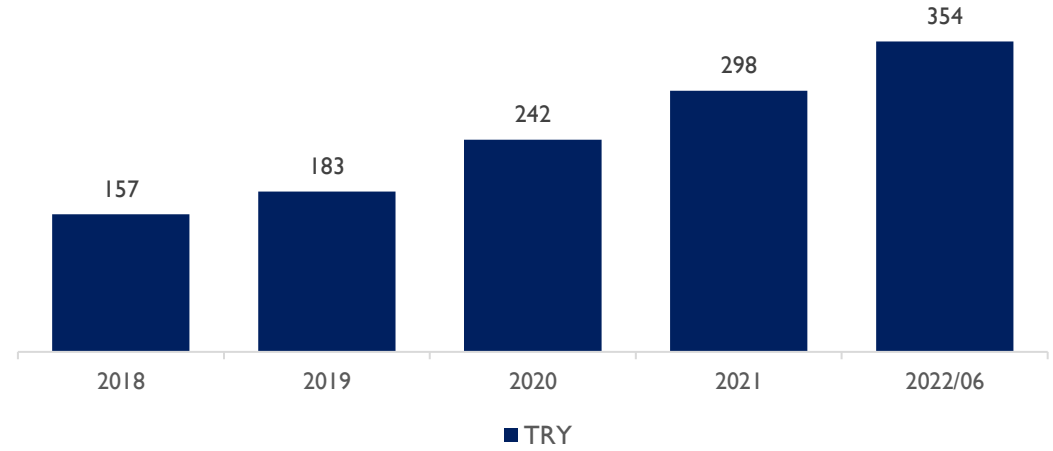
PROJECT	CONTRACT VALUE	ESTIMATED COMPLETION	STATUS
SABİHA GÖKÇEN AIRPORT SUBWAY	11.600.030 EUR	DECEMBER 2022	ONGOING
KOCAELİ INTEGRATED HEALTCARE CAMPUS	29.777.256 TL + 5.707.474 EUR	DECEMBER 2022	ONGOING
BAŞAKŞEHİR-KAYAŞEHİR SUBWAY	4.675.000 EUR	DECEMBER 2022	ONGOING
DUDULLU-BOSTANCI SUBWAY	4.151.346 EUR	DECEMBER 2022	ONGOING
HİSARÜSTÜ-AŞIYAN FUNICULAR LINE	2.330.000 EUR	DECEMBER 2022	ONGOING
ATAKÖY-İKİTELLİ SUBWAY	835.351 EUR	DECEMBER 2022	ONGOING
TÜVTÜRK SOLAR POWER PLANT PROJECT	1.987.905 USD	DECEMBER 2022	ONGOING
NEW AIRPORT-HALKALI SUBWAY	2.128.149 EUR + 9.325.790 TL	MAY 2023	ONGOING
M9 ve M3 METRO EXTENTION LINES	1.080.000 EUR	JUNE 2023	ONGOING
FOLKART NEFES PROJECT	325.400 EUR + 889.174 USD + 22.109.505 TL	AUGUST 2023	ONGOING
TURKCELL ANKARA & GEBZE DATA CENTERS	4.256.606 EUR + 26.842.363 TL	DECEMBER 2022	CONTRACT SIGNING PROCESS
BAKIRKÖY-KIRAZLI SUBWAY	1.900.000 EUR	FEBRUARY 2023	CONTRACT SIGNING PROCESS
GEBZE - DARICA SUBWAY	1.625.000 EUR + 14.600.000 TL	AUGUST 2023	CONTRACT SIGNING PROCESS

NEW WORK BOOKED / BACKLOG – LAST 5 YEARS

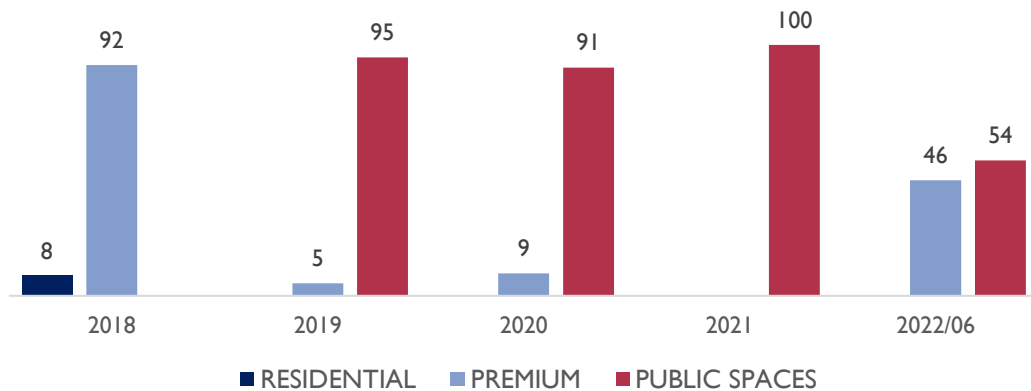
New Work Booked 2018-2022 (Million)



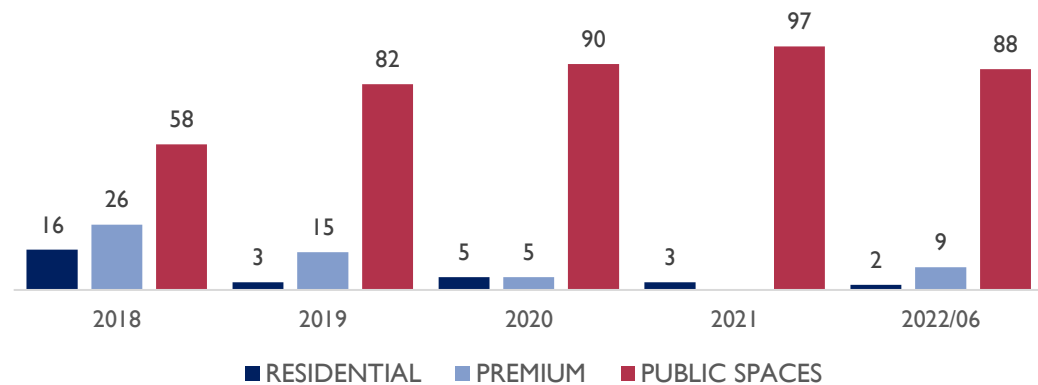
Backlog 2018-2022 (Million)



New Work Booked by Project Type 2018-2022(%)

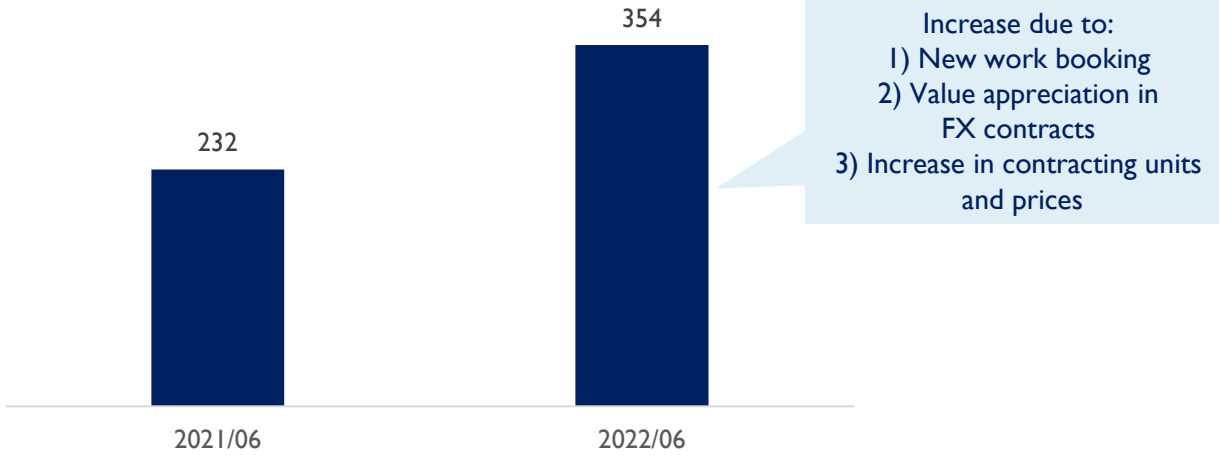


Backlog by Project Type 2018-2022(%)

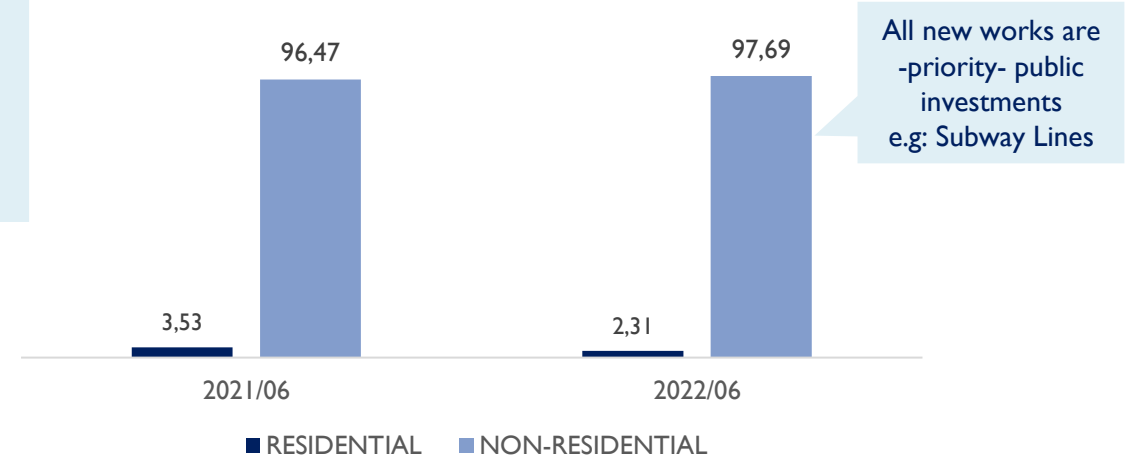


BACKLOG 2021/03 – 2022/03

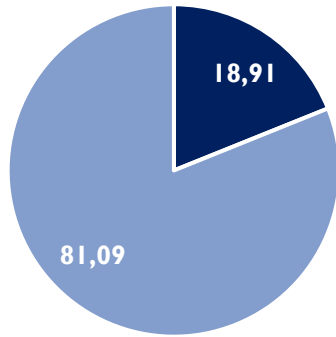
Backlog (TL Mil)



Backlog by Project Type (%)

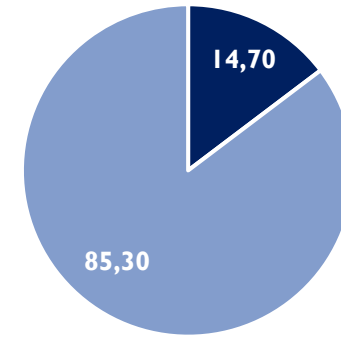


2021/06 Backlog Döviz Dağılımı (%)



■ TRY ■ FX

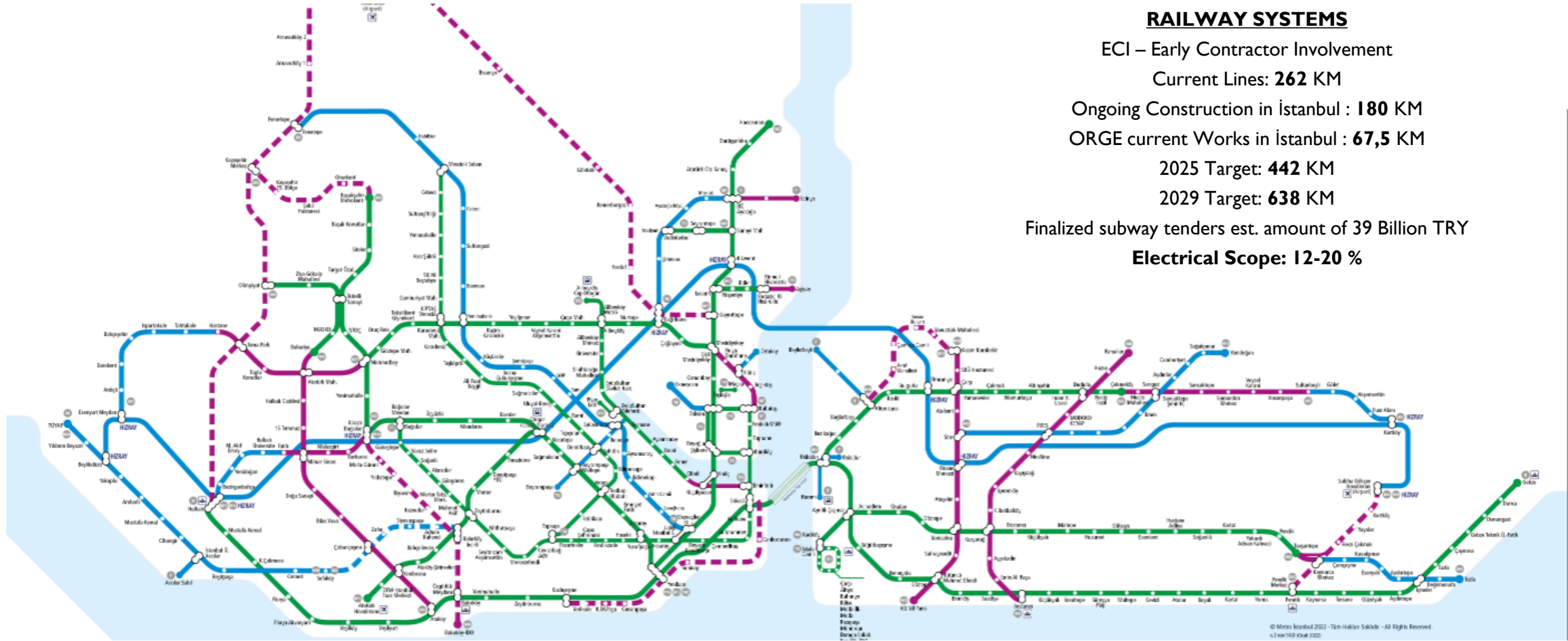
2022/06 Backlog Döviz Dağılımı (%)



■ TRY ■ FX

Weight of FX Contracts increased, since all new contracts are FX based.

BUSINESS DEVELOPMENT – DOMESTIC RAILWAY SYSTEM PROJECTS



RAILWAY SYSTEMS

ECI – Early Contractor Involvement

Current Lines: **262 KM**

Ongoing Construction in İstanbul : **180 KM**

ORGE current Works in İstanbul : **67,5 KM**

2025 Target: **442 KM**

2029 Target: **638 KM**

Finalized subway tenders est. amount of 39 Billion TRY

Electrical Scope: 12-20 %

TURKEY RAILWAYS INVESTMENT PLAN FOR 2022

oTotal Investments: **TRY 184 Billion**

oTransportation Investments: **TRY 49,7 Billion (27%)**

oRailway Investments from Ministry: **TRY 10,7 Billion**

oRailway Investments from Municipalities: **TRY 19,3 Billion**

- Railway Investments for İstanbul: **TRY 14,3 Billion**, İzmir: **TRY 3,6 Billion**, Mersin: **TRY 1,1 Billion**, Other cities: **TRY 300 Million**



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

8th. most visited city: Istanbul

2022 target: 42 million visitors, 35 billion USD revenue

2028 target: 120 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)

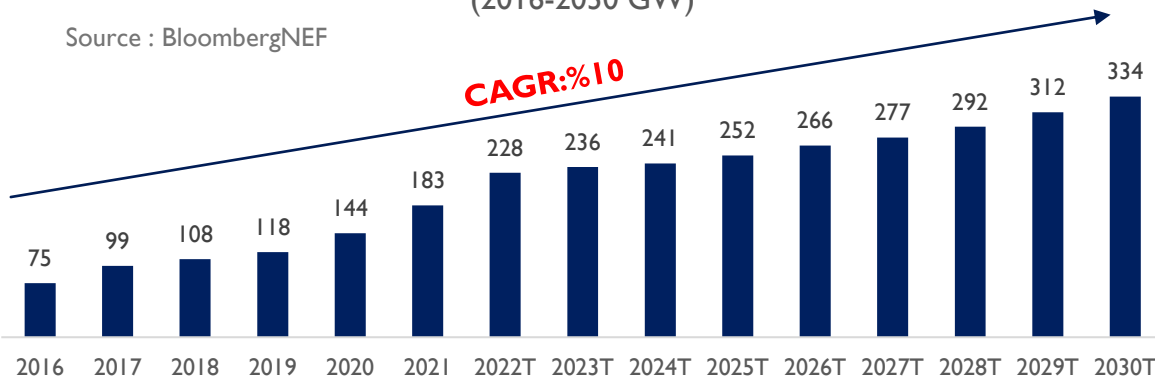
Why we invest in RE Projects?

- *RE share in total electricity production is estimated to increase from %31 to %50 for year 2023
- *Solar Energy is a preferred option with quick return because of high retail electricity costs
- *The renewable energy value chain is far from saturation especially for micro applications
- *Fierce competition among panel manufacturers and new participations in the business line, decreased the cost of solar panel installation over the years.

- Renewable Energy Department is established
- Tender for the first project is won (TUVTÜRK – 2 Million USD)
- Roof SPP potential in the Domestic Market in 2023 is projected 3800 MW / 1 Billion USD

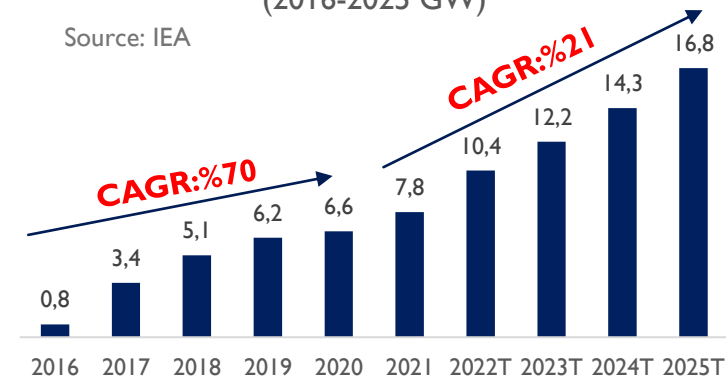
GLOBAL SOLAR POWER PLANT (SPP) CAPACITY
(2016-2030 GW)

Source : BloombergNEF



SPP CAPACITY IN TURKEY
(2016-2025 GW)

Source: IEA

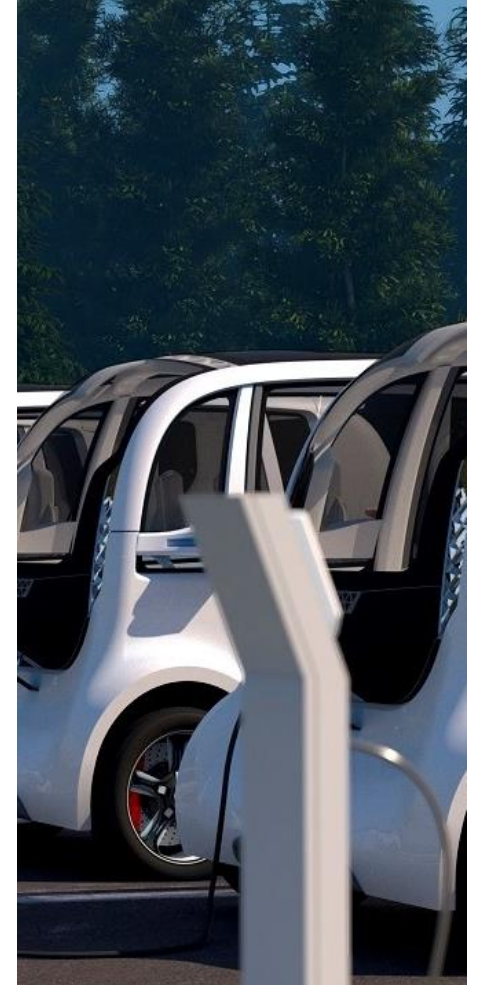


BUSINESS DEVELOPMENT – EV CHARGING

WHY EV CHARGING ATTRACTIVE FOR ORGE

- * More than 300% annual growth in electric vehicle sales data
- *As of 2023, upward acceleration expectation with the release of TOGG to traffic
- *Residences, Shopping Malls, Office Buildings, Parking Lots, Gas Stations, etc. EV Charging transformations
 - *Amount increase in EV Charging areas for new investments
 - *Potential for DC (fast) charging areas to be installed on highways
 - *Market based on individual needs as well as corporate needs
- *Due to the limited number of installation companies in the electric vehicle charging station market has high market potential

- The number of electric vehicles is close to 10,000 (Turkey data)
- There are about 3,500 charging stations currently in Turkey
- Charging Stations are estimated to reach 54 thousand in 2023, 1.1 million in 2030, and 4.8 million in 2040.
- Aggressive growth is expected in the market, especially in Istanbul, Ankara, Izmir and Antalya.



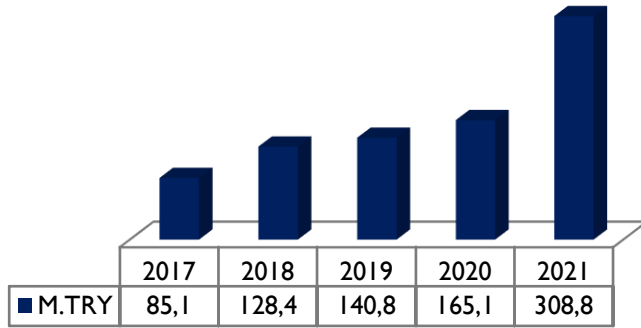
BUSINESS DEVELOPMENT – INTERNATIONAL WORKS

- First international contract (North Macedonia) signed (Diamond of Skopje Mix-Use Cable Supply Project– 1,5 Million EUR)
- Opportunity to follow up different country experiences of investors and main contractors
- Incentives for international investments / export.
- Business development for overseas JV-branch-company incorporation
- International trade of electrical supply
- International electrical contracting works of railways, hospitals, tourism investments
- Business development for international renewable energy projects

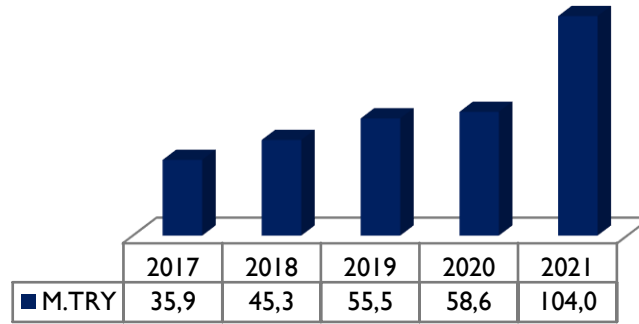


KEY FINANCIAL DATA

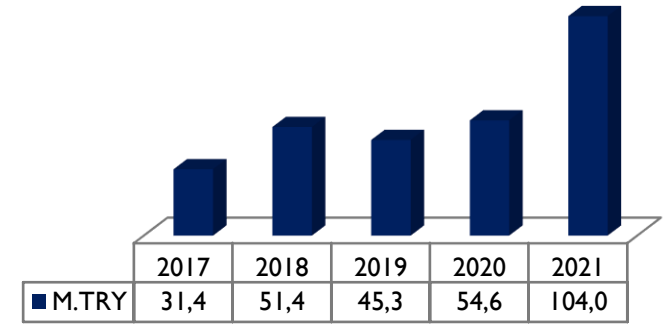
Revenue



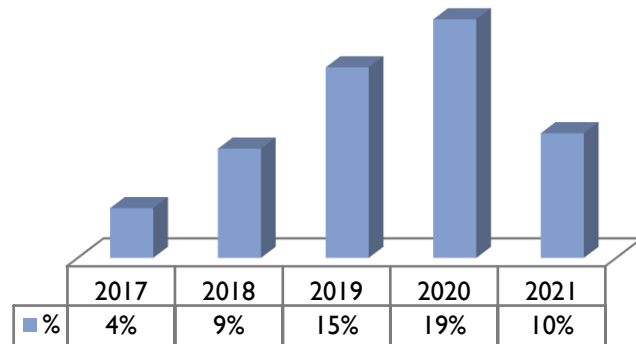
EBITDA



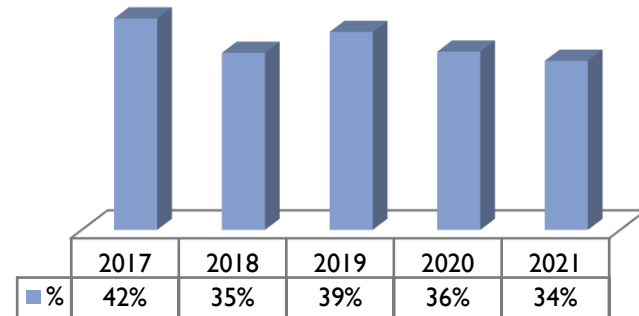
Net Profit



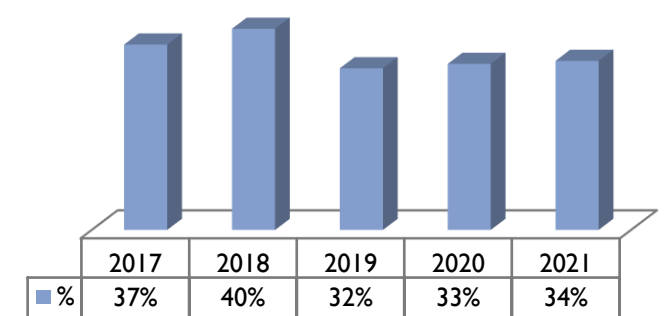
Financial Debt/Assets



EBITDA Margin

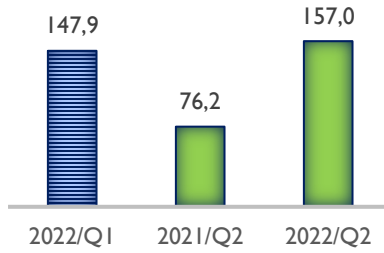


Net Profit Margin

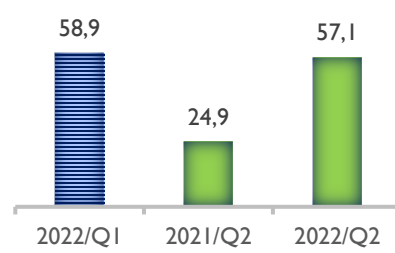


KEY FINANCIAL DATA (QUARTERLY)

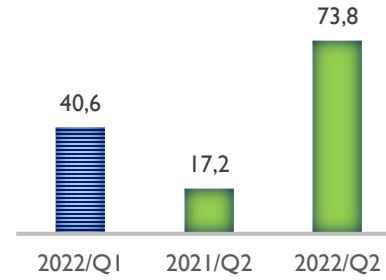
REVENUE
(TRY Mİl)



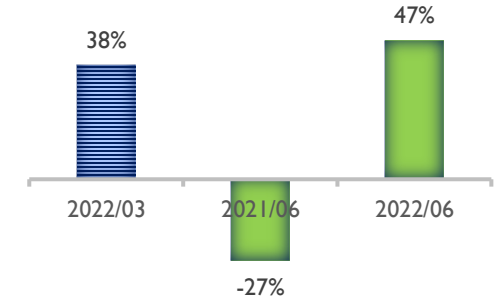
EBITDA
(TRY Mİl)



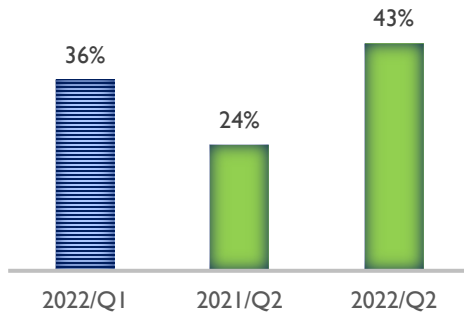
NET PROFIT
(TRY Mİl)



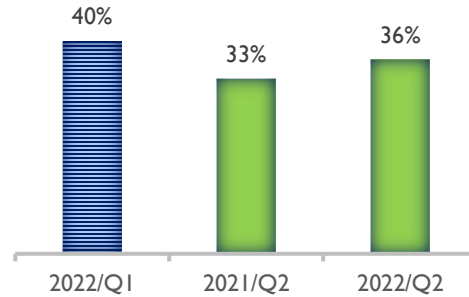
DEBT/EBITDA



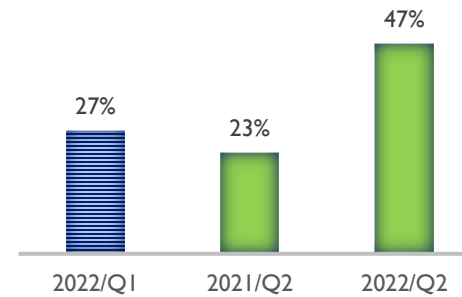
ROE



EBITDA MARGIN



NET PROFIT
MARGIN



EARNINGS GUIDANCE

2022/12M (Updated)

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 **80%**, increase average number of employees by **20%**, and increase our operating profit by **80%**.

2022/12M (Previous)

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 **50%**, increase average number of employees by **20%**, and increase our operating profit by **50%**.

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FINANCIAL STATEMENTS SUMMARY

BALANCE SHEET	2021/12	2021/06	2022/06
ASSETS	TRY	TRY	TRY
Current Assets	485,708,416	376,464,631	672,499,645
Cash & Equivalents	41,473,281	57,261,897	78,694,046
Income Due Construction Contracts	301,902,445	268,074,184	415,795,212
Non-current Asset	95,947,473	58,506,908	131,115,074
Long Term Investment	77,650,000	40,885,000	106,950,000
TOTAL ASSETS	581,655,889	434,971,539	803,614,719
LIABILITIES			
Short Term Liabilities	172,768,458	110,068,539	271,062,545
Financial Debt	54,214,838	30,435,460	165,343,913
Trade Debt	107,666,516	55,917,048	66,357,079
Long Term Liabilities	63,563,363	57,374,553	82,767,485
Financial Debt	3,546,864	7,872,605	936,163
EQUITY	345,324,068	267,528,470	449,784,689
Capital	80,000,000	80,000,000	80,000,000
Net Income	103,961,364	26,387,669	114,361,780
Prior Years Income/Loss	154,893,255	154,694,664	249,186,442
TOTAL LIABILITIES	581,655,889	434,971,539	803,614,719
INCOME STATEMENT	2021/12	2021/06	2022/06
Revenue	308,758,884	111,941,307	304,841,975
Gross Profit	111,519,046	36,360,326	122,494,134
Operating Income	82,503,774	30,245,207	112,213,974
Net Income Before Taxes	125,408,476	36,869,436	189,819,124
Net Income	103,961,361	26,387,668	114,361,780
Earnings per share	130%	33%	143%

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
Current Balance		1,513,413

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

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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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