# ORGE ELECTRICAL CONTRACTING

INVESTOR PRESENTATION - 17/11/2022

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# TABLE OF CONTENTS

Introduction	Corporate	Business	Growth	Financial
	Overview	Overview	Drivers	Overview
<ul><li>Company Profile</li><li>Investment Case</li></ul>	<ul> <li>Board of Directors</li> <li>Management Team</li> <li>Shareholder Structure</li> </ul>	<ul><li>Completed Projects</li><li>Sustainability</li></ul>	<ul> <li>Ongoing Projects</li> <li>New Work Booked</li> <li>Backlog</li> <li>Business Development - Key Opportunities</li> </ul>	<ul> <li>Key Financial Data</li> <li>Earnings Guidance</li> <li>Financial Statement</li> <li>Capital Increases, Buybacks, and Dividend History</li> </ul>

# 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 (TÜSİAD).

With an autorized 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: <u>www.orge.com.tr</u>

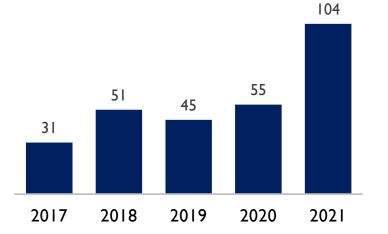


### INVESTMENT CASE

Revenue (TRY Mil)



Net Profit (TRY Mil)



# WHY ORGE?

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

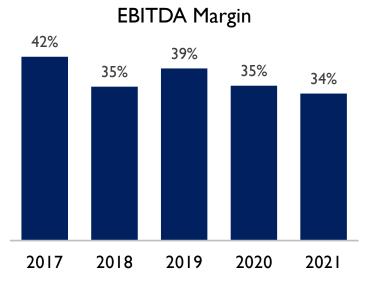
Strong historical growth and untapped potential

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

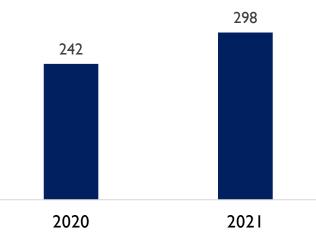
Multi-phase projects: decrease in costs / increase in efficiency

Proactive risk awareness transfer and mitigation strategies

New opportunities: Renewable Energy and International Projects



Backlog (TRY Mil)



## **BOARD OF DIRECTORS**



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.



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.



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**



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.



#### MEHMET TAHIR 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.



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.



# 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.

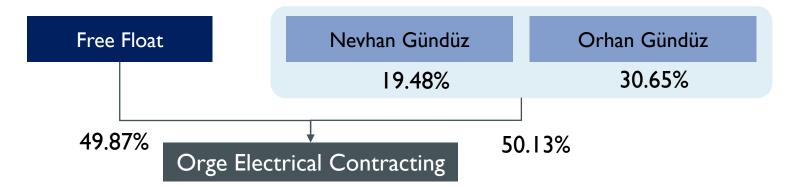


15+ years of electrical contracting experience. Specialties: project and tender management, procurement. Has been working extensively on railway systems and hotels.



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



<b>Commitment to Minority Shareholders</b>	Shareholders	Share (%)	Amount (TRY)	<b>Vote (%)</b>
We are committed to create value for minority shareholders and	Orhan Gündüz	30.65	24,523,108.80	30.65
act in their best interests through:	Nevhan Gündüz	19.48	15,582,032.96	19.48
Transparent reporting	Free float	49.87	39,894,858.24	49.87
Strong corporate governance     Share here here here here here here here	Paid-in Capital	100.00	80,000,000.00	100.00
<ul><li>Share buybacks</li><li>Dividend distribution</li></ul>				

# SELECTED COMPLETED PROJECTS

PROJECT	LOCATION	CLIENT	DESCRIPTION	CONTRACT VALUE	START	COMPLETED
QUASAR ISTANBUL / FAIRMONT HOTEL	ISTANBUL/TURKEY	VIATRANS-MEYDANBEY JV	2 SKYSCRAPER / 46 FL	35.697.296 EUR	Oct 14	Dec 16
KARTAL-TAVŞANTEPE SUBWAY	ISTANBUL/TURKEY	SOAJV	SUBWAY PROJECT WITH 3 STATION & 4,5 KM SUBWAY LINE	I I.242.942 EUR	Apr 14	Jan 17
INISTANBUL PROJECT	ISTANBUL/TURKEY	SERA CONSTRUCTION	3.032 APARTMENTS RESIDENTIAL PROJECT	10.051.965 EUR	Jun 16	Apr 21
M.KÖY-MAHMUTBEY SUBWAY	ISTANBUL/TURKEY	ALARKO HOLDING	SUBWAY PROJECT WITH 15 STATION & 18 KM SUBWAY LINE	6.402.988 EUR	Feb 18	Mar 21
BÜYÜKYALI İSTANBUL PROJECT	ISTANBUL/TURKEY	ÖZAK-ZİYLAN-YENİGÜN JV	1.481 APARTMENTS RESIDENTIAL PROJECT	5.734.041 EUR	May 17	Dec 21
PRIME MALL ANTAKYA	HATAY/TURKEY	SMS-MARASHSTROY JV	SHOPPING MALL - 90.000 SQM CONSTRUCTION AREA	4.633.682 EUR	Nov 10	Oct II
EVORA ISTANBUL PROJECT	ISTANBUL/TURKEY	TEKNİK YAPI HOLDING	2.560 APARTMENTS RESIDENTIAL PROJECT	3.963.345 EUR	May 12	Oct 15
CONRAD HOTEL ISTANBUL	ISTANBUL/TURKEY	AKSOY HOLDING	5* HOTEL RENOVATION PROJECT (550 ROOMS)	3.694.390 EUR	Sep 12	Sep 15
THE RITZ-CARLTON RESIDENCES	BODRUM/TURKEY	AKSOY HOLDING	TOURISM PROJECT – 75 VILLAS	3.405.567 EUR	Dec 16	Mar 21
YAPI KREDİ BANKING CENTER	KOCAELI/TURKEY	YAPI KREDİ BANK	MV-LV RENOVATION OF BANKING CENTER	2.796.056 EUR	Oct 19	Mar 21
THE MANDARINS ACIBADEM PROJECT	ISTANBUL/TURKEY	MANDARINS PROPERTIES	493 APARTMENTS RESIDENTIAL PROJECT	2.417.319 EUR	Mar.17	Dec 18
HİSARÜSTÜ-AŞİYAN FUNICULAR LINE	ISTANBUL/TURKEY	METROSTAV ANKARA CONS.	FUNICULAR PROJECT WITH 0.8 KM FUNICULAR LINE	2.330.000 EUR	Mar 21	Oct 22
ATATÜRK CULTURAL CENTER	ISTANBUL/TURKEY	SEMBOL – YENİ YAPI JV	OPERA BUILDING - 95.600 SQM CLOSED AREA	2.314.094 EUR	Dec 19	Mar 22
CONCORD ISTANBUL PROJECT	ISTANBUL/TURKEY	TEKNİK YAPI HOLDING	I.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
IBN HALDUN UNIVERSTIY	MUGLA/TURKEY	GÖRGÜLÜ PLUS CONSTRUCTION	UNIVERSTIY - 170.000 SQM CONSTRUCTION AREA	2.074.805 EUR	Jun 19	Dec 20
MALL OF ISTANBUL C & D TOWERS	ISTANBUL/TURKEY	TORUNLAR REID	612 APARTMENTS RESIDENTIAL PROJECT	1.871.309 EUR	Mar 12	Mar 14
ASKAYNAK PLANT	KOCAELI/TURKEY	ECZACIBAȘI-LINCOLN ELECTRIC	FACTORY BUILDING - 23.500 SQM CONSTRUCTION AREA	1.289.381 EUR	Sep 06	Sep 07
DELUXİA ATAŞEHİR & DRAGOS PROJECT	ISTANBUL/TURKEY	TEKNİK YAPI HOLDING	1.203 APARTMENTS RESIDENTIAL PROJECTS	1.900.022 EUR	Oct 10	Feb 14
ATAKÖY-BAHARİYE SUBWAY	ISTANBUL/TURKEY	AGA ENERGY	SUBWAY PROJECT WITH 9 STATION & 13 KM SUBWAY LINE	835.351 EUR	Sep 20	Oct 22
THYSSENKRUPP PLANT	KOCAELI/TURKEY	EMI CONSTRUCTION	FACTORY BUILDING - 22.000 SQM CONSTRUCTION AREA	644.753 EUR	Sep 08	May 09

# SUSTAINABILITY

# SUSTAINABLE G ALS



ORGE Zero Waste Project: initiated in 2015. Recycling of cables, plastic pipes and cable scraps. Recycled 61 tons of waste in 2022/9M, 27 tons of which are cables. Recycled 587 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 of 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.



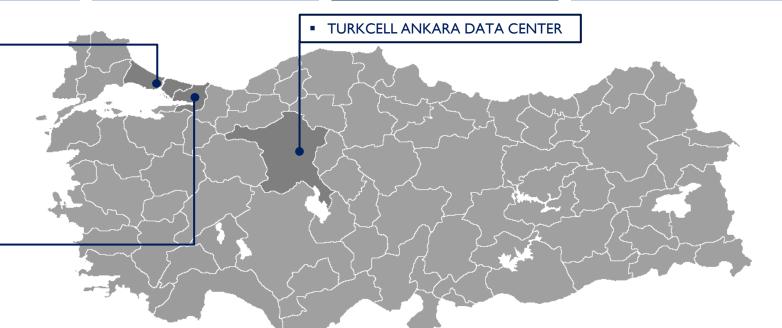
#### SASB STANDARDS – ENGINEERING AND CONSTRUCTION SERVICES

Environmental Impact	<ol> <li>No incidents of non-compliance with environmental</li></ol>
of Project	permits, standards, and regulations. <li>Environmental and Sustainability Policy in place.</li> <li>ORGE Zero Waste Project: recycling of cables, plastic pipes</li>
Development	and cable scraps: 61 tons in 2022/9M; 587 tons since 2015.
Workforce Health & Safety	<ol> <li>2019: total recordable injury rate (TRIR) tracked.</li> <li>Zero fatalities since foundation.</li> <li>Employee turnover: 23% (2021), 21% (2020)</li> </ol>
Business Ethics &	<ol> <li>No regulatory fines.</li> <li>Anti-corruption/anti-bribery practices and policies since</li></ol>
Bidding Integrity	foundation.
Structural Integrity &	<ol> <li>Zero-defect targets.</li> <li>Safety-related rework expenses.</li> <li>No legal/regulatory fines/settlements associated with defect-</li></ol>
Safety	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
- FOLKART NEFES PROJECT
- GÖNCAY PLASTİK SÓLAR POWER PLANT 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
TURKCELL ANKARA DATA CENTER	2.274.485 EUR + 15.800.614 TRY	DECEMBER 2022	ONGOING
TURKCELL GEBZE DATA CENTER	1.988.038 EUR + 11.618.486 TRY	DECEMBER 2022	ONGOING
KOCAELI INTEGRATED HEALTCARE CAMPUS	29.777.256 TRY + 5.707.474 EUR	FEBRUARY 2023	ONGOING
BAŞAKŞEHİR-KAYAŞEHİR SUBWAY	4.675.000 EUR	FEBRUARY 2023	ONGOING
DUDULLU-BOSTANCI SUBWAY	4.151.346 EUR	FEBRUARY 2023	ONGOING
TÜVTÜRK SOLAR POWER PLANT PROJECT	1.987.905 USD	FEBRUARY 2023	ONGOING
ISTANBUL NEW AIRPORT-HALKALI SUBWAY	2.128.149 EUR + 12.124.054 TRY	MAY 2023	ONGOING
M9 ve M3 METRO EXTENSION LINES	1.080.000 EUR	JUNE 2023	ONGOING
FOLKART NEFES PROJECT	325.400 EUR + 889.174 USD + 22.109.505 TRY	AUGUST 2023	ONGOING
GEBZE - DARICA SUBWAY	2.685.000 EUR + 23.950.000 TRY	FEBRUARY 2024	ONGOING
GÖNCAY PLASTIK SOLAR POWER PLANT PROJECT	1.335.281 USD	FEBRUARY 2023	CONTRACT SIGNING PROCESS
BAKIRKÖY-KİRAZLI SUBWAY	1.900.000 EUR	FEBRUARY 2023	CONTRACT SIGNING PROCESS

## NEW WORK BOOKED / BACKLOG – LAST 5 YEARS

New Work Booked 2018-2022 (Million)

349 110 80 152 152 2018 2019 2020 2021 2022/09 TRY

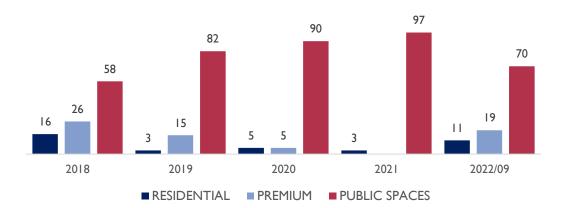
New Work Booked by Project Type 2018-2022(%)



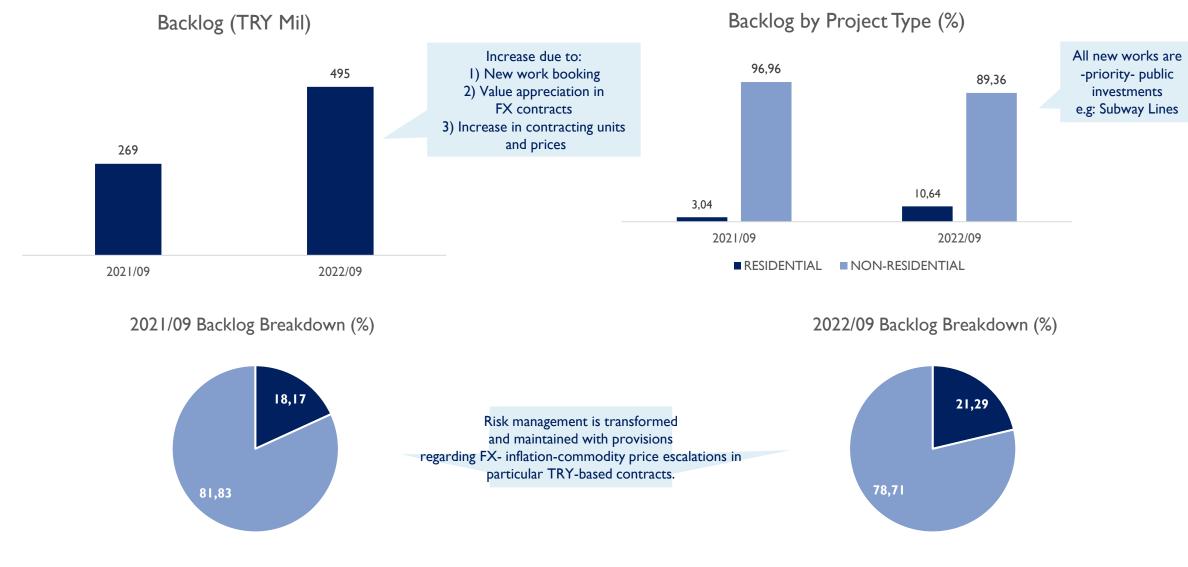
Backlog 2018-2022 (Million)



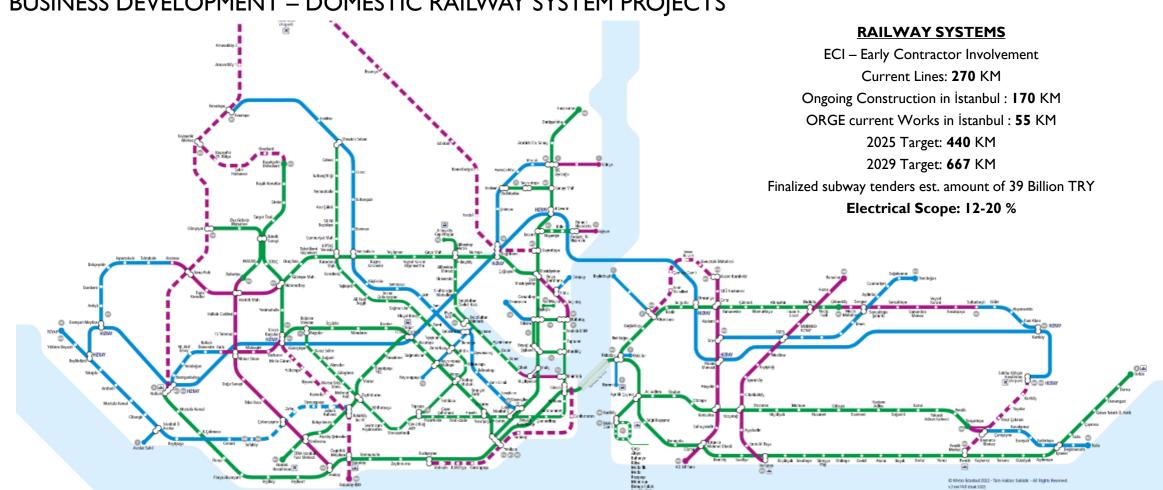




### BACKLOG 2021/09 – 2022/09



11



#### BUSINESS DEVELOPMENT – DOMESTIC RAILWAY SYSTEM PROJECTS

#### **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 Istanbul: 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**

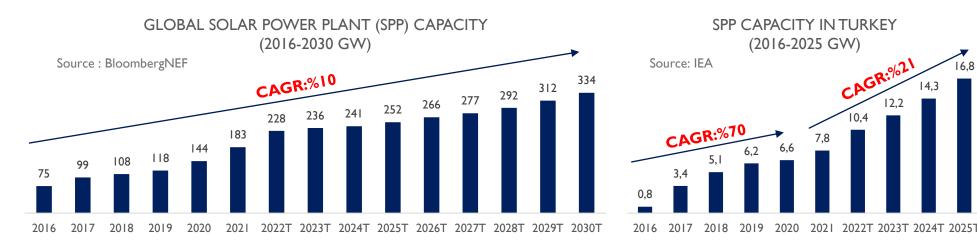
Business development at elite segment residential and touristic projects at Turkey, Cyprus and EMEA Hi-level hotel demand Turkey, one of top 10 most visited country 8th. most visited city: İstanbul 2022 target: 42 million visitors, 35 billion USD revenue 2028 target: 120 million visitors, 100 billion 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 withh 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 2'nd (after TUVTÜRK) project is won (Göncay Plastik 1.33 Million USD)
- Roof SPP potential in the Domestic Market in 2023 is projected 3800 MW / I Billion USD





# BUSINESS DEVELOPMENT – EV CHARGING

WHY EV CHARGING ATTRACTIVE FOR ORGE

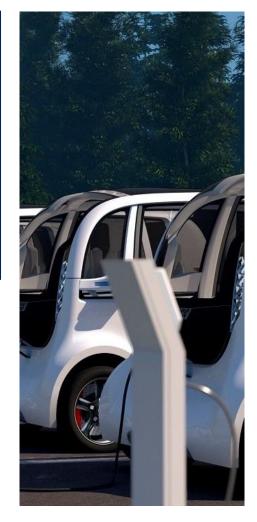
\* More than 300% annual growth in electric vehicle sales data
\*As of 2023, upward acceleration expectation with the release of TOGG to traffic
\*Residences, Shopping Malls, Office Buildings, Parking Lots, Gas Stations, etc. EV Charging transformations
\*Amount increase in EV Charging areas for new 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 markethas 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, I.I 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

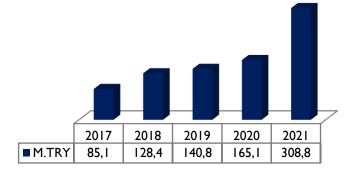
- First international contract (North Macedonia) signed (Diamond of Skopje Mix-Use Cable Supply Project– 1,5 Million EUR)
- Opportunity to follow up different country experiences of investors and main contractors
- Incentives for international investments / export.
- Business development for overseas 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

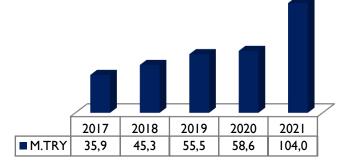




## **KEY FINANCIAL DATA**

Revenue



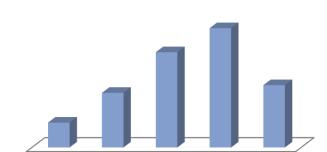


**EBITDA** 





**Financial Debt/Assets** 



2019

15%

2020

19%

2021

10%

2017

4%

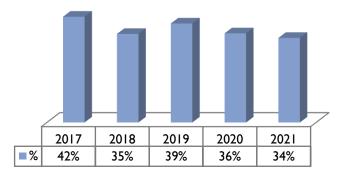
|∎%|

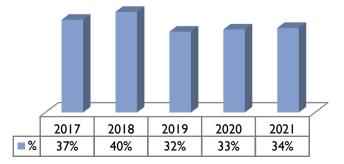
2018

9%

**EBITDA Margin** 





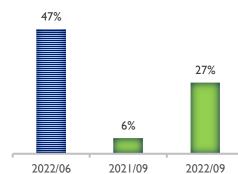


# KEY FINANCIAL DATA (QUARTERLY)

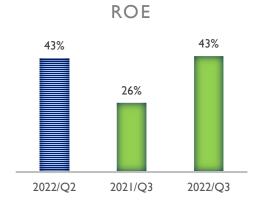






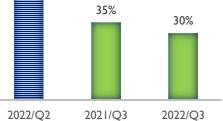


DEBT/EBITDA









2022/09

# EARNINGS GUIDANCE

# 2022/12M (Updated: 09/11/2022)

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 100%, increase average number of employees by 20%, and increase our operating profit by 100%.

# 2022/I2M (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 **80%**, increase average number of employees by **20%**, and increase our operating profit by **80%**.

# FINANCIAL STATEMENTS SUMMARY

BALANCE SHEET	2021/12	2021/09	2022/09
ASSETS	TRY	TRY	TRY
Current Assets	485,708,416	386,478,548	755,214,470
Cash & Equivalents	41,473,281	22,218,595	72,958,027
Income Due Construction Contracts	301,902,445	297,257,568	508,636,568
Non-current Asset	95,947,473	61,033,792	133,402,467
Long Term Investment	77,650,000	40,885,000	106,950,000
TOTAL ASSETS	581,655,889	447,512,340	888,616,937
LIABILITIES			
Short Term Liabilities	172,768,458	89,123,862	281,321,653
Financial Debt	54,214,838	22,056,405	132,964,956
Trade Debt	107,666,516	49,960,364	91,733,469
Long Term Liabilities	63,563,363	62,255,190	101,167,734
Financial Debt	3,546,864	5,537,785	833,338
EQUITY	345,324,068	296,133,312	506,127,550
Capital	80,000,000	80,000,000	80,000,000
Net Income	103,961,364	55,063,036	170,811,795
Prior Years Income/Loss	154,893,255	154,694,664	249,186,442
TOTAL LIABILITIES	581,655,889	447,512,340	888,616,937
INCOME STATEMENT	2021/12	2021/09	2022/09
Revenue	308,758,884	194,486,910	493,524,391
Gross Profit	111,519,046	75,616,321	205,298,868
Operating Income	82,503,774	68,689,125	192,043,474
Net Income Before Taxes	125,408,476	73,363,675	213,148,544
Net Income	103,961,361	55,063,034	170,811,795
Earnings per share	I <b>30</b> %	<b>69</b> %	213%

# 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 99,413			

Year	Payout ratio (%)	Amount (TRY)	Capital (TRY)
2021	55 <mark>*</mark>	30,000,000*	50,000,000
2018	95 <mark>*</mark>	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

**Dividend History** 

\*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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