

ORGE ELECTRICAL CONTRACTING

INVESTOR PRESENTATION – 27/09/2023

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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 7 mil sqm since 1998.

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

With an authorized capital of 250 million TRY and a paid-in capital of 80 million TRY, ORGE hires nearly 500 employees.

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

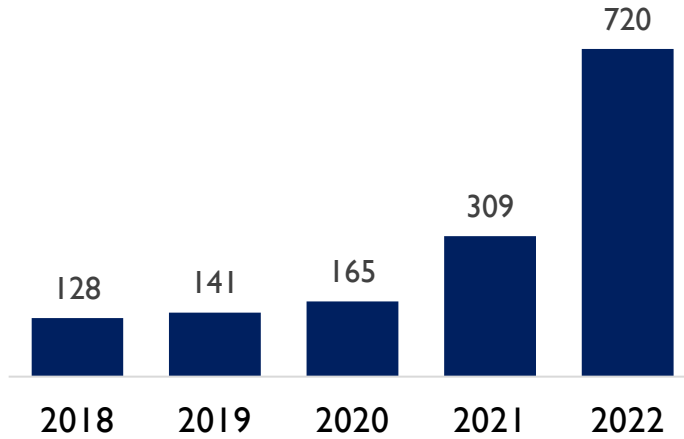


TÜSİAD

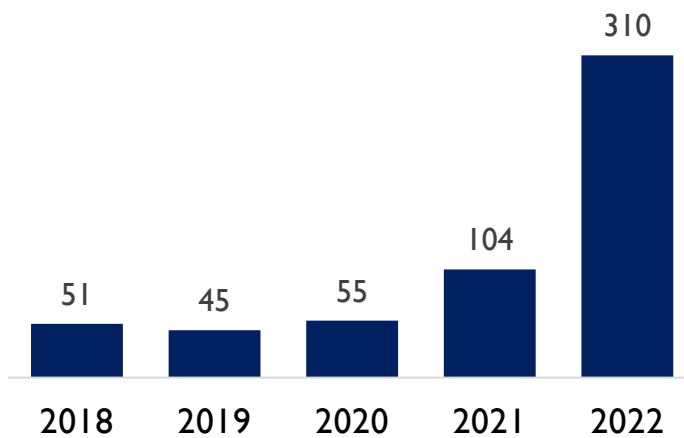


INVESTMENT CASE

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

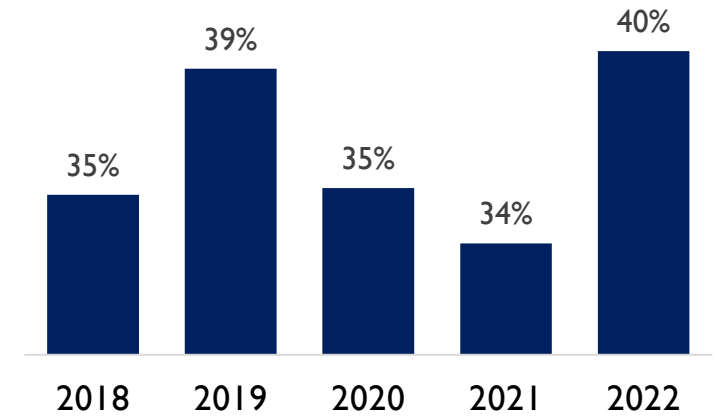
Qualified projects with high margins vs. numerous unqualified low-margin ones

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

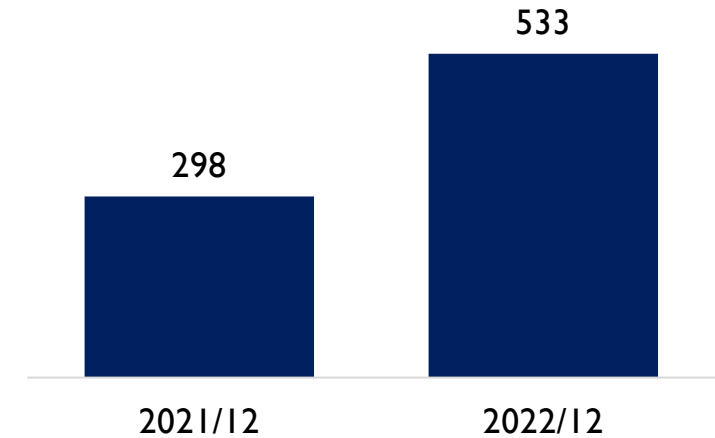
Proactive risk awareness transfer and mitigation strategies

New opportunities: Renewable Energy and International Projects

EBITDA Margin



Backlog (TRY Mil)



BOARD OF DIRECTORS



**NEVHAN
GÜNDÜZ**

Chairman

+25 years of experience in electrical contracting and renewable energy. Director and company partner of Gündüz Elektrik until 1998. As the founder of ORGE, Gündüz served as the Deputy Chairman and CEO of the Board of Directors between 1998-2023, and has been serving as the Chairman and CEO of the Board of Directors since April 2023.



**ORHAN
GÜNDÜZ**

Vice Chairman

In the electrical contracting sector since 1965. Yegenler A.Ş., Ye-Pa Elektroteknik, Galdem A.Ş., Gündüz Elektrik ve And İnşaat A.Ş. He was the founder and Chairman of the Board of Directors. As the founder of ORGE, Gündüz served as the Chairman of the Board of Directors between 1998-2023, and has been serving as the Deputy Chairman of the Board of Directors since April 2023.



**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

+25 years of experience in electrical contracting and renewable energy. Director and company partner of Gündüz Elektrik until 1998. As the founder of ORGE, Gündüz served as the Deputy Chairman and CEO of the Board of Directors between 1998-2023, and has been serving as the Chairman and CEO of the Board of Directors since April 2023.



**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 in Hospital, Hotel, Industrial facilities Rail system projects. Areas of expertise: Project and proposal management, project management and coordination. He mainly works on rail system projects.



**MEHMET TAHİR
ÖZSOY, MBA, MSc**

Renewable Energy Division
President

+20 years of 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.

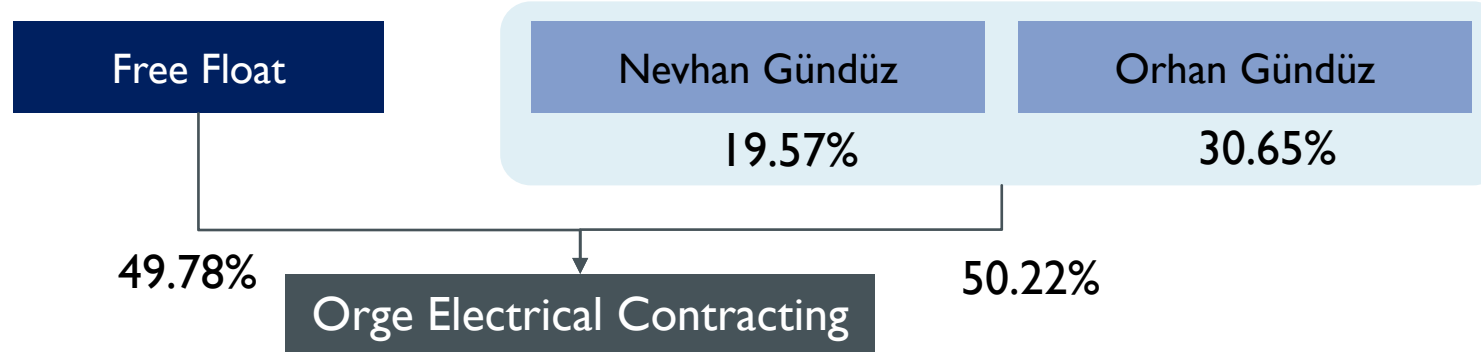


**AHMET
BİRLEŞTİRİCİ**

E-Mobility Division President

+30 years of private sector experience, has been working in energy projects in sales, planning, project, coordination and general manager positions. During this period, he established and operated factories abroad. He has been expertise in Electric Vehicle Technologies, Busbar Energy Transmission and Distribution Systems, Cable Tray and Grounding Systems.

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 | 30.65 | 24,523,108.80 | 30.65 |
| Nevhan Gündüz | 19.57 | 15,652,032.96 | 19.57 |
| Free float | 49.78 | 39,824,858.24 | 49.78 |
| 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/TÜRKİYE | VIATRANS-MEYDANBEY JV | 2 SKYSCRAPER / 46 FL | 35.697.296 EUR | Oct 14 | Dec 16 |
| SABİHA GÖKÇEN AIRPORT SUBWAY | İSTANBUL/TÜRKİYE | GÜLERMAK-YSE JV | SUBWAY PROJECT WITH 4 STATION & 7,4 KM SUBWAY LINE | 11.600.030. EUR | Jun 20 | Dec 22 |
| KARTAL-TAVŞANTEPE SUBWAY | İSTANBUL/TÜRKİYE | SOAJV | SUBWAY PROJECT WITH 3 STATION & 4,5 KM SUBWAY LINE | 11.242.942 EUR | Apr 14 | Jan 17 |
| İNİSTANBUL PROJECT | İSTANBUL/TÜRKİYE | SERA CONSTRUCTION | 3.032 APARTMENTS RESIDENTIAL PROJECT | 10.051.965 EUR | Jun 16 | Apr 21 |
| M.KÖY-MAHMUTBEY SUBWAY | İSTANBUL/TÜRKİYE | ALARKO HOLDING | SUBWAY PROJECT WITH 15 STATION & 18 KM SUBWAY LINE | 6.402.988 EUR | Feb 18 | Mar 21 |
| BÜYÜKYALI İSTANBUL PROJECT | İSTANBUL/TÜRKİYE | ÖZAK-ZIYLAN-YENİGÜN JV | 1.481 APARTMENTS RESIDENTIAL PROJECT | 5.734.041 EUR | May 17 | Dec 21 |
| BAŞAKŞEHİR-KAYAŞEHİR SUBWAY | İSTANBUL/TÜRKİYE | ŞENBAY-ÖZGÜN-SÖĞÜT JV | SUBWAY PROJECT WITH 4 STATION & 6,2 KM SUBWAY LINE | 4.675.000 EUR | Aug 21 | May 23 |
| PRIME MALL ANTAKYA | HATAY/TÜRKİYE | SMS-MARASHSTROY JV | SHOPPING MALL - 90.000 SQM CONSTRUCTION AREA | 4.633.682 EUR | Nov 10 | Oct 11 |
| DUDULLU-BOSTANCI SUBWAY | İSTANBUL/TÜRKİYE | ŞENBAY-KOLİN-KALYON JV | SUBWAY PROJECT WITH 4 STATION (ORGE SCOPE) | 4.151.346 EUR | Jul 18 | Mar 23 |
| EVORA İSTANBUL PROJECT | İSTANBUL/TÜRKİYE | TEKNİK YAPI HOLDING | 2.560 APARTMENTS RESIDENTIAL PROJECT | 3.963.345 EUR | May 12 | Oct 15 |
| CONRAD HOTEL İSTANBUL | İSTANBUL/TÜRKİYE | AKSOY HOLDİNG | 5* HOTEL RENOVATION PROJECT (550 ROOMS) | 3.694.390 EUR | Sep 12 | Sep 15 |
| THE RITZ-CARLTON RESIDENCES | BODRUM/TÜRKİYE | AKSOY HOLDİNG | TOURISM PROJECT – 75 VILLAS | 3.405.567 EUR | Dec 16 | Mar 21 |
| YAPI KREDİ BANKING CENTER | KOCAELİ/TÜRKİYE | YAPI KREDİ BANK | MV-LV RENOVATION OF BANKING CENTER | 2.796.056 EUR | Oct 19 | Mar 21 |
| HİSARÜSTÜ-AŞIYAN FUNICULAR LINE | İSTANBUL/TÜRKİYE | METROSTAV ANKARA CONS. | FUNICULAR PROJECT WITH 0.8 KM FUNICULAR LINE | 2.330.000 EUR | Mar 21 | Oct 22 |
| ATATÜRK CULTURAL CENTER | İSTANBUL/TÜRKİYE | SEMBOL – YENİ YAPI JV | OPERA BUILDING - 95.600 SQM CLOSED AREA | 2.314.094 EUR | Dec 19 | Mar 22 |
| CONCORD İSTANBUL PROJECT | İSTANBUL/TÜRKİYE | TEKNİK YAPI HOLDING | 1.173 APARTMENTS RESIDENTIAL PROJECT | 2.277.960 EUR | Sep 15 | Dec 18 |
| PENDORYA MALL | İSTANBUL/TÜRKİYE | TSKB-ATAMAN CONSTRUCTION | SHOPPING MALL - 80.648 SQM CLOSED AREA | 2.157.336 EUR | Feb 09 | Dec 9 |
| IBN HALDUN UNIVERSTİY | MUGLA/TÜRKİYE | GÖRGÜLÜ PLUS CONSTRUCTION | UNIVERSTİY - 170.000 SQM CONSTRUCTION AREA | 2.074.805 EUR | Jun 19 | Dec 20 |
| MALL OF İSTANBUL C & D TOWERS | İSTANBUL/TÜRKİYE | TORUNLAR REID | 612 APARTMENTS RESIDENTIAL PROJECT | 1.871.309 EUR | Mar 12 | Mar 14 |
| ASKAYNAK PLANT | KOCAELİ/TÜRKİYE | ECZACIBAŞI-LINCOLN ELECTRIC | FACTORY BUILDING - 23.500 SQM CONSTRUCTION AREA | 1.289.381 EUR | Sep 06 | Sep 07 |
| DELUXİA ATAŞEHİR & DRAGOS PROJECT | İSTANBUL/TÜRKİYE | TEKNİK YAPI HOLDING | 1.203 APARTMENTS RESIDENTIAL PROJECTS | 1.900.022 EUR | Oct 10 | Feb 14 |

SUSTAINABILITY

SUSTAINABLE DEVELOPMENT GOALS



ORGE Zero Waste Project: initiated in 2015. Recycling of cables, plastic pipes and cable scraps. Recycled 47 tons of waste in 2023/6M, 27 tons of which are cables. Recycled 651 tons of waste since 2015.



Renewable Energy Dept.: Tüvtürk SPP Project, 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. 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. Quasar İstanbul, Atatürk Cultural Center, Subway Stations
Contribution to Sustainable Transportation: Completed and Current Subway Projects



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: 47 tons in 2023/6M; 651 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: 24% (2022), 23% (2021) |
| 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. |

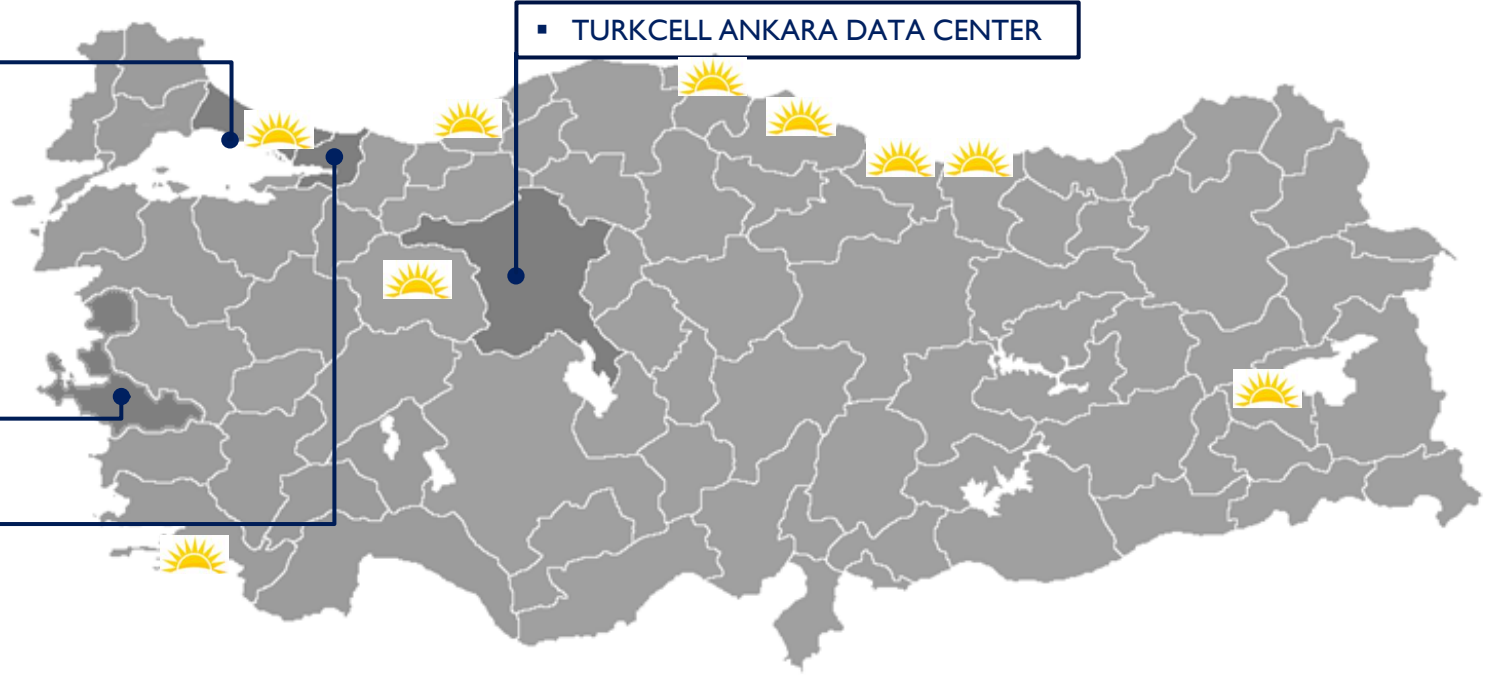
ONGOING PROJECTS

- NEW AIRPORT - HALKALI SUBWAY
- BAKIRKÖY - KIRAZLI SUBWAY
- PENDİK - FEVZİ ÇAKMAK SUBWAY
- FOLKART NEFES PROJECT
- GÖNCAY PLASTİK SPP PROJECT 
- KOÇ UNIVERSITY DORM PROJECT

- TÜVTÜRK SOLAR POWER PLANT PROJECT 

- FOÇA HOLIDAY RESORTS

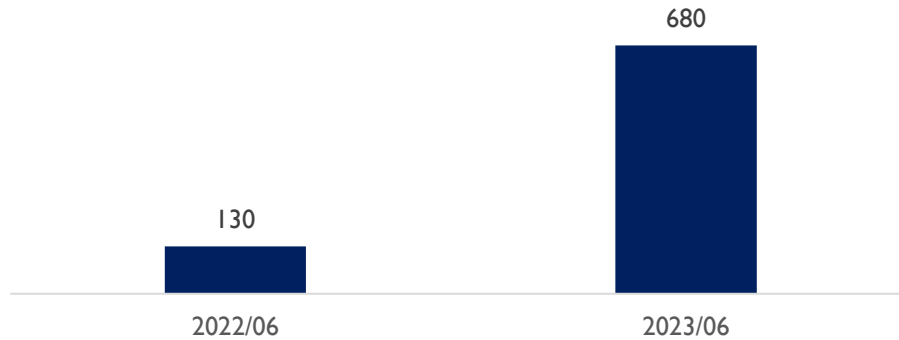
- KOCAELİ INTEGRATED HEALTCARE CAMPUS
- GEBZE - DARICA SUBWAY
- TURKCELL GEBZE DATA CENTER
- KALİBRE BORU SPP PROJECT 



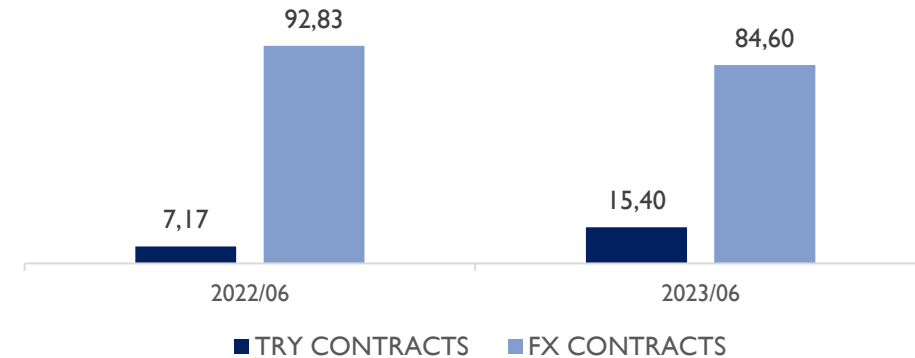
| PROJECT | CONTRACT VALUE | ESTIMATED COMPLETION | STATUS |
|--|---|----------------------|---------|
| PENDİK-FEVZİ ÇAKMAK SUBWAY | 9.630.917 EUR + 54.723.773 TRY | FEBRUARY 2025 | ONGOING |
| BAKIRKÖY-KIRAZLI SUBWAY | 10.900.000 EUR | MARCH 2024 | ONGOING |
| KOCAELİ INTEGRATED HEALTCARE CAMPUS | 5.707.474 EUR + 29.777.256 TL | DECEMBER 2023 | ONGOING |
| GEBZE-DARICA SUBWAY | 2.685.000 EUR + 31.793.510 TRY | OCTOBER 2024 | ONGOING |
| ISTANBUL NEW AIRPORT-HALKALI SUBWAY | 2.128.149 EUR + 25.124.798 TRY | FERUARY 2024 | ONGOING |
| TURKCELL ANKARA DATA CENTER | 2.274.485 EUR + 15.800.614 TRY | OCTOBER 2023 | ONGOING |
| TURKCELL GEBZE DATA CENTER | 1.988.038 EUR + 11.618.486 TRY | OCTOBER 2023 | ONGOING |
| FOLKART NEFES PROJECT | 325.400 EUR + 889.174 USD + 22.109.505 TL | DECEMBER 2023 | ONGOING |
| TÜVTÜRK SOLAR POWER PLANT PROJECT | 1.987.905 USD | OCTOBER 2023 | ONGOING |
| GÖNCAY PLASTİK SOLAR POWER PLANT PROJECT | 1.335.281 USD | OCTOBER 2023 | ONGOING |
| KOÇ UNIVERSITY DORM PROJECT | 711.968 EUR + 17.618.237 TRY | DECEMBER 2023 | ONGOING |
| KALİBRE BORU SOLAR POWER PLANT PROJECT | 954.985 USD | OCTOBER 2023 | ONGOING |
| FOÇA HOLIDAY RESORTS | 17.983.250 TRY | JUNE 2024 | ONGOING |

NEW WORK BOOKED 2022/06 – 2023/06

New Work Booked (TRY Mil)



New Work Booked by Currency (%)



- **New Work Booked 2023/06;**

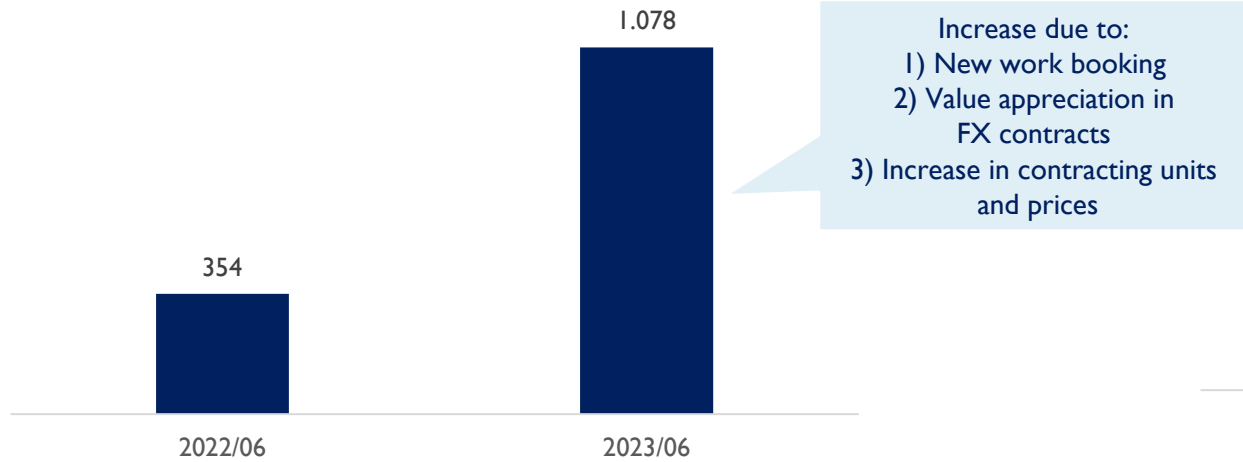
- Pendik - Fevzi Çakmak Subway: EUR 9.630.914 + TRY 54.723.773 contract signed
- Bakırköy - Kirazlı Subway: EUR 9.000.000 EUR additional contract signed
- Koç University Dorm Project: EUR 711.968 + TRY 17.618.237 contract signed
- Foça Holiday Resorts: TRY 17.983.250 contract signed
- Dudullu - Bostancı Subway: EUR 648.573 additional contract revision
- Domestic client: USD 539.659 equipment supply order
- Gebze - Darıca Subway: TRY 7.843.510 additional contract revision
- New Airport - Halkalı Subway: TRY 6.625.795 additional contract revision

- **New Work Booked after 30.06.2023;**

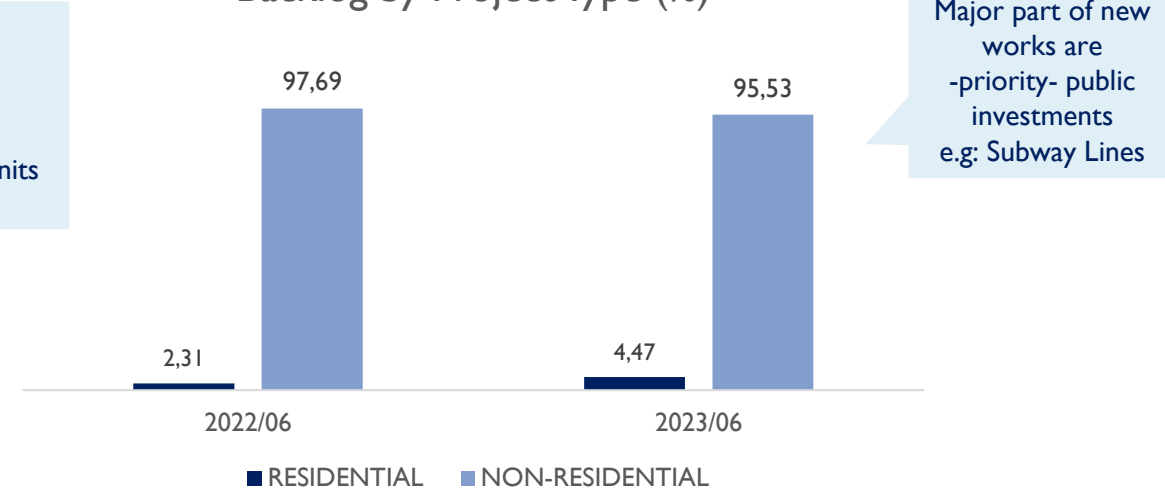
- Kalibre Boru SPP Project: USD 954.985 contract signed
- New Airport - Halkalı Subway: TRY 6.374.949 additional contract revision

BACKLOG 2022/03 – 2023/03

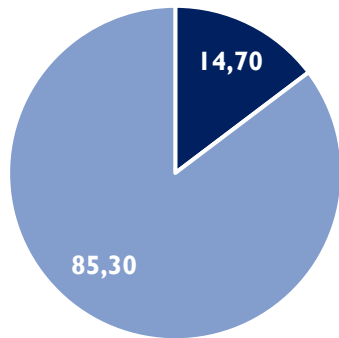
Backlog (TRY Mil)



Backlog by Project Type (%)

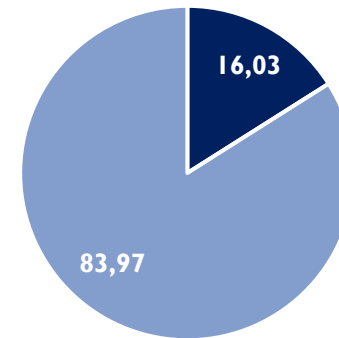


2022/06 Backlog Breakdown (%)



■ TRY ■ FX

2023/06 Backlog Breakdown (%)

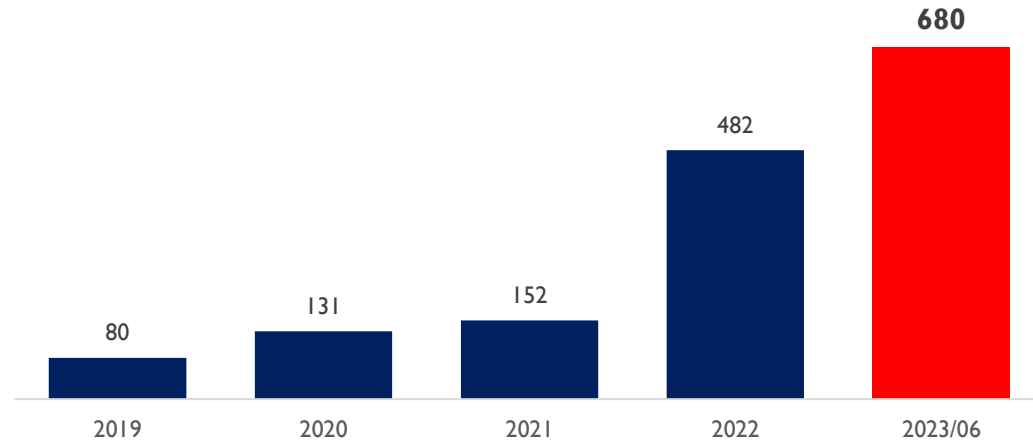


■ TRY ■ FX

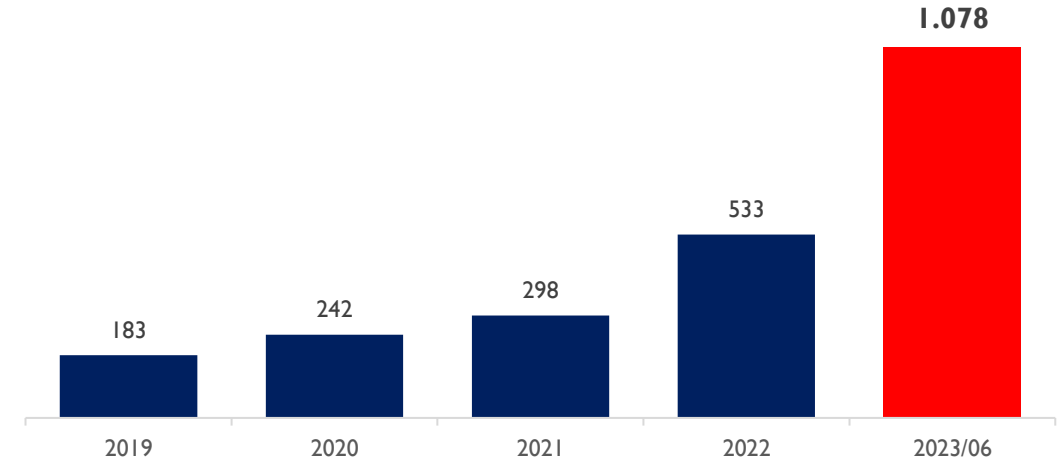
Risk management is transformed and maintained with provisions regarding FX- inflation-commodity price escalations in particular TRY-based contracts.

NEW WORK BOOKED / BACKLOG – LAST 5 YEARS

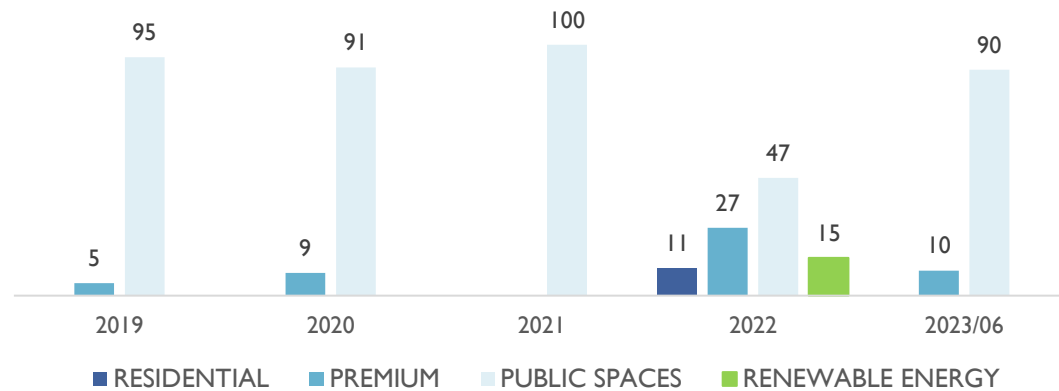
New Work Booked 2018-2023 (TRY Mil)



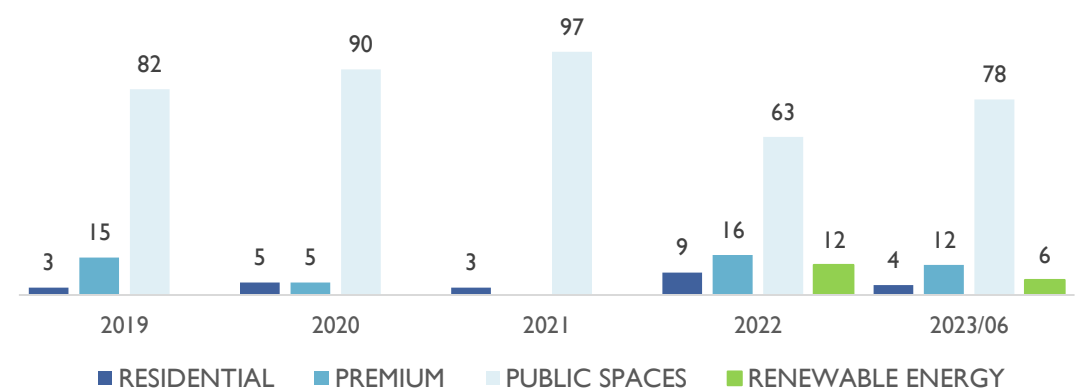
Backlog 2018-2023 (TRY Mil)



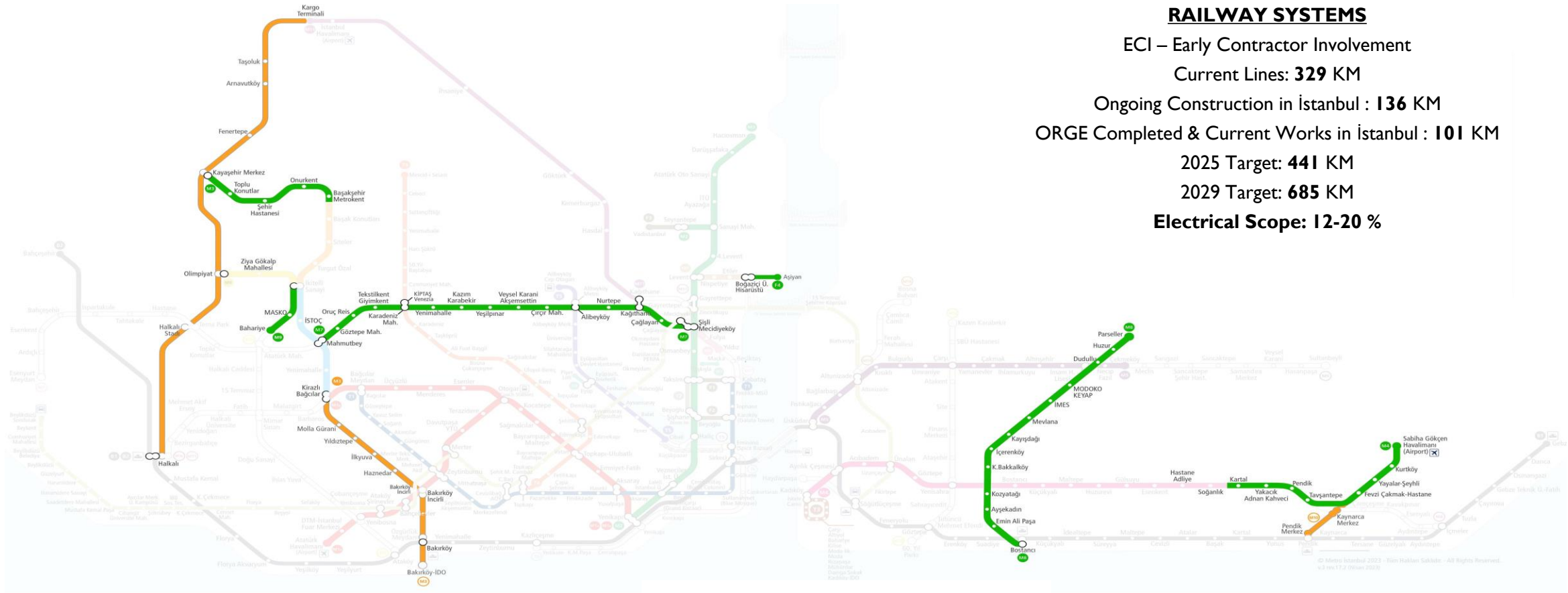
New Work Booked by Project Type 2018-2023(%)



Backlog by Project Type 2018-2023(%)



BUSINESS DEVELOPMENT – DOMESTIC RAILWAY SYSTEM PROJECTS



Ongoing Completed

RAILWAY SYSTEMS

ECI – Early Contractor Involvement

Current Lines: **329** KM

Ongoing Construction in İstanbul : **136** KM

ORGE Completed & Current Works in İstanbul : **101** KM

2025 Target: **441** KM

2029 Target: **685** KM

Electrical Scope: **12-20** %

TURKEY RAILWAYS INVESTMENT PLAN FOR 2022

- oTotal Investments: **TRY 454** Billion
- oTransportation Investments: **TRY 122** Billion (27%)
 - oRailway Investments from Ministry: **TRY 16** Billion
 - oRailway Investments from Municipalities: **TRY 27** Billion
 - Railway Investments for İstanbul: **TRY 16,8** Billion, İzmir: **TRY 3,7** Billion, Mersin: **TRY 2,2** Billion, Other cities: **TRY 4,2** Billion

Potential for progress in rail system investments before the municipal elections to be held in 2024



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

2023 target: 60 million visitors, 56 billion USD revenue

2028 target: 90 million visitors, 100 billion USD revenue

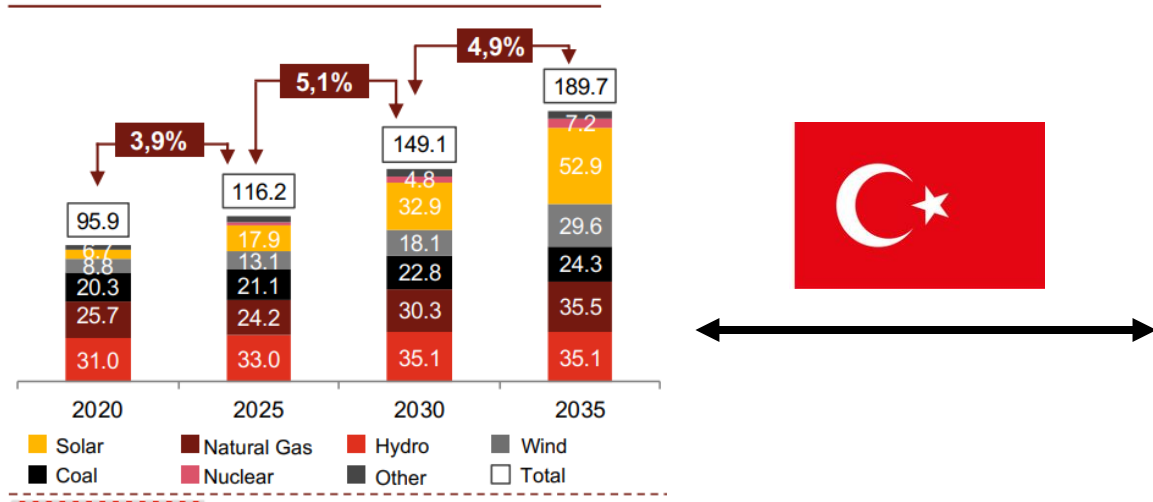
Ministry Guidance: visitors and revenue increase by %30-%45

Tax incentives

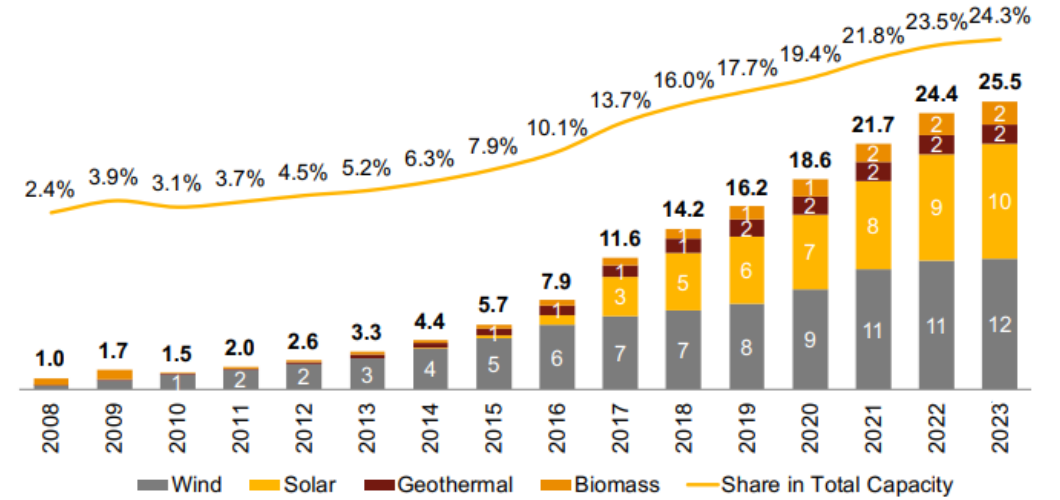
Est. electrical scope 12-20%

BUSINESS DEVELOPMENT – RENEWABLE ENERGY (RE)

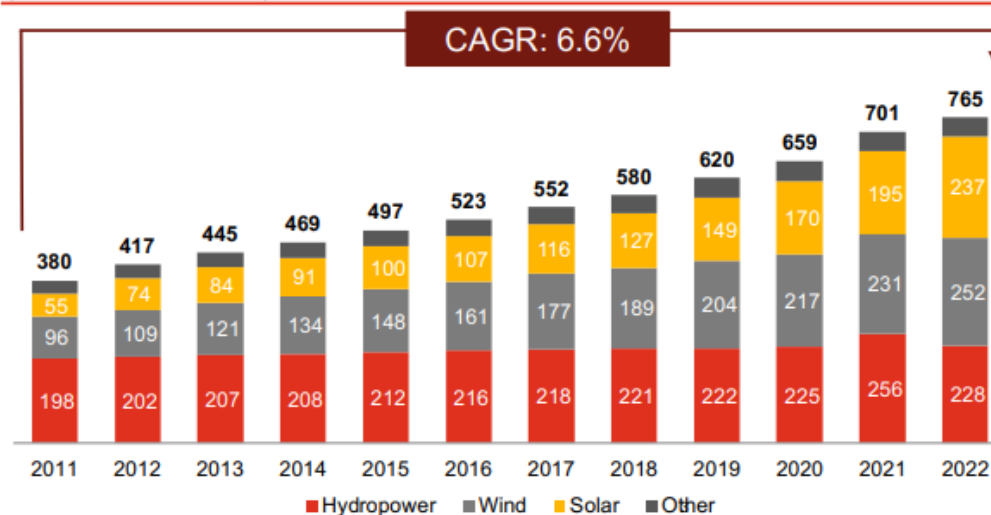
Installed Capacity by Source (GW)



Installed Capacity of Non-Hydro Renewables (2007-2023, GW)



Installed Capacity of Renewable Energy in Europe (2011-2022, GW)



| CAGR 11-22 | Europe | Türkiye |
|------------|--------|---------|
| | 1% | 6% |
| | 14% | 22% |
| | 9% | 19% |

Source: IRENA, EPDK, PWC, Türkiye's National Energy Plan, TEİAŞ

BUSINESS DEVELOPMENT – RENEWABLE ENERGY (RE)

FACTORS THAT MAKE -RE PROJECTS- ATTRACTIVE FOR ORGE

- *RE share (Türkiye) in installed power is 52.5%, in total production is 42%, and expected an increase in these rates every year till 2030.
- *High retail electricity prices in solar energy are expected to continue. Therefore, it is expected to continue to be a preferred investment option and provide cost control opportunities.
- *The renewable energy value chain is far from saturation especially for micro applications. Developments may provide increased production, ease of supply and cost advantages.
- *Fierce competition among panel manufacturers and new participations in the business line, decreased the cost of solar panel installation over the years.

- New project is won (Kalibre Boru SPP Project – 1 Million USD)
- Roof SPP potential in the Domestic Market: 2024-5000 MW / 1,5 Billion USD

| ONGOING SPP PROJECTS | CAPACITY |
|------------------------------|----------|
| TÜVTÜRK STATIONS SPP PROJECT | 2,3 MW |
| GÖNCAY PLASTİK SPP PROJECT | 2,2 MW |
| KALİBRE BORU SPP PROJECT | 5,2 MW |

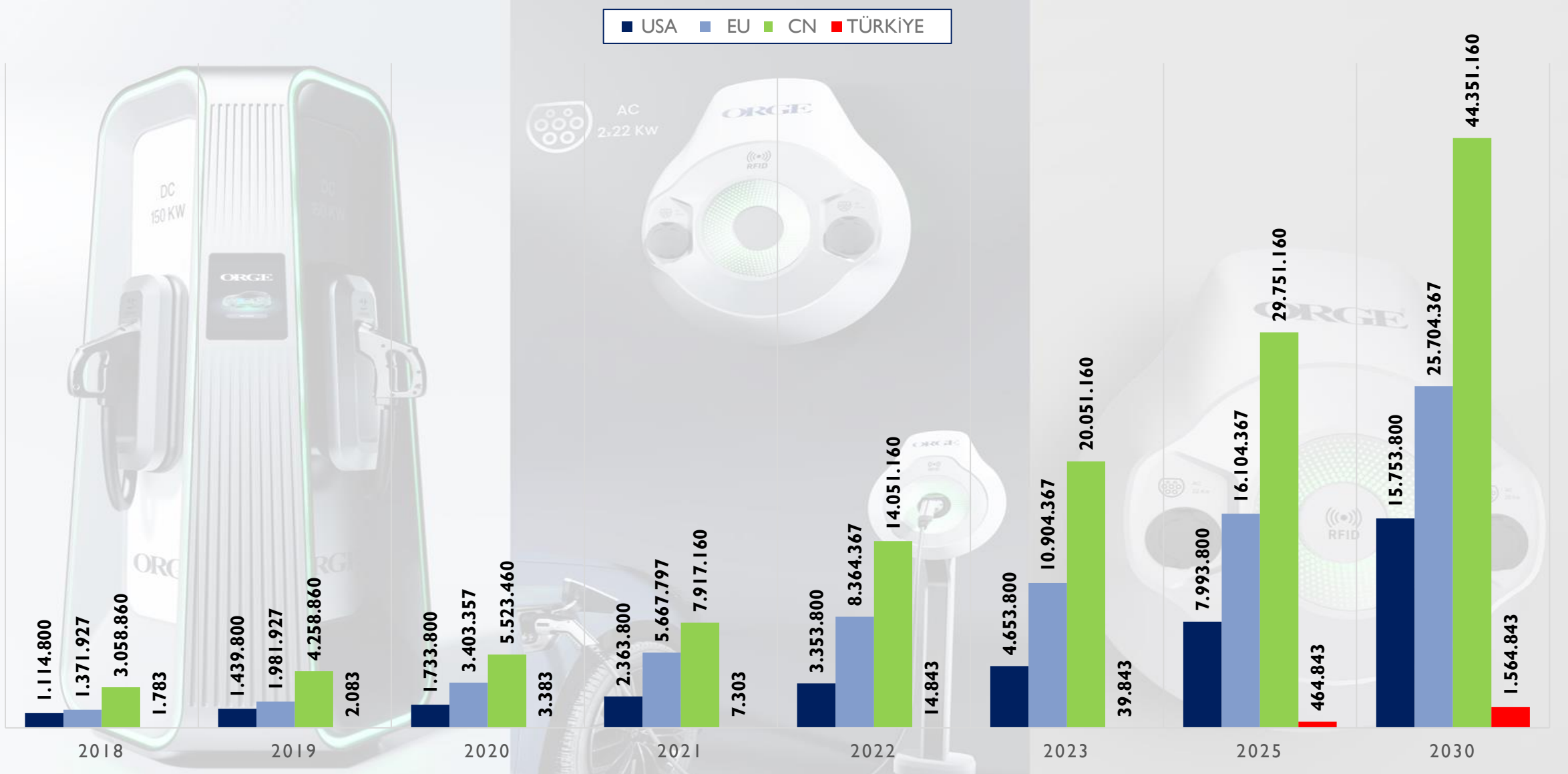
| COMPLETED CITY - STATION | |
|--------------------------|----------------|
| İstanbul | Onuncuyıl |
| Muğla | Marmaris |
| Muğla | Merkez |
| Muğla | Milas |
| Muğla | Fethiye |
| Muğla | Bodrum |
| Giresun | Şebinkarahisar |
| Eskişehir | Merkez |
| Samsun | Veziroğlu |
| Samsun | Merkez |
| Samsun | Çarşamba |
| Samsun | Bafra |
| Ordu | Merkez |
| Ordu | Fatsa |
| Sinop | Merkez |
| Zonguldak | Ereğli |

BUSINESS DEVELOPMENT – INTERNATIONAL WORKS / ORGE TRADING (OTC)

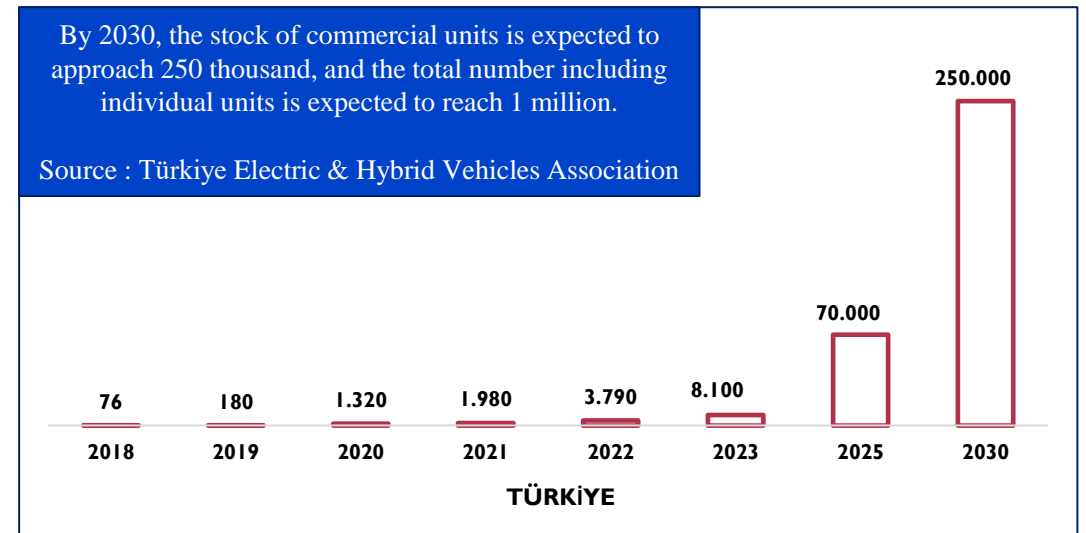
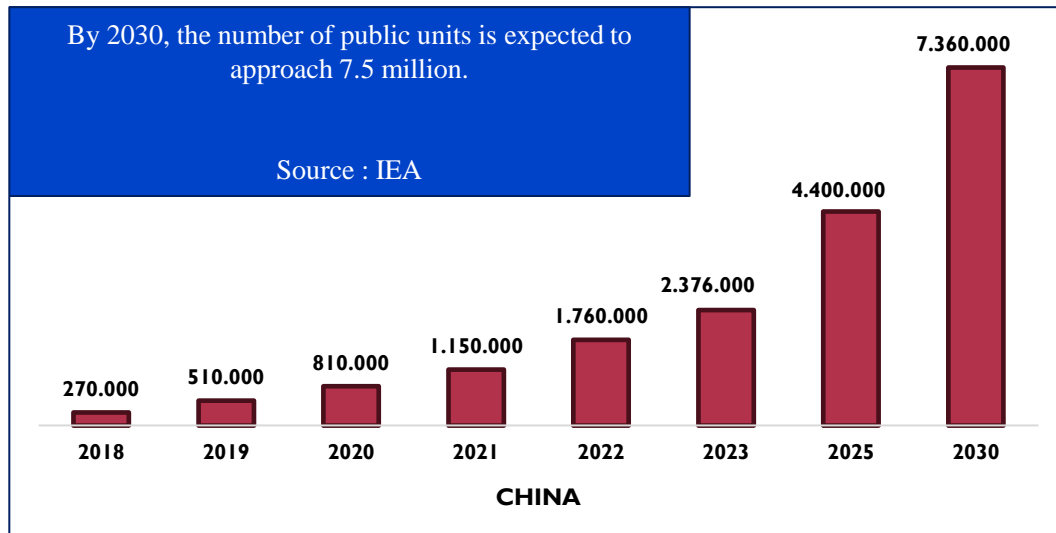
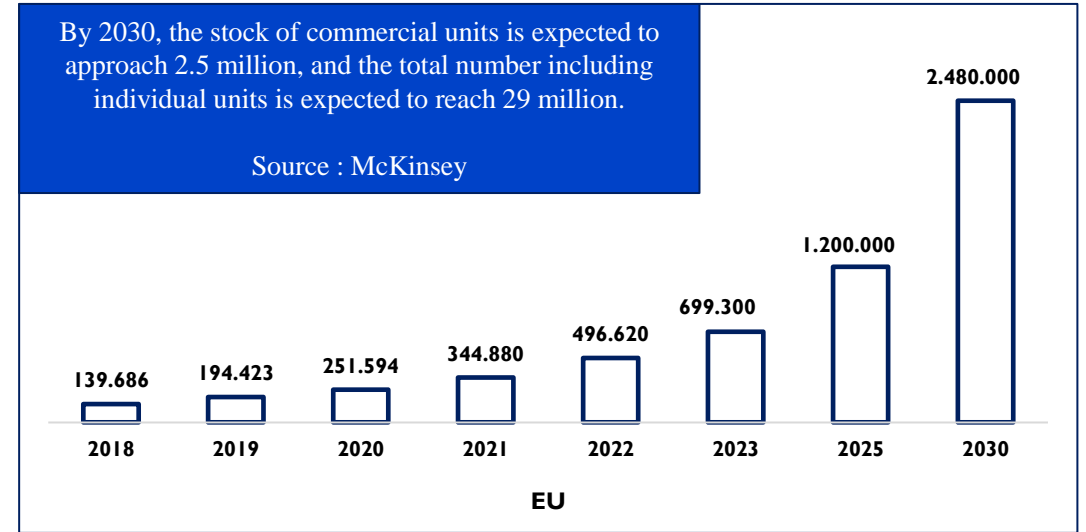
- Storage and shipping at a total of 3 points, 2 of which are smart warehouses
- Retail supply sales/e-commerce initiatives
- Key distributor collaborations with international supplier brands
- Supply contracts and cooperation in North Macedonia, Malta, Bosnia and Herzegovina, Greece, Montenegro and many other countries
- 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 create cooperation opportunities with international contractors
- OTC activities may build a bridge for overseas contracting works
- 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



BUSINESS DEVELOPMENT – ELECTRIC VEHICLE (EV) CHARGING STATIONS (STOCK of EV)



BUSINESS DEVELOPMENT – ELECTRIC VEHICLE (EV) CHARGING STATIONS (STOCK of EV STATIONS)



BUSINESS DEVELOPMENT – ELECTRIC VEHICLE (EV) CHARGING STATIONS

- According to the International Energy Agency (IEA) data, it is aimed to have 12.7 million 'public' charging stations in the world by 2030.
- The Global Public Charger Market is expected to be approximately USD 400 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 250,000 public (Ministry of Industry and Technology) and 750,000 privately owned charging stations by 2030.
- The US and European private property market size is expected to be USD 600 billion in 2030 (IEA/MC KINSEY).
- The total public and private market size in Turkey is expected to be USD 5.75 billion.
- Possible catalysts
 - 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.



BUSINESS DEVELOPMENT – ELECTRIC VEHICLE (EV) CHARGING STATIONS



ORGE CHARGING STATIONS: SOME (FORESEEN) FEATURES

TARGET: GLOBAL MARKET

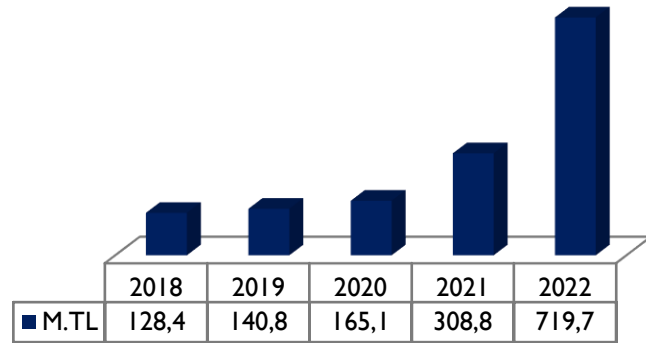
- Charger network can be managed efficiently
- Payment receiving and self-service operations are supported
- Supports rapid decision making with reporting and analysis support
- Ensures compliance with legal regulations
- Can be integrated with other systems
- Allows you to perform remote maintenance and repair
- Supports protocols such as OCPP 1.6 and OCPP 2.0.1
- Provides smart charging infrastructures
- Supports OCPI 2.2 roaming protocol.
- Provides energy management
- Uninterrupted charging network management
- Improves and enhances customer experience
- Provides energy management and maintains grid sustainability
- Provides data security management
- OCPP server layer supports N expansions horizontally
- API layer supports N extensions
- Station layer supports N number of growths

STATION TYPES

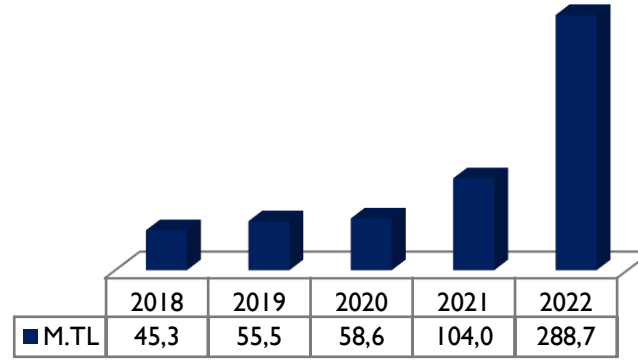
DC CHARGING STATIONS between 30 kW-450 kW
AC CHARGING STATIONS between 3 kW-22 kW

KEY FINANCIAL DATA

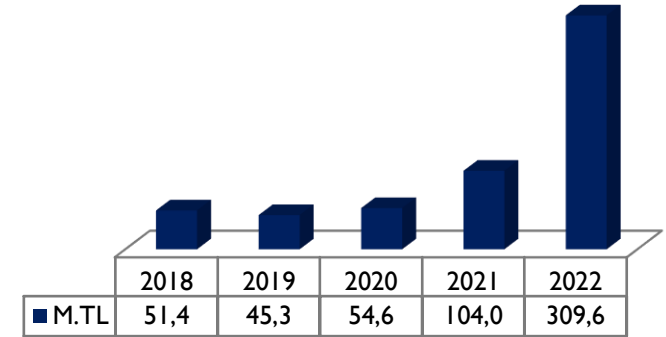
REVENUE



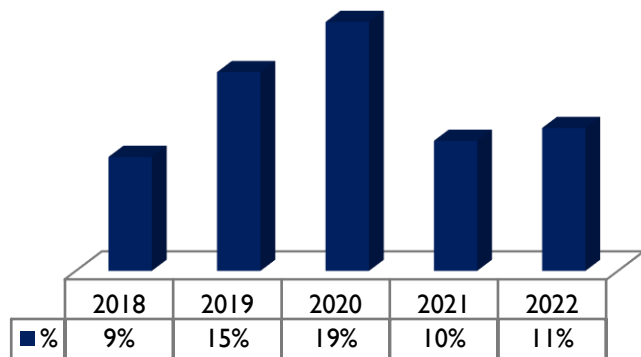
EBITDA



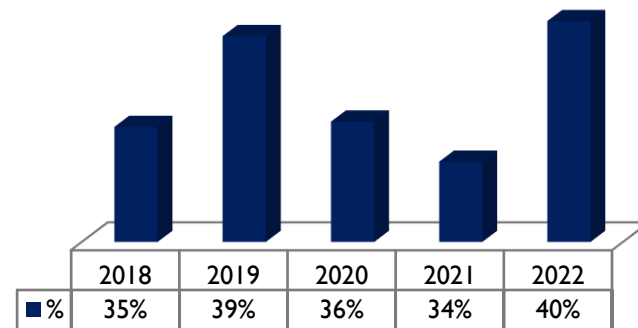
NET PROFIT



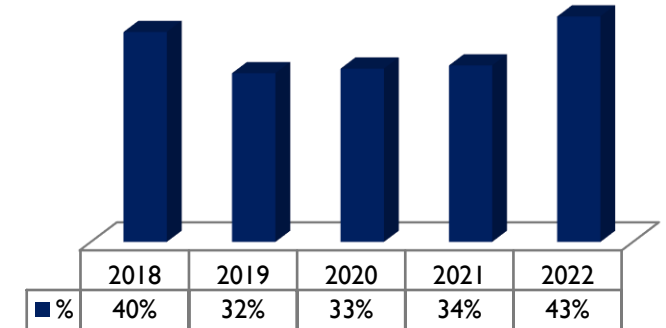
FINANCIAL DEBT/ASSETS



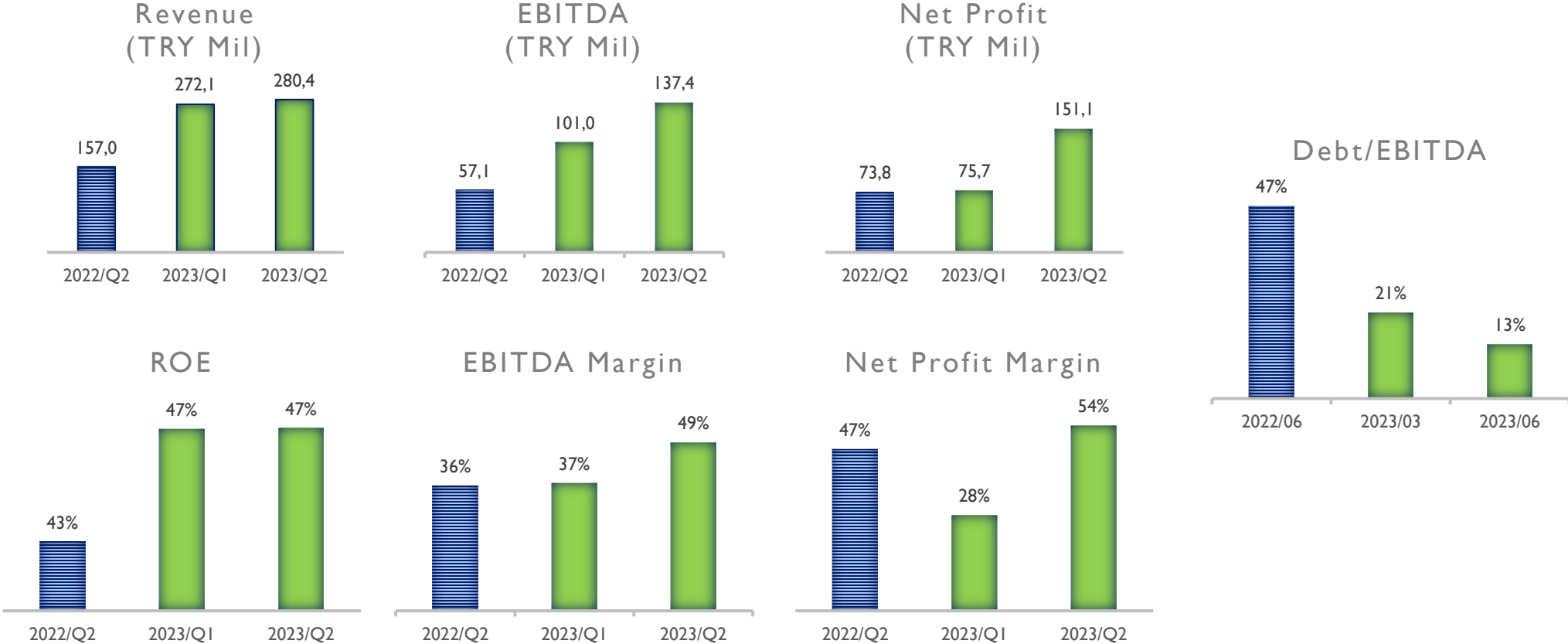
EBITDA MARGINI



NET PROFIT MARGIN



KEY FINANCIAL DATA (QUARTERLY)



EARNINGS GUIDANCE

2023/12M

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

2
0
2
3

FINANCIAL STATEMENTS SUMMARY

| BALANCE SHEET | 2022/12 | 2022/06 | 2023/06 |
|-----------------------------------|----------------------|--------------------|----------------------|
| ASSETS | TRY | TRY | TRY |
| Current Assets | 949.223.242 | 672.499.645 | 1.222.057.242 |
| Cash & Equivalents | 78.063.125 | 78.694.046 | 65.117.486 |
| Income Due Construction Contracts | 562.875.256 | 415.795.212 | 809.400.326 |
| Non-current Asset | 186.867.601 | 131.115.074 | 249.388.063 |
| Long Term Investment | 158.000.000 | 106.950.000 | 213.475.000 |
| TOTAL ASSETS | 1.136.090.843 | 803.614.719 | 1.471.445.305 |
| LIABILITIES | | | |
| Short Term Liabilities | 362.818.367 | 271.062.545 | 412.395.570 |
| Financial Debt | 123.102.471 | 165.343.913 | 114.281.685 |
| Trade Debt | 117.682.312 | 66.357.079 | 101.810.136 |
| Long Term Liabilities | 108.776.256 | 82.767.485 | 162.526.667 |
| Financial Debt | 833.338 | 936.163 | 4.872.975 |
| EQUITY | 664.496.220 | 449.784.689 | 896.523.068 |
| Capital | 80.000.000 | 80.000.000 | 80.000.000 |
| Net Income | 309.625.925 | 114.361.780 | 226.840.852 |
| Prior Years Income/Loss | 249.186.442 | 249.186.442 | 568.686.616 |
| TOTAL LIABILITIES | 1.136.090.843 | 803.614.719 | 1.471.445.305 |
| INCOME STATEMENT | 2022/12 | 2022/06 | 2023/06 |
| Revenue | TRY | TRY | TRY |
| Gross Profit | 719.669.548 | 304.841.975 | 552.504.036 |
| Operating Income | 305.042.587 | 122.494.134 | 259.162.869 |
| Net Income Before Taxes | 288.807.677 | 112.213.974 | 233.214.045 |
| Net Income | 360.807.404 | 138.819.124 | 276.437.645 |
| Earnings per share | 309.625.890 | 114.361.780 | 226.840.824 |

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 |
| 2023 | 18.18-21.70 | 792,000 |
| Current Balance: | | 0 |

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.org.tr and www.orge.com.tr websites.

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