

# TUSA INDUSTRY & TUSA ENERGY



**ENGLISH**



**2025**

### **HISTORY**

**TUSA ENERGY** is a Romania-based engineering and installation company specializing in mechanical works, recognized for delivering projects to the highest quality standards.

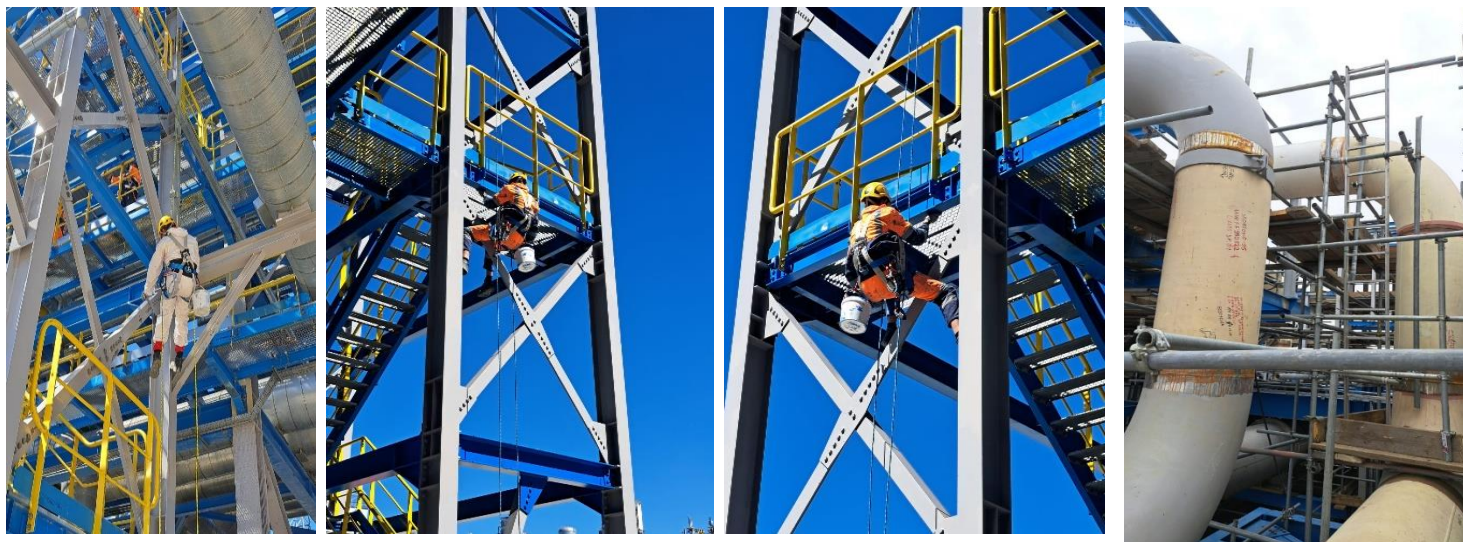
Established in **2016**, and strengthened by the expertise and workforce of our affiliated companies

- TUSA DEVELOPMENT SRL - [www.tusaenergy.ro](http://www.tusaenergy.ro) – Romania/Europe
- POSITRON- [www.positron.com.tr](http://www.positron.com.tr) – Turkey & Eastern Asia

We took a strategic step in **2025** to operate across Europe under the **TUSA INDUSTRY** brand — expanding our presence in energy, industrial manufacturing, and installation sectors.

Guided by an experienced management team with proven domestic and international track records, we combine technical know-how, field expertise, and strong project management to deliver every project on time, within budget, and in full compliance with international quality standards.

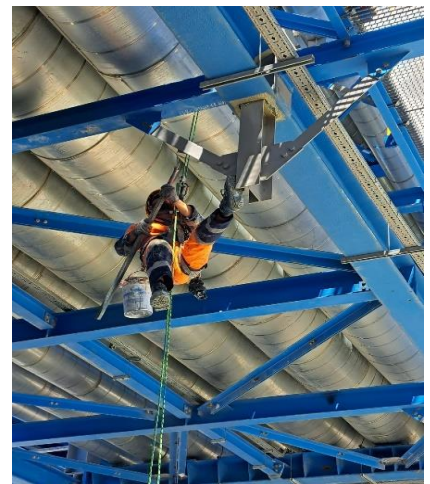
With a **strong engineering team** and **highly skilled field crews**, **TUSA INDUSTRY** is a trusted partner for mechanical installation and fabrication projects of all sizes.





## PRICIPLES

- To develop our knowledge and skills in parallel with the developments in science and technology,
- To carry out studies for research, development and improvement,
- To produce timely and accurate service,
- To apply current quality standards in our projects and working units,
- To carry out an uncompromising education policy at all levels,
- To maintain our management policy that encourages innovation and honesty, and to further spread the team spirit in this direction,
- To provide unconditional customer satisfaction at the highest level,
- To create customer loyalty,
- To comply with national and local environmental policies and applicable environmental management standards related to our activities.





## **SCOPE OF WORK**

Aligned with our industrial expertise, delivering high-quality mechanical solutions. In Turkey, our services are provided under the POSITRON brand, while in Europe including Romania we maintain our presence under **TUSA INDUSTRY**, ensuring seamless service and engineering excellence across regions.

**TUSA INDUSTRY** is focus on;

- Piping Works (Spool Fabrication and Installation)
- Mechanical Equipment Erection (Static & Rotating)
- Steel Fabrication and Installation
- HVAC
- Insulation
- Painting & Touch-up



## **SERVICES & METHODS**

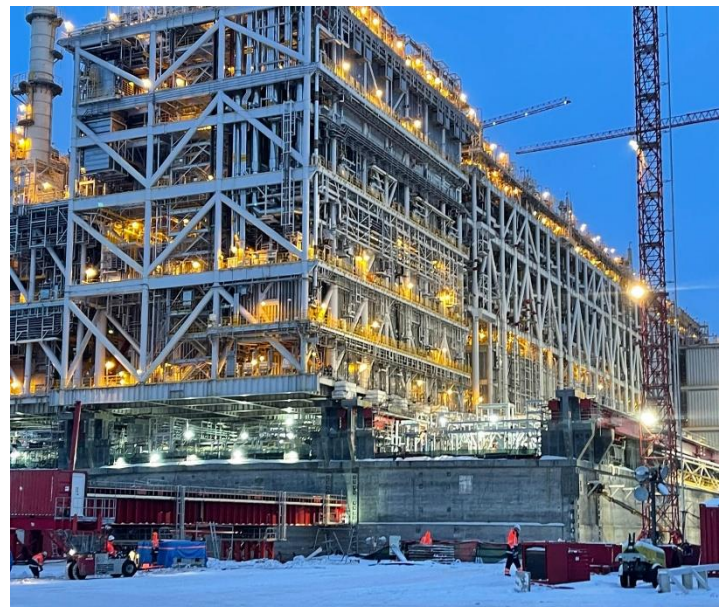
- Natural Gas Energy Plant (CCPP & SCPP)
- Geothermal Energy Plant
- Thermal Energy Plant
- Refinery Plant
- Iron and Steel Production Plant
- Above ground Fabrication and Erection
- Underground Piping
- Boiler (HRSG) Erection
- Steel Structure Production and Erection
- Gas and Steam Turbine Erection
- Generator and Condenser Erection
- Fuel and Water Tank Production and Erection
- Power Plants
- Paper Mill Factory Erection
- Iron Steel Mill Factory Erection

### **Project Management Service and Methods**

- Schedule Programs (Primavera & MSProject)
- Project Execution Plans,
- Mobilization Plans,
- Manpower & Crane Plans,
- Monthly Physical Progress Reports,
- Method of Statement,
- Lifting Study,
- Risk Assessments,
- HSE & QC Plans (ITP)
- As-built Project Preparations (Auto-cad)
- hydraulic, pneumatic and mechanical works
- Flushing and pickling work

### **Fabrication and erection under the inspection of 3rd party**

- Self-Regulatory Organization (SRO)
- Inspection Test Plan (ITP)
- Welding Methods Test (PQR, WPS)
- Welder Performance Qualification (WPQ)
- Preparation of HSE Personal Certifications
- Post Weld Heat Treatment Applications (PWHT)
- Non-Destructive Test (NDT)
- Shop Drawing Preparation (Autocad, x-steeletc.)

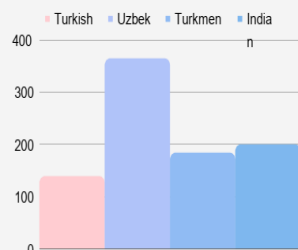


## OUR WORKFORCE CAPACITY

We currently maintain a fully certified and qualified workforce of **400 personnel** (90% Indian & Uzbek professionals, including welders), all ready for turnkey deployment with completed PTO and testing requirements. When needed, our capacity can be scaled up to **1,000–1,500 personnel**, ensuring flexibility for large-scale projects.

**TUSA INDUSTRY — Delivering Quality. Building Trust.**

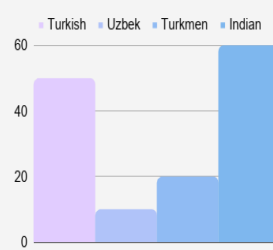
### WORKERS MANPOWER



Turkish	183
Uzbek	675
Turkmen	200
Indian	200

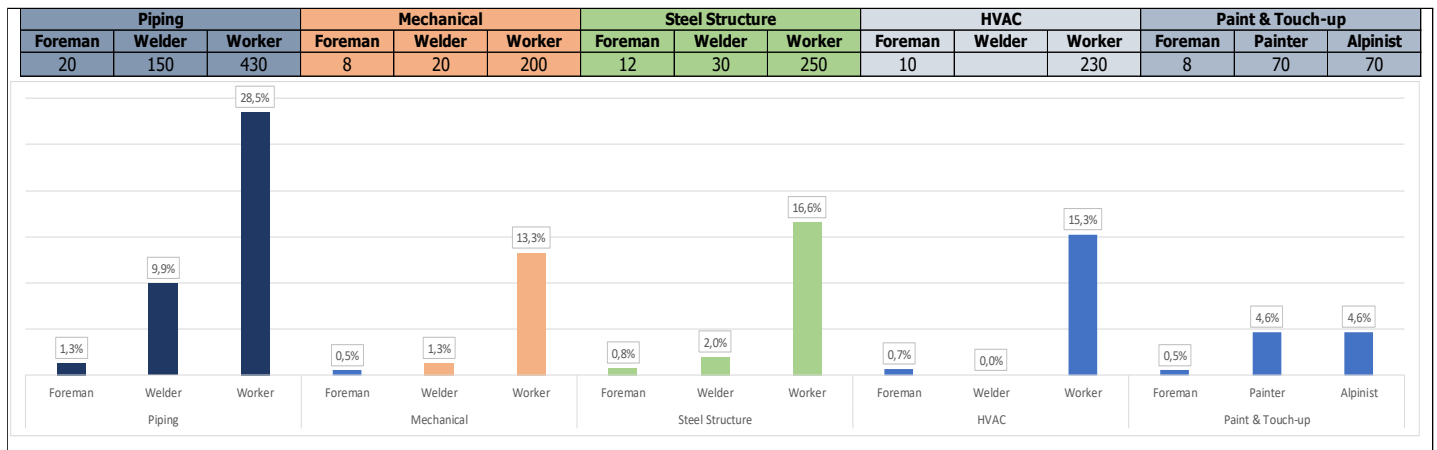
**TOTALY 1258 PERSON**

### WELDERS MANPOWER



Turkish	50
Uzbek	10
Turkmen	40
Indian	150

**TOTALY 250 PERSON**

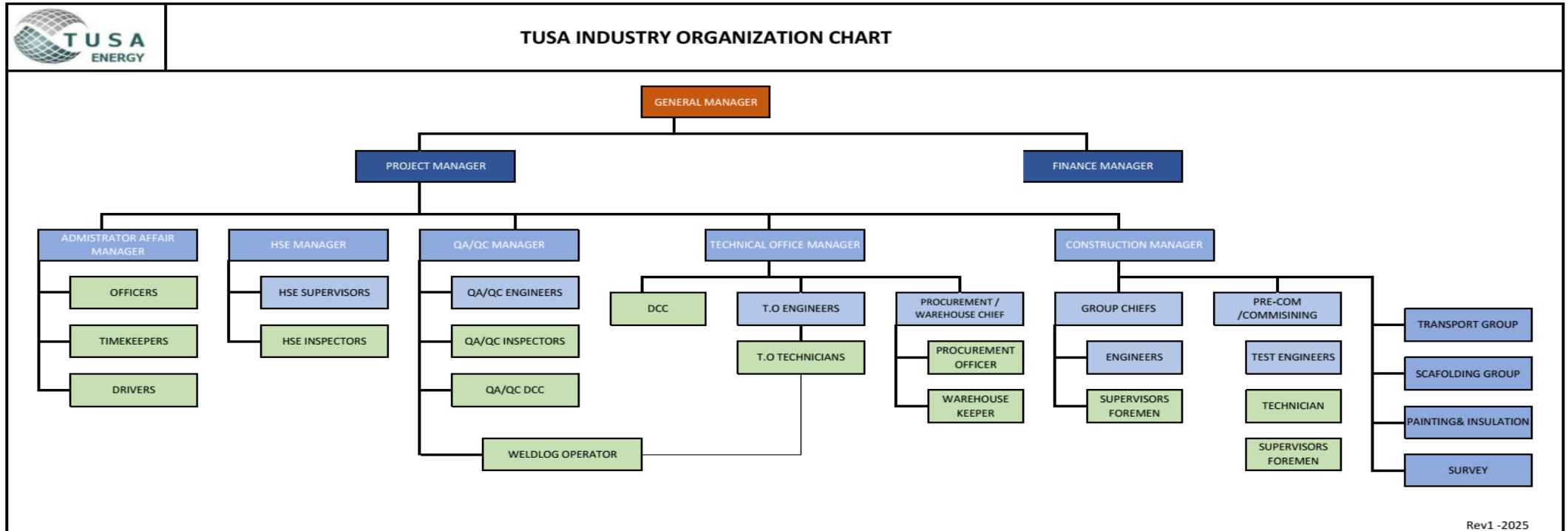






# TUSA INDUSTRY COMPANY CATALOG

## ORGANIZATION CHART





## TUSA INDUSTRY COMPANY CATALOG

### REFERENCES

### ONGOING PROJECTS

NO	PROJECT NAME	JOB DESCRIPTION	APPROX. CONTRACT VALUE	YEAR	COUNTRY	EMPLOYER CLIENT	Our Affiliated Company
2	Ford Otosan Sancaktepe R&D and Training Center	Turnkey Mechanical Installation Works (Fire System, VRF Air Conditioning System, Ventilation System, Plumbing)	\$	2025- Ongoing	İstanbul Sancaktepe	Ford Otosan Ayyıldız İnşaat	POSITRON
3	J's Signature Hotel	Turnkey Mechanical Installation Works (Fire System, Heating and Cooling System, Ventilation System, Plumbing System, Smoke Evacuation System, Rain System)	\$	2025- Ongoing	Abuja- Nijerya	Royal Building. Zeberced Co.Ltd.	POSITRON
8	Boyner Stores	Turnkey Mechanical Installation Works (Fire System, Heating and Cooling System, Ventilation System, Plumbing System, Smoke Evacuation System, Rain System)	\$	2024- Ongoing	TÜRKİYE	Boyner Tekdem İnşaat A.Ş.	POSITRON








## COMPLETED PROJECTS

NO	PROJECT NAME	JOB DESCRIPTION	APPROX. CONTRACT VALUE	YEAR	COUNTRY	EMPLOYER CLIENT	Our Affiliated Company
4	Maxx Royal Maldives	(Turnkey Mechanical; Heating - Cooling, Fire Fighting, Plumbing, Ventilation, Air Conditioning, Fire Pump Room, Sea Water Purification RO Systems, Waste Water Treatment System, Heat Pump Source Hot Water Preparation System, GRP Water Tanks (13 units - 16 m3...600 m3)	\$	2024	MALDIVELE	Maxx Royal P-Q-M LLC	POSITRON
5	Ramada By Wyndham Arnavutköy Hotel	Turnkey Mechanical Installation Works (Fire System, Heating and Cooling System, Ventilation System, Plumbing System, Smoke Evacuation System, Rain System)	\$	2024	Arnavutköy İstanbul TÜRKİYE	İstanbul Port Otelcilik A.Ş MNG İnş.A.Ş	POSITRON
6	Holiday Inn Express Arnavutköy Hotel	Turnkey Mechanical Installation Works (Fire System, Heating and Cooling System, Ventilation System, Plumbing System, Smoke Evacuation System, Rain System)	\$	2024	Arnavutköy İstanbul TÜRKİYE	Gülce Yapı İnşaat Ltd. Şti.	POSITRON
7	Yusen Logistics Warehouse Project	Turnkey Mechanical; The entire fire extinguishing system (ESFR Sprinkler system, pump room, fire cabinet and hydrant system) of the facility, which was built as a logistics warehouse (to store Honda Engine Parts), was completed on a turnkey basis, tested and commissioned, and delivered in working order.	\$	2024	Dilovası OSB Kocaeli TÜRKİYE	Yusen Lojistik TEKDEM A.Ş	POSITRON





**PERSONEL EXPERIENCES**

PICTURE	PROJECT NAME	JOB DESCRIPTION	APPROX. CONTRACT VALUE	LABOUR	YEAR	LOCATION	EMPLOYER
	2A Montek Engineering / SAREN ARTIC LNG -2 MURMANSK / NOVATEK/ RUSSIA	Project Management: Piping Spool Fabrication and Erection Steel Construction Erection	Piping: 98.000WDI Steel Erection: 6.253 Ton Steel Fabrication:3.251 Ton	Indirect:112 Direct:750	2021-2024	MURMANSK/ RUSSIA	NOVATEK
	2A Montek Engineering / RENAISSANCE AGPP Amur / GAZPROM / RUSSIA	Project Management: Steel Construction Erection Support Fabrication and Erection Piping Spool Fabrication and Erection	AG Piping: 205.000WDI UG Piping :30.000m Steel Fab & Erec : 12.000 Ton Support Fab&Erec :713.000 Ton Equipment Erection: 4 metering unit to boiler house unit	Indirect: 85 Direct: 1035	2019-2021	AMUR-RUSYA	RENAISSANCE /GAS PROMP
	Kızıldere Geothermal Power Plant Project III - Unit - 2 65,51 Mwe Denizli / TURKEY	Project Management: Piping Spool Fabrication and Erection Steel Construction Erection	Piping: 94.000WDI Steel Fab & Erec : 12.000 Ton Support Fab&Erec :100 Ton	Indirect: 10 Direct: 50	2017-2018	DENİZLİ- TURKEY	ZORLU
	TOS ÇELİK IRON AND STEEL FACTORY	Maintanance Start-up & Commisining	Hydrolic System Roughling Mill Area Furnace Area		2009-2015	OSMANİYE TURKEY	TOSÇELİK
	OMK -VYSK CASTLING ROLLING PROJECT VSYK /RUSIA	Project Management: Mechanical Equipmant Erection (Finishing Mill Area at Hot Strip Mill)	Mechanical Erec : 15.000 Ton		2007-2008	VSYK /RUSIA	GAMA Industry



**J's Signature Hotel  
( 206 Guest Rooms )**

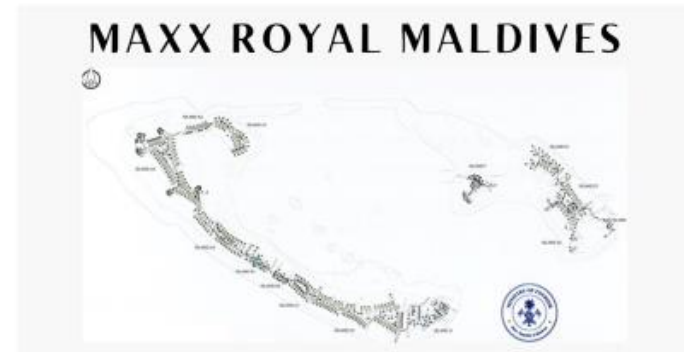
**Customer:** Zeberced Construction Ltd.

**Scope:** Design&Build - Mechanical Design and Engineering - Mechanical Contractor Works (Turnkey Mechanical Contract ( Heating – Cooling, Firefighting, Plumbing, Ventilation, Air Conditioning, Fire Pump Room, Cold Rooms, Hood Extinguishing Systems etc.)

**Date :**2024-2025

**Location:** Abuja - Nijerya

**Construction Area :**18.000 m<sup>2</sup>



**Maxx Royal Maldives  
( D Island & E Island )**

**Customer:** PQM Private Limited

**Scope:** Mechanical Installation Contracting Works (Turnkey Mechanical; Heating – Cooling, Fire Fighting, Sanitary Plumbing, Ventilation, Air Conditioning, Fire Pump Station, Seawater Desalination RO Systems, Wastewater Treatment System, Heat Pump Based Hot Water Preparation System, GRP Water Tanks (13 units - 16 m<sup>3</sup>...600 m<sup>3</sup>)

**Date :**2024-2025

**Location:** Maldives - Maxx Royal Island

**Construction Area :**40.000 m<sup>2</sup> ( First Stage )







**THY Teknik Esenboğa Airport Warehouse  
Project**

**Customer:** THY Technic A.Ş.

**Scope:** Design & Build - Electromechanical Installation Contracting Works  
(Turnkey Mechanical and Electrical; Heating – Cooling, Fire Fighting, Sanitary  
Plumbing, Ventilation, Air Conditioning, Gas Suppression, Electrical Low Voltage, High  
Voltage, CCTV, Lighting, Fire Detection, etc.)

**Date :**2023

**Location:** Ankara

**Construction Area :**1200 m<sup>2</sup>



**Atatürk Airport Paint Hangar HVAC Revision  
( 25 m Height )**

**Customer:** THY Technic A.Ş.

**Scope:** Design & Build - Mechanical Contracting Works  
(Turnkey HVAC Works; The ventilation system of the paint hangar has been  
completely renewed, with all displacement diffusers and VAV units serviced and  
delivered in operational condition.)

**Date :**2023

**Location:** Istanbul

**Construction Area :** 4,200 m<sup>2</sup>





**Turkish Grain Boards Opium Alkaloids Plant**

**Customer:** T.C. Ministry of Agriculture and Forestry

**Scope:** Turnkey Contractor Works (Mechanical, Electrical and Civil Works )(Foam sprinkler system, Fire and Smoke detection system), Insulation Works, Technological Equipment Installation ( Fire pumps, Water Monitors, Bladder Tanks)

**Date:** 2019

**Location:** Afyon

**Construction Area:** 9.000 m<sup>2</sup>



**Kale Aero – Paint Room**

**Customer:** Kale Havacılık A.Ş.

**Scope:** Mechanical Contractor Works (Painting Booths exhaust and fresh air ducts, Natural GasPiping, Burner and Chimney manufacturing and installation)

**Date:** 2019

**Location:** Istanbul

**ConstructionArea:** 1.000m<sup>2</sup>





**After showcasing our strong expertise in Industrial Mechanical Construction through TUSA INDUSTRY;  
We continue our journey in the energy sector with TUSA ENERGY, delivering sustainable and innovative solutions.**

# TUSA ENERGY



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# 1 We are shaping Romania's energy future

**Energy. Sustainability. Reliability.**

Welcome to TUSA ENERGY, your specialist for the development of sustainable energy projects in one of Eastern Europe's most dynamic markets. At the forefront of Romania's energy transition, we deliver comprehensive renewable energy solutions that power communities while protecting our planet. Our expertise covers photovoltaic systems, wind farms, biogas plants and gas-fired power plants – complete with all necessary permits and implementation expertise. In this way, we are transforming Romania's rich natural resources into sustainable energy for future generations.

## 1.1 Our Mission & Vision



### **Our mission**

As a leading developer of renewable energies in Romania, we are actively driving forward the energy transition. We implement sustainable, economical and innovative energy projects that combine security of supply with environmental responsibility.

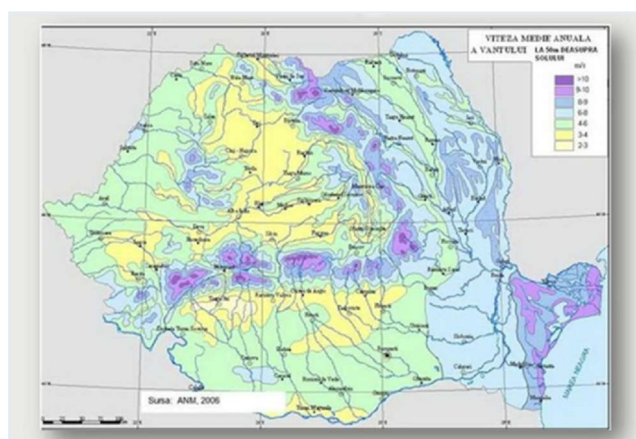
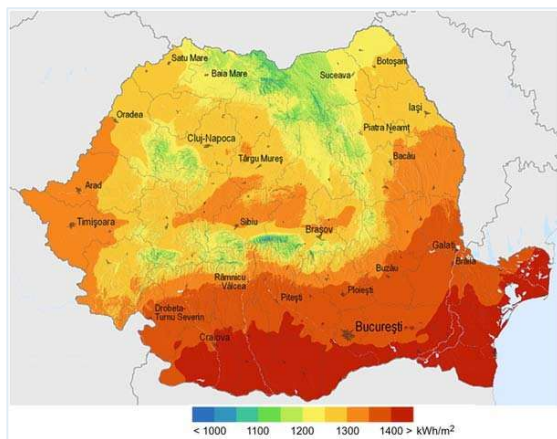
### **Our vision**

We strive to be the most reliable partner for a green energy future in Romania and South-East Europe. Our goal is to bring about lasting change in the energy landscape through diversification and technological excellence.

## 2 Romania: A growth market for renewable energies

Romania is in the midst of a green transformation, driven by ambitious EU targets and significant investment opportunities. As an emerging market for renewable energy, the country offers:

A target capacity of 19 GW of renewable energy by 2030 in line with EU targets, a strategic location with modernised energy infrastructure, and attractive EU subsidies and national incentive schemes.





### 3 Our Areas Of Expertise



We develop, finance and implement projects in four key areas:

#### 3.1 Photovoltaics (PV)

Romania has over 210 days of sunshine per year and solar radiation comparable to that in southern Europe. We convert this abundant resource into reliable, clean electricity using state-of-the-art photovoltaic systems.

##### **Environmental Impact:**

With a 1 MW PV system you can supply approximately 400 Romanian households with clean electricity and save approximately 700 tons of CO<sub>2</sub> per year compared to conventional electricity generation.

- Development of ground mounted and rooftop systems ranging in size from 1 MWp to 100 + MWp
- Implementation of PPP projects with local authorities and industry
- Solar energy is freely available and free of charge.
- Electricity storage systems allow the solar power generated to be used at night.
- Photovoltaics are emission-free and silent.
- Photovoltaic systems have a long service life of 25 years or more.
- They are minimal maintenance.
- The size of a photovoltaic system can be individually adapted to electricity requirements, and subsequent expansions are usually possible

### **3.2 Wind Energy**

Romania's favourable geographical location – particularly in the Dobrogea region and along the Black Sea coast – creates ideal conditions for the development of wind energy. Our company has established itself as a leader in exploiting this potential through ambitious wind power projects.

#### **Environmental impact:**

With a 1 MW wind turbine you can supply approximately 800 Romanian households with clean electricity and save approximately 1.400 tons of CO<sub>2</sub> per year compared to conventional power generation.

- Site development for onshore wind farms
- Wind measurement campaigns and permit management.
- Wind is an inexhaustible source of energy.
- Wind turbines have low operating costs.
- Independence from fossil fuels
- Job creation and economic growth

### **3.3 Bio Energy & Biogas**

Our biogas plants represent the perfect constructive interaction between waste management and renewable energy production. By converting agricultural by-products and organic waste into clean energy, we are helping Romania to build a more circular and sustainable economy.

#### **Environmental Impact:**

With a 1 MW biogas plant you can supply approximately 2.000 Romanian households with clean electricity and save approximately 5.000 tons of CO<sub>2</sub> per year compared to conventional electricity generation.

- Development of biogas plants from agricultural and organic waste
- Combined heat and power (CHP) for local heating networks
- Decentralized energy generation close to the consumer
- Improvement of nutrient cycles through high-quality fermentation residues
- Creation of additional sources of income for agricultural businesses
- Promotion of energy independence in rural regions
- Reduction of methane emissions from agriculture



### 3.4 Gas power stations

One challenge for the Romanian energy sector within the framework of the European Green Deal by 2030 is that around 4.000 MW of old coal and natural gas-based power generation capacity, which must be decommissioned for technical and environmental reasons, must be replaced in good time by new, clean and cost-efficient capacity.

New renewable energy sources (RES) and natural gas are the main candidates for investment. Natural gas, of which Romania has considerable potential, is a good strategic complement to renewable energies in the electricity mix.

However, this has become much more complex with the increase in electricity generation from renewable energies such as wind, solar and hydroelectric power plants, which can fluctuate greatly depending on weather conditions.

Conventional power plants must compensate for these constant fluctuations, especially since it is not possible to store large quantities of electricity over a longer period of time.

The task of energy suppliers is to ensure the uninterrupted operation of the Romanian electricity grid under safe conditions, while complying with the quality standards set out in the technical network codes.

Transelectrica SA is the only network operator offering services in the areas of electricity transmission, operational technical management of the Romanian electricity grid and administration of the electricity market.

- Development of flexible gas-fired power plants for grid stabilisation
- Ideal complement to fluctuating feed-in from wind and solar power
- Flexibility in energy production
- Low CO<sub>2</sub> emissions
- Less space required
- Efficiency

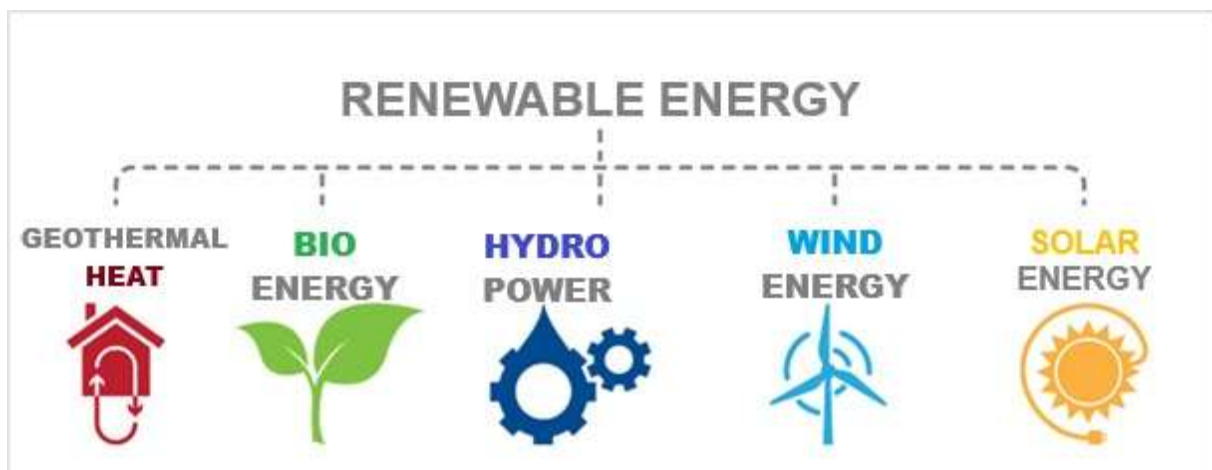
#### **Environmental impact:**

With a 1 MW biogas plant you can supply approximately 2.000 Romanian households with clean electricity and save approximately 5.000 tons of CO<sub>2</sub> per year compared to conventional electricity generation.

### 3.5 Portfolio of projects in the field of renewable energies

With our comprehensive portfolio of renewable energy projects, we are making an important contribution to Romania's sustainable development goals while delivering tangible environmental and economic benefits.

Beyond the measurable impacts, our projects contribute significantly to Romania's energy security by reducing its dependence on imported fossil fuels. This strengthens Romania's position in the European energy market while supporting the country's commitments under EU climate agreements. Through our work, we are helping to make Romania a regional leader in the use of renewable energy.





### 3.6 Energy Sales

Energy sales are the interface to the end customer (household, business).

Main tasks are:

- **Customer Acquisition and Retention:**

Offering and concluding contracts.

- **Product design:**

Compiling various electricity tariffs (e.g., green electricity, standard electricity, fixed/variable price tariffs).

- **Customer service:**

Processing inquiries, resolving problems, and making contract changes.

- **Billing:**

Arguably the most important part is sales:

1. Receives the customer's consumption data (from the meter operator).
2. Calculates the correct price (consumption \* energy price + base rate).
3. Creates and sends the invoice.
4. Collects payments.

- **Procurement:**

Sales must purchase the energy its customers consume on the electricity exchange (e.g., EPEX Spot) or directly from producers. This is the biggest financial risk for them: If they buy too expensively, they can incur losses with fixed customer prices.

#### Summary of Energy Sales:

**Sales, service, and billing** of energy to end customers.

### 3.7 Market Management / Market Communication

These are the **technical and organizational processes** that ensure that the physical flow of electricity matches the financial billing. The key players are the **market communication service providers**, often referred to as **metering point operators (MPOs)** or "smart meter gateway administrators."

Their main tasks are:

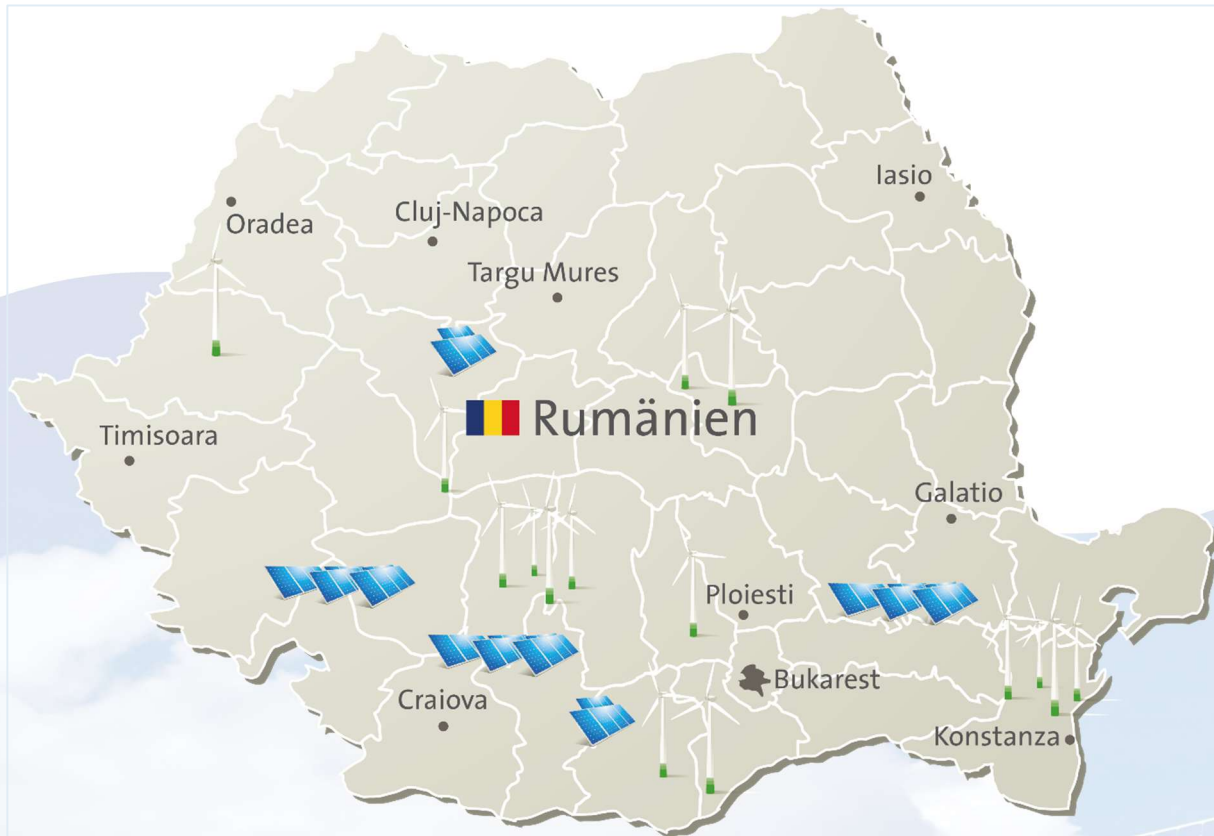
- **Data management:**  
They collect quarter-hour consumption data from the smart meters of all customers in a grid area.
- **Data forwarding:**  
They forward this data in a bundled and pseudonymized form to the relevant parties:
  - To the customer's energy distributor for billing.
  - To the grid operator, who is responsible for maintaining the stability of the electricity grid.
  - To the transmission system operator (TSO) for Germany-wide balancing energy billing.
- **Smart meter management:**  
They are responsible for the technical operation and remote maintenance of the smart metering systems.
- **Processing supplier changes:**  
When a customer changes electricity provider, they coordinate the change in the supply relationship in the background (e.g., "My electricity supplier from January 1st is no longer XXX, but YYY").
- **Balancing group management:**  
They ensure that the amount of energy purchased by the sales department matches the actual consumption of all their customers. Deviations are charged at a high price as "balancing energy."

#### Market communication summary:

The **data hub** that manages the **orderly exchange** of data between the metering point, grid operator, sales department, and TSO.



## 4 Our location advantage: Romania



Romania offers unique opportunities for the energy transition:

- **High potential:**  
Excellent solar radiation and wind conditions, especially in the Dobrogea region and Banat.
- **Ambitious targets:**  
National and EU-wide legislation (NES 2030, Fit for 55) is driving the expansion of renewables.
- **Subsidies:**  
Access to EU subsidies (Modernization Fund, CFDs) and attractive power purchase agreement (PPA) markets.
- **Strategic location:**  
Ideal for exporting green energy to neighbouring countries.

## 5 Our Team & Philosophy



### 5.1 Our strength: people and expertise

Our team combines many years of international experience in project development with in-depth local expertise.

- **Local presence:**  
Our office in Bucharest ensures close relationships with authorities and local communities.
- **Technical expertise:**  
In-depth understanding of technology, grid integration, and project financing.
- **Holistic approach:**  
We support projects from the initial idea through approval and financing to the finished plant.

#### **Our philosophy:**

Build sustainable partnerships based on integrity, transparency and mutual success.

### 5.2 Partner Companies

Networking, cooperation and other forms of collaboration therefore play an important role in the development and implementation of projects in the field of renewable energies. Thanks to this cooperation, we can achieve sufficient market weight or economies of scale and scope and tap into regional value chains. This complements skills and resources and often forms the basis for the development of innovations. Various funding policies and programmes even require that different partners be involved in projects.



## 6 Our Service

TUSA Energy values quality. The high-quality requirements of customers along the entire value chain of a project are met by internal resources. The customer has a contact person in all project phases.



### 6.1 Planning and Consulting

- Selection of suitable locations, analysis of local conditions and assurance of feasibility
- Determination of system size, module type and mounting systems
- Technical planning and yield forecasts
- Securing and developing the location
- Applying for the necessary official permits, supporting the review process
- Securing the feed-in point and remuneration
- Yield determination and project calculation, detailed planning of the construction phases
- Securing ownership through purchase or lease agreements
- Involvement and information of the local population and interest groups

### 6.2 Service

- Feasibility analysis
- Determination of solar energy production in the region
- Determination of the suitable location
- Design of the solar power system
- Design of the solar power system for electricity storage
- Project development
- Selection of suitable materials
- Financial analysis
- Project implementation
- Installation phase
- Commissioning
- Maintenance and service

## 7 From Project to Reality: Our Process



Our structured development process minimises risks and maximises success:

1. **Site identification & securing**
2. **Technical & economic feasibility study**
3. **Permit management & environmental impact assessment (EIA)**
4. **Grid connection & engineering**
5. **Project financing & power purchase agreement (PPA)**
6. **Construction supervision & commissioning**
7. **Asset management & operational management**

## **7.1 Successful Project Development**

### **Location analysis & concept development**

- Detailed wind and solar potential analyses
- Geotechnical investigations
- Economic feasibility calculations

### **Financing & Funding**

- Access to EU modernization funds
- National funding programs
- Attractive investment models

### **Construction & Commissioning**

- Selection of qualified construction partners
- Strict quality control
- On-time completion

Our holistic approach encompasses all aspects of project development and ensures that every project is implemented on time, within budget, and with maximum quality. You benefit from our many years of experience in the Romanian market.



## **7.2 Approvals: Our Competitive Advantage**

### **Comprehensive Permitting Expertise**

We handle all necessary permitting procedures – from urban planning certificates and environmental assessments to grid connection commitments. Our team has in-depth knowledge of Romanian regulatory processes and minimizes delays.

### **Environmental Impact Assessments (EIA)**

Conduct complex environmental impact assessments according to current EU standards, including specific requirements for Natura 2000 protected areas. Our network of environmental experts ensures smooth approval.

### **Grid Integration**

Close collaboration with the national grid operator Transelectrica to ensure optimal grid connection points and conditions. We have a deep understanding of the technical requirements and processes for successful grid integration.

Thanks to our established relationships with the relevant authorities and our specialized permitting team, we significantly reduce project lead times – a decisive competitive advantage in Romania's dynamic market environment.



**TUSA DEVELOPEMENT SRL**  
**TUSA ENERGI AB (New Swedish Company)**

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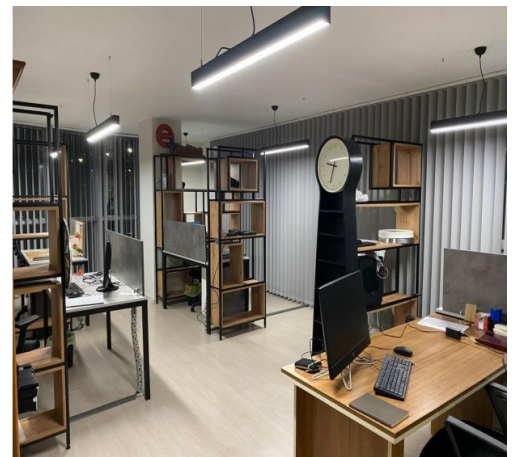
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