

## Revenue

**For June 2013, according to preliminary data, the revenue from operations of Enemona Group of Companies reached BGN 35.835 million, with an expected total revenue from operations for Q2 2013 amounting to BGN 36.789 million.**

For June 2013 the revenue from construction and energy efficiency contracts, amounting to 60.44 % of the revenue, had the largest share in the consolidated revenue from operations of Enemona Group. The revenue from sale of electricity ranked second with 32.81%.

The preliminary consolidated revenue from operations of the Group in Q2 2013 is with 8.56 % lower as compared to Q2 of 2012.

## Contracts

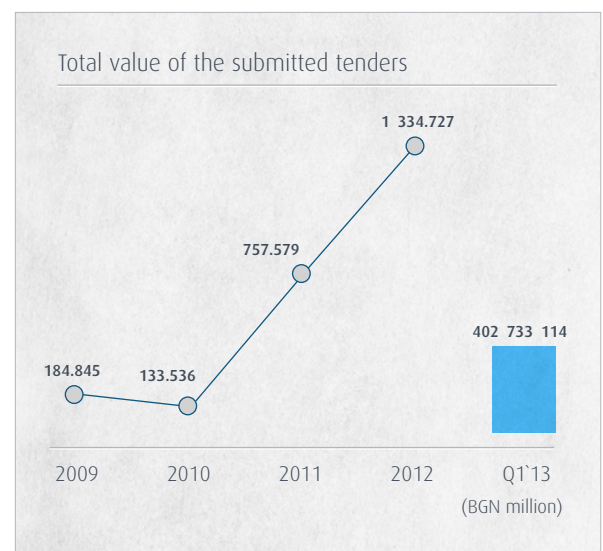
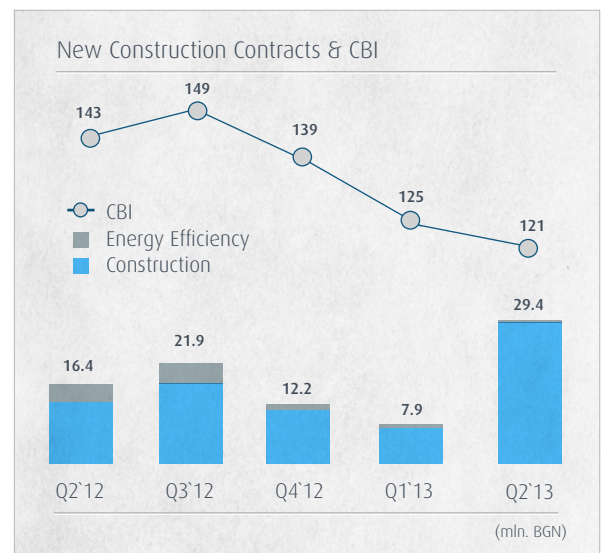
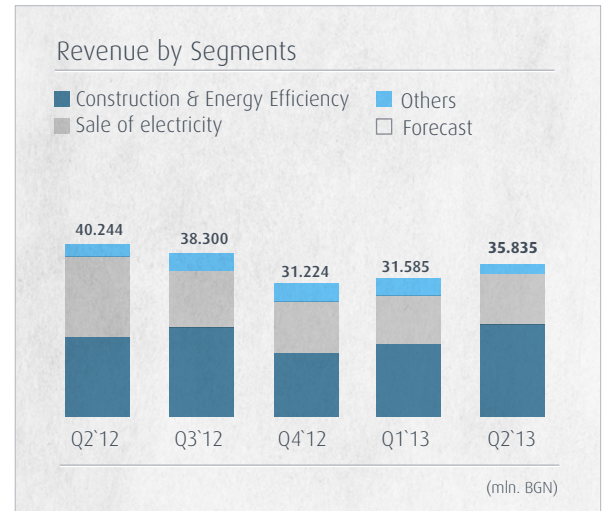
The value of the new construction and engineering contracts signed for the period Q2 of 2013 totaled BGN 29.403 million, excl. VAT.

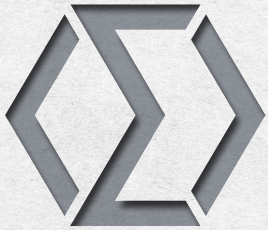
**By end of June 2013, the Construction Backlog Indicator (CBI) on a consolidated basis amounted to BGN 121 million, a 15.38 % decrease as compared to the end of Q2 of 2012**

The Construction Backlog Indicator on a consolidated basis as of June 31, 2013, according to preliminary data, reached BGN 121 million, a 15.38 % decrease as compared to the end of Q2 of 2012. The contracts, carried out by the Group abroad, had the largest share, amounting to over 73 % of the total value.

**By end of Q2 of 2013, the total value of the submitted tenders amounted to BGN 402.73 million**

The total value of the submitted tenders by the end of Q2 of 2013, amounted to BGN 402.73 million. Those is mainly due to the shift of the focus of activities of the company towards the European markets and in addition because of the higher focus on private customers in Bulgaria. The total value of the submitted tenders for Q2 of 2012 is with 201,59 % higher, as compared to the total value for 2010, the year in which the management of the company took a decision to enter into the European markets.





# Ongoing Projects

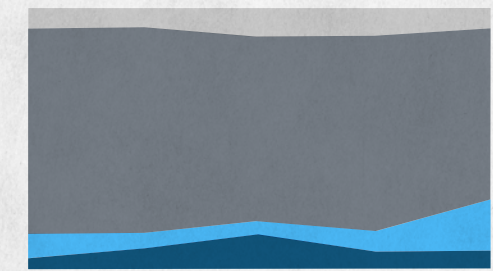
Centre for children, youth and psychosomatic medicine, Bergen

Narva Power Plant

## Germany

1. Educational Centre Tor zur Welt
2. University of Bielefeld
3. Substation Wechold 110 kv
4. Meinheim Power Plant
5. Moorburg Power Plant
6. Technical Center in Bielefeld
7. Asklepios Clinic in Hamburg, Germany
8. Office for Urban Planning and Environment in Hamburg

CBI by Type of Contractors



Q2'12 Q3'12 Q4'12 Q1'13 Q2'13

- Municipal & state, abroad
- Private, abroad
- Municipal & state, Bulgaria
- Private, Bulgaria

Kladno Power Plant

Mochovce NPP

Sostanj Power Plant

Italiana Coke Plant

## Value of the Contract

Up to 10% from the average income for the past three years (BGN 8.45 million)

Over 10% from the average income for the past three years (BGN 8.45 million)

## Bulgaria

1. Gypsum Dehydration Plant at TPP Maritsa East 2
2. Kozloduy NPP
3. EMU Targovishte
4. Kozloduy Waste Water Treatment Plant
5. Substation Blagoevgrad
6. Chelopech Mining EAD
7. Neochim PLC
8. Agropolychim AD
9. Energy Saving Contracts