

## Revenue

**For January 2013, according to preliminary data, the revenue from operations of Enemona Group of Companies reached BGN 11.618 million, with an expected total revenue from operations for Q1 2013 amounting to BGN 36.252 million.**

For January 2013 the revenue from construction and energy efficiency contracts, amounting to 53.02 % 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 36.33%.

The expected consolidated revenue from operations of the Group in Q1 2013 is with 18.90 % higher as compared to Q1 2012.

## Contracts

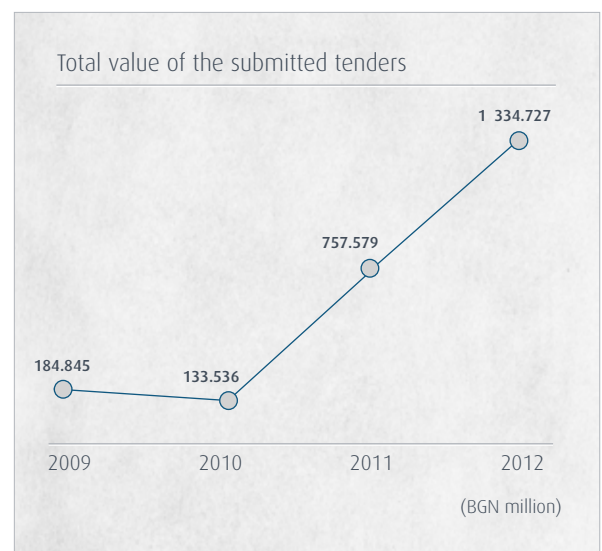
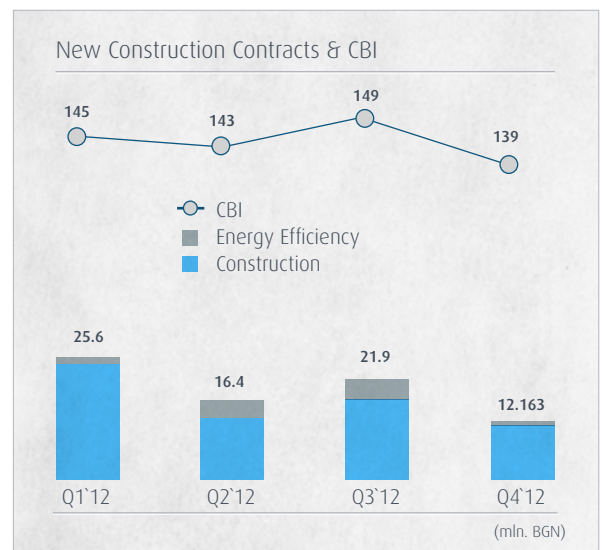
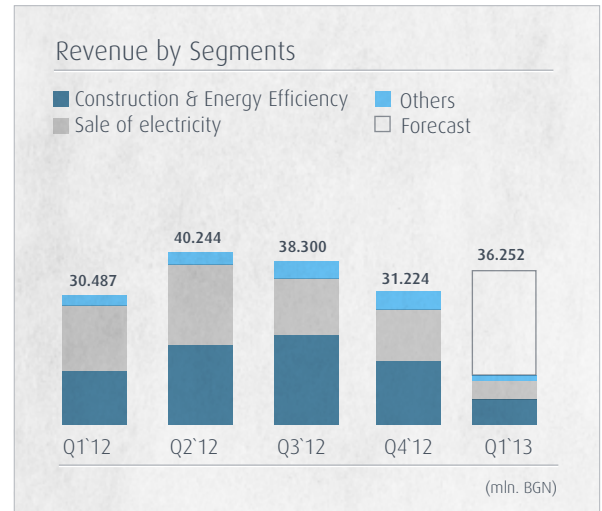
The value of the new construction and engineering contracts signed for January 2013 totaled BGN 92 thousand, excl. VAT. As of January 31, 2013 the company has received calls for final negotiations for contracts amounting to BGN 85,36 million.

**By end of December 2012, the Construction Backlog Indicator (CBI) on a consolidated basis amounted to BGN 119 million, a 15.00% decrease as compared to the end of Q1 of 2012**

The Construction Backlog Indicator on a consolidated basis as of January 31, 2013, according to preliminary data, reached BGN 119 million, a 15.00 % decrease as compared to the end of Q1 of 2012. The contracts, carried out by the Group abroad, had the largest share, amounting to over 89 % of the total value.

**By end of Q4 of 2012, the total value of the submitted tenders amounted to BGN 1 344 million, an 75 % increase as compared to Q4 of 2011**

The total value of the submitted tenders by the end of Q4 of 2012, amounted to BGN 1 344 million, an 75 % increase as compared to Q4 of 2011. 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 by the end of Q4 of 2012 increased with 899 %, as compared to 2010, the year in which the management of the company took a decision to enter into the European markets.





# Ongoing Projects

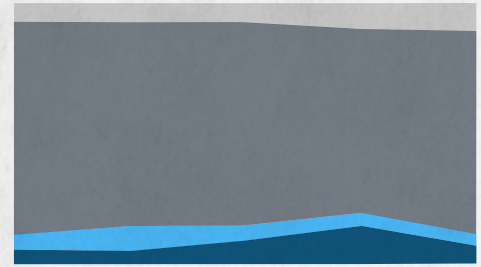
Centre for children, youth and psychosomatic medicine, Bergen

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,
9. Huckingen Power Plant

CBI by Type of Contractors



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

- 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