



## Revenue

**For the period January - February 2012, according to preliminary data, the revenue from operations of Enemona Group of Companies reached BGN 17.6 million, with an expected total revenue from operations for Q1 2012 amounting to BGN 29.5 million**

For the period January - February 2012 the revenue from sale of electricity, amounting to 59% of the revenue, had the largest share in the consolidated revenue from operations of Enemona Group. The revenue from construction contracts ranked second with 33%. The Management of Enemona expects that this tendency will stay the same until the end of the current quarter, whereas after March the revenue from construction contracts and energy efficiency will grow at an accelerated rate as compared to trade in electricity.

The expected decrease in the consolidated revenue from operations of the Group in Q1 2012 as compared to the same period of 2011 is primarily due to the lower revenue from construction contracts and energy efficiency, to which also contributed the bad weather conditions that led to the suspension of the activities at the open construction sites both in Bulgaria, and in Germany.

## Contracts

**The value of the new construction contracts signed in January and February 2012 almost doubled as compared to Q1 2011**

For the period January - February 2012 the companies from Enemona Group signed new contracts in the field of Engineering, Construction and Assembly Works amounting to BGN 8.41 million (excl. VAT). For the period, one new contract in the field of energy efficiency was signed with a subject: Implementation of engineering for energy efficiency with guaranteed results for the building of „Hristo Botev“ Primary School, in the village of Opan. The most significant newly signed contracts are with Bauer Elektroanlagen GmbH, Halle, Germany with a subject: Construction of a new building for the Office for Urban Planning and Environment in Hamburg Wilhelmsburg; with Helse Bergen HF, Norway, with a subject: Project for constructing a New centre for children, youth and psychosomatic medicine in the town of Bergen, Norway; and with Kozloduy NPP EAD with a subject: Delivery of ventilation and electrical equipment for the organization of areas of size reduction in machine room blocks 1-2 of Kozloduy NPP EAD.

**By the end of February 2012, the Construction Backlog Indicator (CBI) on a consolidated basis increased by 1.5% as compared to the end of 2011**

The Construction Backlog Indicator on a consolidated basis as of February 29, 2012, according to preliminary data, reached BGN 133 million, a 1.5% increase as compared to the end of 2011. The contracts, carried out by the Group abroad, had the largest share, amounting to over 90% of the total value. That fact reflects the Group's policy for focusing of the activities on foreign markets with high growth potential and good solvency, as well.

