

Investors' Bulletin

Enemona: Investors' Bulletin March 2013

Revenue

For the period January - February 2013, according to preliminary data, the revenue from operations of Enemona Group of Companies reached BGN 18.196 million, with an expected total revenue from operations for Q1 2013 amounting to BGN 31.385 million.

For the period January - February 2013 the revenue from construction and energy efficiency contracts, amounting to 44.84 % 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 42.97%.

The expected consolidated revenue from operations of the Group in Q1 2013 is with 2.94 % higher as compared to Q1 2012.

Contracts

The value of the new construction and engineering contracts signed for the period January - February 2013 totaled BGN 7.670 million, excl. VAT.

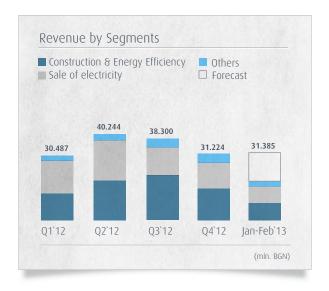
By end of Febuary 2013, the Construction Backlog Indicator (CBI) on a consolidated basis amounted to BGN 130 million, a 10.34 % decrease as compared to the end of Q1 of 2012

The Construction Backlog Indicator on a consolidated basis as of

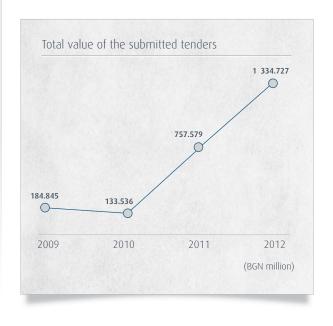
February 28, 2013, according to preliminary data, reached BGN 130 million, a 10.34 % decrease as compared to the end of Q1 of 2012. The contracts, carried out by the Group abroad, had the largest share, amounting to over 86 % of the total value.

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

