

Investors' Bulletin

Enemona: Investors' Bulletin December 2012

Revenue

For the period October - November 2012, according to preliminary data, the revenue from operations of Enemona Group of Companies reached BGN 19.415 million. The expected total revenue from operations for Q4 2012 amounting to BGN 35.122 million.

For the period October - November 2012 the revenue from construction and energy efficiency contracts, amounting to 49.27 % 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 42.24%.

The expected consolidated revenue from operations of the Group in Q4 2012 is with 33.64 % lower as compared to Q4 2011. That is due to the lower number of new signed contracts during the first two quarters of 2011 in comparison with those signed during the same period in 2010 and because of the longer weighted average period of execution of the contracts signed during the last two years.

Contracts

The value of the new construction and engineering contracts signed for the period October - November 2012 totaled BGN 1.803 million, excl. VAT

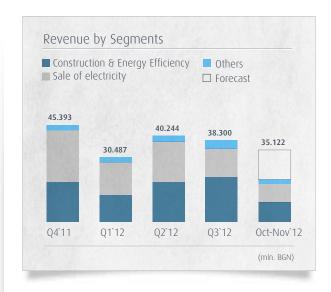
For the period October - November 2012, the companies from Enemona Group signed new contracts in the field of Engineering, Construction and Assembly Works amounting to BGN 1.803 million (excl. VAT). The most significant newly signed is an Annex to Contract with Imtech Deutschland GmbH& Co.KG, Germany, with a subject: Electrical Erection at a University in the town of Bielefeld, Germany.

By end of November 2012, the Construction Backlog Indicator (CBI) on a consolidated basis amounted to BGN 136 million, an 3.82% increase as compared to the end of Q4 of 2011

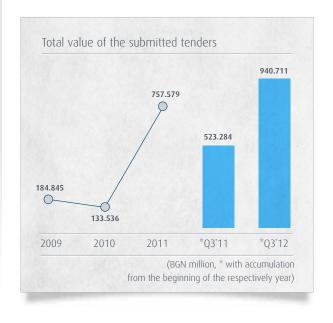
The Construction Backlog Indicator on a consolidated basis as of November 30, 2012, according to preliminary data, reached BGN 136 million, an 3.82 % increase as compared to the end of Q4 of 2011. The contracts, carried out by the Group abroad, had the largest share, amounting to over 90 % of the total value.

By end of Q3 of 2012, the total value of the submitted tenders amounted to BGN 940.711 million, an 79.77 % increase as compared to Q3 of 2011

The total value of the submitted tenders by the end of Q3 of 2012, amounted to BGN 940.711 million, an 79.77 % increase as compared to Q3 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 Q3 of 2012 increased with 604.46%, as compared to 2010, the year in which the management of the company took a decision to enter into the European markets.









Ongoing Projects

