

# ADVANCE TerraFund REIT (ATERA BU)

## MONTHLY NEWSLETTER – March 2008

### INVESTMENT ACTIVITY

Advance TerraFund REIT **owns land** for BGN 92 million (or **EUR 47 million**). In the total portfolio of the company after the revaluation 75% are agricultural land and 25% are urban land.

The company invests mainly in **the most fertile farmland** – 99% are with land category from 1 to 6 (out of 10 in total, where 1 is the best land), and respectively this is where the most developed farm companies are. The allocation of the acquired agricultural land is: Northeastern region – 44%, North Central region – 30%, Northwestern region - 15%, South Central region – 8% and Southeastern region – 3%.

As of March 31, 2007 Advance TerraFund REIT owns in total **21 700 ha** of agricultural land. The **average acquisition price** since launch date now is 2 170 BGN/ha (or **1 110 EUR/ha**).

Date	Paid ha	Average monthly price	Average portfolio price
Oct-05	600	840	840
Nov-05	1 100	872	854
Dec-05	2 100	851	859
Jan-06	2 500	869	864
Feb-06	3 200	898	869
Mar-06	4 500	925	890
Apr-06	5 700	1002	915
May-06	7 000	1023	941
Jun-06	8 400	1032	956
Jul-06	9 300	1094	977
Aug-06	10 300	1087	987
Sep-06	11 000	1068	992
Oct-06	11 500	1060	997
Nov-06	12 000	1117	1002
Dec-06	12 444	1077	1007
Jan-07	12 987	1213	1023
Feb-07	13 647	1169	1038
Mar-07	14 630	1252	1048
Apr-07	15 792	1268	1058
May-07	17 113	1278	1074
Jun-07	18 200	1278	1084
Jul-07	19 000	1273	1084
Aug-07	19 250	1273	1084
Sep-07	20 000	1278	1084
Oct-07	21 050	1355	1099
Nov-07	21 700	1380	1110
Dec-07	21 700	1380	1110
Jan-08	21 700	1380	1110
Feb-08	21 700	1380	1110
Mar-08	21 700	1380	1110

On March 31, 2008 Advance Terrafund REIT signed an agreement for an **investment loan** at the amount of **EUR 15 (fifteen) million** with the **National Bank of Greece, London Branch**, which will be utilized for refinancing of liabilities of Advance Terrafund REIT towards ING Bank N.V – Sofia branch at the amount of BGN 8 (eight) million, as well as for financing of the acquisition of agricultural and urban land. The interest rate that will be charged will be equal to 1-month EURIBOR + 2.5 (two and a half) percentage points per annum.

## LEASED AGRICULTURAL LAND

As of March 31, 2007 **the revenues received for the agricultural year 2006-2007** so far are BGN 670 300 (or **EUR 342 720**).

For the agricultural year 2007-2008, Advance TerraFund REIT has signed **rental contracts** for 13 220 ha of agricultural land, which represents **61%** of the land bought as of 2007-end. The **average rental payment** is 14 BGN/dca (or **71.6 EUR/ha**) and the **total expected amount from rentals** is BGN 1 852 000 (or **EUR 946 900**). For the current year 2007-2008 the rent payments have been insured by the Bulgarian Export Insurance Agency (BEIA). The lease contract signing campaign will last till the end of May, which is the deadline for the agricultural producers to submit their applications for the EU Single Area Payment subsidies.

## MARKET STATISTICS FOR MARCH 2008

	Price in BGN	Date
Start price	1.963	01.03.2008
Last price	1.956	31.03.2008
Highest (max) price	2.000	07.03.2008
Lowest (min) price	1.900	11.03.2008
Average for the month	1.941	
Value change	-0.007	
Change in %	-0.357%	

Market Cap in BGN	86 173 649	31.03.2008
Market Cap in EUR	44 059 887	31.03.2008

Number of trade sessions	20
Number of trades	196
Total number of shares traded	1 917 424
Average number of shares traded daily	95 871
Monthly volume in BGN	3 722 548
Monthly volume in EUR	1 903 309
Average daily volume in BGN	186 127
Average daily volume in EUR	95 165