

FINANCIAL DATA AND INFORMATION FOR THE YEAR FROM 1 JANUARY 2012 TO 31 DECEMBER 2012

(published according to C.L.2190/20, article 135 for entities preparing Annual Financial Statements, consolidated or not consolidated according to IAS)

The financial data and information presented below, aim to provide for a general overview of the financial position and the results of the Group and the Company HERACLES G.C.C. S.A. Therefore we suggest to readers, before proceeding to any investment decision or other transaction with the Group and the Company, to refer to the Company's website, where financial statements are published as well as the certified auditors' opinion, when it is necessary.

COMPANY'S INFORMATION

COMPANY'S NAME	: HERACLES GROUP OF COMPANIES
COMPANY'S REGISTERED ADDRESS	: 19.3 KLM MARKOPOULOU AV., 19002 PAANIA, ATTICA
COMPANIES REG. NO.	: 224201000
QUALIFIED PREFECTURE	: MINISTRY OF DEVELOPMENT - DEPARTMENT OF SOCIETE ANONYME AND TRUST
BOARD OF DIRECTORS COMPOSITION	: 1. Manolis Ch. Kyprianides - Chairman, 2. Louis Chavane - Vice Chairman, 3. Pierre Deleplanque - Managing Director, 4. Jean-Charles Blatz - Member, 5. Andreas G. Andreopoulos - Member, 6. Panos Kyriakopoulos - Member
ANNUAL FINANCIAL STATEMENTS APPROVAL DATE BY THE BOARD OF DIRECTORS	: 26 March 2013
CERTIFIED AUDITORS	: EPAMINONDAS H. GIOUROUKOS (REG. No SOEL: 10351) - GIANNOPOULOU D. FOTINI (REG. No SOEL: 24031)
AUDIT FIRM	: DELOITTE - HADJIPAVLOU, SOFIANOS & CAMBANIS S.A.- (REG. No SOEL: E 120)
TYPE OF AUDIT OPINION	: UNQUALIFIED
COMPANY'S WEBSITE	: www.lafarge.gr

STATEMENT OF FINANCIAL POSITION

Amounts in Euro thousand	GROUP		COMPANY	
	31/12/2012	31/12/2011	31/12/2012	31/12/2011
ASSETS				
Tangible assets	430,038	456,076	396,881	420,226
Intangible assets	32,013	32,785	500	1,056
Other non current receivables	20,584	18,520	66,558	115,316
Inventories	57,462	57,078	52,011	50,721
Trade and other receivables	59,035	106,730	74,859	77,930
Other current assets	2,736	10,924	1,806	10,305
Non current assets available for sale	0	9,044	0	9,044
Cash & cash equivalents	61,598	145,924	58,130	131,380
TOTAL ASSETS	663,466	837,081	650,745	815,978
EQUITY AND LIABILITIES				
Share capital	120,841	190,502	120,841	190,502
Other equity figures	326,154	400,659	363,055	437,558
Total Shareholders' equity (a)	446,995	591,161	483,896	628,060
Non-controlling interest (b)	(131)	96	0	0
Total Equity (c) = (a) + (b)	446,864	591,257	483,896	628,060
Provisions / Other non current liabilities	55,877	76,985	72,635	90,302
Short term bank loans	57,155	58,035	0	0
Other current liabilities	103,570	110,804	94,214	97,616
Total Liabilities (d)	216,602	245,824	166,849	187,918
TOTAL EQUITY AND LIABILITIES (c) + (d)	663,466	837,081	650,745	815,978

STATEMENT OF CHANGES IN EQUITY

Amounts in Euro thousand	GROUP		COMPANY	
	31/12/2012	31/12/2011	31/12/2012	31/12/2011
Equity opening balance (1/1/2012 and 1/1/2011 respectively)	591,257	646,409	628,060	673,617
Increase/ (decrease) of share capital	(69,661)	0	(69,661)	0
Total comprehensive income after tax	(74,732)	(55,152)	(74,503)	(45,557)
Equity closing balance (31/12/2012 and 31/12/2011 respectively)	446,864	591,257	483,896	628,060

STATEMENT OF COMPREHENSIVE INCOME

Amounts in Euro thousand	GROUP		COMPANY	
	1/1-31/12/2012	1/1-31/12/2011	1/1-31/12/2012	1/1-31/12/2011
Turnover (Sales)	228,161	277,515	201,774	239,402
Gross profit / (loss)	(7,203)	32,572	(9,486)	26,530
Earnings / (losses) before interest & tax	(89,624)	(50,642)	(91,805)	(44,831)
Profit / (loss) for the year before tax	(89,622)	(55,766)	(88,718)	(46,975)
Net profit / (loss) for the year after tax (a)	(76,502)	(55,864)	(76,385)	(46,286)
Attributable to:				
Company's shareholders	(76,275)	(55,898)	(76,385)	(46,286)
Non-controlling interest	(27)	34	0	0
Other comprehensive income after tax (b)	1,770	712	1,882	729
Total comprehensive income after tax (a) + (b)	(74,732)	(55,152)	(74,503)	(45,557)
Allocated to:				
Company's shareholders	(74,505)	(55,186)	(74,503)	(45,557)
Non-controlling interest	(27)	34	0	0
Earnings / (losses) per share after tax (in €)	(1.0762)	(0.7859)	(1.0746)	(0.6512)
Earnings / (losses) before interest, tax, depreciation and amortization	(49,269)	(5,426)	(54,732)	(3,109)

STATEMENT OF CASH FLOWS

Indirect method Amounts in Euro thousand	GROUP		COMPANY	
	1/1-31/12/2012	1/1-31/12/2011	1/1-31/12/2012	1/1-31/12/2011
Operating activities				
Profit / (loss) of the year before tax	(89,622)	(55,766)	(88,718)	(46,975)
Plus / less adjustments for:				
Depreciation	40,355	45,216	37,073	41,722
Impairment of tangible and intangible fixed assets	469	21,748	230	21,748
Provisions	20,520	18,439	36,168	24,421
Foreign exchange differences	(237)	1,018	(217)	1,128
Gain / (loss) from derivatives valuation	20	(71)	20	(71)
Income / (expenses), profit / (losses) from investing activities	(2,608)	(568)	(3,781)	(1,544)
Interest and related expenses	3,109	7,035	1,080	4,633
Plus/ less adjustments for changes in working capital accounts or relevant with operating activities:				
Decrease / (increase) in inventories	(1,357)	(6,154)	(2,356)	(5,931)
Decrease / (increase) in receivables	15,859	6,541	7,639	5,509
(Decrease) / increase in liabilities (excl. bank loans)	7,069	(16,470)	11,524	(16,322)
Less :				
Interest and related expenses paid	(2,413)	(2,999)	(589)	(565)
Taxes paid	(630)	(8,637)	(274)	(7,451)
Total inflow / (outflow) from operating activities (a)	(9,466)	9,332	(2,201)	20,302
Investing activities				
Acquisition of subsidiaries, affiliates, joint-ventures and other investments	0	(1)	0	(31)
Intercompany loans	0	0	(30)	0
Proceeds from repayments of intercompany loans	0	0	1,675	0
Purchases of tangible and intangible fixed assets	(5,942)	(17,917)	(5,374)	(16,490)
Proceeds from disposals of tangible and intangible assets	1,462	965	1,069	755
Proceeds (payments) from the sale (purchase) of investments (shares, securities)	100	200	0	0
Interest received	221	1,110	1,306	1,941
Total inflow / (outflow) from investing activities (b)	(4,159)	(15,643)	(1,354)	(13,825)
Financing activities				
Proceeds / (payments) from share capital increase / (decrease)	(69,661)	0	(69,661)	0
Loan proceeds	3,969	56,249	0	0
Loan repayments	(4,849)	(41,823)	0	(1,017)
Payments of obligations under finance leases	(151)	(193)	(25)	(42)
Dividends paid	(9)	0	(9)	0
Total inflow / (outflow) from financing activities (c)	(70,701)	14,233	(69,695)	(1,059)
Net increase / (decrease) in cash and cash equivalents (a)+(b)+(c)	(84,326)	7,922	(73,250)	5,418
Cash and cash equivalents at the beginning of the year	145,924	138,002	131,380	125,962
Cash and cash equivalents at the end of the year	61,598	145,924	58,130	131,380

ADDITIONAL DATA AND INFORMATION

- The basic accounting principles used, are consistent to those followed in the 31 December 2011 published annual financial statements of the Group and the Company. There are reclassifications to the already published accounts of Group and Company Statement of Financial Position, for presentation purposes, analysis of which is presented in note 31 of the annual financial statements.
- The LAFARGE Group with registered office in Paris, which holds, as at 31 December 2012, 88.99% of the issued share capital of HERACLES G.C.C., prepares consolidated financial statements, including the financial statements of the Group, using the full consolidation method.
- The unaudited by tax authorities fiscal years of the Group companies are described in note 26 of the annual financial statements.
- Related to the litigation issues that have or may have a material effect in the Company's and Group's financial position or activity the following are noted:
Various plots of land have been declared as forests, sea shores and archaeological sites and their ownership is disputed by the Greek State and various third parties.
The maximum risk, from these disputes, for the Group and the Company is estimated at 1,747 Euro thousand and 1,724 Euro thousand respectively. No provision has been made in the financial statements, as it is unlikely that such risk will eventually occur.
As at 31 December 2012, there are pending lawsuits against the Group amounting to 59,848 Euro thousand of which 44,560 Euro thousand relate to pending lawsuits against the Company that are being handled legally and their outcome is uncertain. The maximum risk from the final decisions on the above cases is estimated at 22,521 Euro thousand of which 17,597 Euro thousand relate to the maximum risk from the final decisions on the Company's cases. No relative provision has been made in the financial statements, as it is unlikely that such risk will eventually occur.
Furthermore, as at 31 December 2012, there are pending lawsuits against the Group amounting to 5,368 Euro thousand of which 5,350 Euro thousand relate to pending lawsuits against the Company that are being handled legally and their outcome, as estimated by management, will be probably negative. The maximum risk from the final decisions on the above cases is estimated at 2,302 Euro thousand of which 2,287 Euro thousand relate to the maximum risk from the final decisions on the Company's cases.
For these risks the Group has recognised "Provisions for pending litigations". The amounts of accumulated provisions for the Group and the Company are described in the table below:
Amounts in Euro thousand

	GROUP	COMPANY
Provisions for pending litigations	2,302	2,287
Provision for staff retirement	40,191	38,034
Other provisions	17,929	36,345
Total provisions	60,422	76,666
- The number of employees for the Group and the Company as at 31 December 2012, is 1,223 (31/12/2011: 1,475) and 978 (31/12/2011: 1,190) respectively.

- Transactions and balances between the Group and the Company and their related parties are disclosed below according to IAS 24:

Amounts in Euro thousand	GROUP	COMPANY
Income	102,777	112,764
Expenses	12,724	29,946
Receivables	7,394	35,955
Payables	4,271	12,747
Salaries and expenses of general managers and BoD members	3,639	2,329
Receivables from general managers and BoD members	0	0
Payables to general managers and BoD members	0	0

- Amounts and nature of other comprehensive income after tax are as follows:

Amounts in Euro thousand	GROUP		COMPANY	
	31/12/2012	31/12/2011	31/12/2012	31/12/2011
Actuarial gains / (losses) net of deferred tax	1,784	(404)	1,882	(312)
Gain on valuation of derivatives net of deferred tax	0	1,041	0	1,041
Other equity movements	(14)	75	0	0
Other comprehensive income after tax	1,770	712	1,882	729

- There are not any own shares held by the Group companies (treasury shares).

- Significant events after the reporting date of the financial statements: Heracles GCC, following a decision of the Company's Board of Directors on 25/03/2013, announces on 26/03/2013 the reorganization of its cement production structure, details for the reorganization are described in note 32 of the annual financial statements.

Based on L. 4110/2013 "Settings on income taxation, regulation of issues concerning the Ministry of Finance and other provisions", voted in January 2013, from year 2013 onwards, the income tax rate will be 26%. The Group estimated the effect of the change in tax rate for year 2012 and concluded that an additional deferred tax asset of 4,028 Euro thousand would occur. According to the Company's Management best knowledge, no other subsequent events exist that may have a significant impact on the Group's and the Company's financial position.

- The trade name, the registered address, the consolidation method and the percentage of direct and indirect participation of the parent company in the consolidated companies are described in note 15 of the financial statements.

- Modifications of consolidation structure:
Compared to the previous year (1 January - 31 December 2011), there are no modifications in Group consolidation structure.
There is a detailed description of the companies included in consolidated financial statements in note 15 of the financial statements.

- EKEPY S.A., STEGI OF THE GREEK INDUSTRY and UNICEN are not included in the consolidation, due to their immaterial impact as described in note 16 of the financial statements.

- There is not any change in the consolidation method of the companies compared to the previous year (1 January - 31 December 2011).

Paiania, 26 March 2013

THE CHAIRMAN OF THE BOARD OF DIRECTORS
MANOLIS CHRIS KYPRIANIDES
I.D. AZ 007012

THE MANAGING DIRECTOR
PIERRE DELEPLANQUE
PASP. No. 07CV39073

THE CHIEF FINANCIAL OFFICER
MICHALIS T. MICHELIS
PERM. No. 29960