

FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM 1 JANUARY 2012 TO 30 SEPTEMBER 2012

(according to decision 4/507/28.04.2009 of the Capital Market's Committee Board of Directors)

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 web site of the Company where financial statements are published, as well as the certified auditors' opinion when it is required.

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.	: 13576/06/B/86/096
QUALIFIED PREFECTURE	: MINISTRY OF DEVELOPMENT - DEPARTMENT OF SOCIETE ANONYME AND TRUST
FINANCIAL STATEMENTS APPROVAL DATE BY THE BOARD OF DIRECTORS	: 26 November 2012
COMPANY'S WEBSITE	: www.lafarge.gr

STATEMENT OF FINANCIAL POSITION

Amounts in Euro thousand	GROUP		COMPANY	
	30/9/2012	31/12/2011	30/9/2012	31/12/2011
ASSETS				
Tangible assets	437,253	456,076	403,635	420,226
Intangible assets	32,204	32,785	624	1,056
Other non current assets	21,766	18,520	68,027	115,316
Inventories	46,731	57,078	40,686	50,721
Trade receivables	68,665	97,662	56,559	71,816
Other current assets	12,341	19,992	36,057	16,419
Non current assets available for sale	0	9,044	0	9,044
Cash & cash equivalents	116,599	145,924	111,261	131,380
TOTAL ASSETS	735,559	837,081	716,849	815,978
LIABILITIES & EQUITY				
Share capital	190,502	190,502	190,502	190,502
Other equity figures	327,666	400,659	362,221	437,558
Total Shareholders' equity (a)	518,168	591,161	552,723	628,060
Non-controlling interest (b)	(120)	96	0	0
Total Equity (c) = (a) + (b)	518,048	591,257	552,723	628,060
Provisions/ Other non current liabilities	69,847	76,985	84,521	90,302
Short term bank loans	58,405	58,035	0	0
Other current liabilities	89,259	110,804	79,605	97,616
Total Liabilities (d)	217,511	245,824	164,126	187,918
TOTAL EQUITY AND LIABILITIES (c) + (d)	735,559	837,081	716,849	815,978

STATEMENT OF CHANGES IN EQUITY

Amounts in Euro thousand	GROUP		COMPANY	
	30/9/2012	30/9/2011	30/9/2012	30/9/2011
Equity opening balance (1/1/2012 and 1/1/2011 respectively)	591,257	646,409	628,060	673,619
Total comprehensive income after tax	(73,209)	(30,684)	(75,337)	(18,487)
Equity closing balance (30/9/2012 and 30/9/2011 respectively)	518,048	615,725	552,723	655,132

STATEMENT OF COMPREHENSIVE INCOME

Amounts in Euro thousand	GROUP		COMPANY	
	Continued operations 1/1-30/9/2012	Continued operations 1/1-30/9/2011	Continued operations 1/1-30/9/2012	Continued operations 1/1-30/9/2011
Turnover (Sales)	173,412	215,007	151,934	186,226
Gross profit / (loss)	(9,747)	37,454	(11,675)	31,672
Earnings / (losses) before interest & tax	(81,807)	(31,073)	(86,344)	(21,612)
Profit / (loss) for the period before tax	(82,130)	(32,487)	(84,380)	(20,423)
Net profit / (loss) for the period after tax (a)	(70,129)	(32,226)	(72,273)	(20,063)
Allocated to:				
Company's shareholders	(69,913)	(32,134)	(72,273)	(20,063)
Non-controlling interest	(216)	(92)	0	0
Other comprehensive income after tax (b)	(3,080)	1,542	(3,064)	1,576
Total comprehensive income after tax (a) + (b)	(73,209)	(30,684)	(75,337)	(18,487)
Allocated to:				
Company's shareholders	(72,993)	(30,592)	(75,337)	(18,487)
Non-controlling interest	(216)	(92)	0	0
Earnings / (losses) per share after tax (in €)	(0.9866)	(0.4534)	(1.0167)	(0.2822)
Earnings / (losses) before interest, tax, depreciation and amortization	(51,317)	2,907	(58,356)	9,726

Indirect method Amounts in Euro thousand	GROUP		COMPANY	
	1/1-30/9/2012	1/1-30/9/2011	1/1-30/9/2012	1/1-30/9/2011
Operating activities				
Profit / (loss) of the period before tax	(82,130)	(32,487)	(84,380)	(20,423)
Plus / less adjustments for:				
Depreciation	30,490	33,980	27,988	31,338
Impairment of tangible and intangible fixed assets	0	21,226	0	21,226
Provisions	28,885	15,352	42,841	14,921
Foreign exchange differences	(216)	1,167	(196)	1,089
Gain / (loss) from derivatives valuation	(245)	15	(245)	15
Income / (expenses), profit / (losses) from investing activities	(3,005)	(461)	(3,802)	(1,184)
Interest and related expenses	3,120	2,240	1,610	346
Plus / less adjustments for changes in working capital accounts or relevant with operating activities:				
Decrease / (increase) in inventories	9,759	(9,723)	9,093	(9,491)
Decrease / (increase) in receivables	3,015	(18,172)	(2,576)	(17,543)
(Decrease) / increase in liabilities (excl. bank loans)	(12,468)	(11,718)	(7,856)	(10,499)
Less :				
Interest and related expenses paid	(2,271)	(2,093)	(770)	(236)
Taxes paid	(605)	(5,842)	(274)	(5,450)
Total inflow / (outflow) from operating activities (a)	(25,671)	(6,516)	(18,567)	4,109
Investing activities				
Acquisition of subsidiaries, affiliates, joint-ventures and other investments	0	0	0	(1)
Intercompany loans	0	0	(30)	0
Proceeds from repayments of intercompany loans	0	0	1,675	0
Purchases of tangible and intangible fixed assets	(5,075)	(14,874)	(4,712)	(13,316)
Proceeds from disposals of tangible and intangible assets	881	678	542	484
Proceeds (payments) from the sale (purchase) of investments (shares, securities)	100	200	0	0
Interest received	228	758	1,001	1,424
Total inflow / (outflow) from investing activities (b)	(3,866)	(13,238)	(1,524)	(11,409)
Financing activities				
Loan proceeds	3,959	56,177	0	0
Loan repayments	(3,589)	(41,666)	0	(766)
Payments of obligations under finance leases	(149)	(182)	(19)	(32)
Dividends paid	(9)	0	(9)	0
Total inflow / (outflow) from financing activities (c)	212	14,329	(28)	(798)
Net increase / (decrease) in cash and cash equivalents (a)+(b)+(c)	(29,325)	(5,425)	(20,119)	(8,098)
Cash and cash equivalents at the beginning of the period	145,924	138,002	131,380	125,962
Cash and cash equivalents at the end of the period	116,599	132,577	111,261	117,864

ADDITIONAL DATA AND INFORMATION

- The basic accounting principles used, are consistent to those followed in the 31 December 2011 annual financial statements of the Group and Company. There are reclassifications to the already published accounts of Group and Company condensed Statement of Financial Position, for presentation purposes, analysis of which is presented in note 19 of the interim financial statements.
- The LAFARGE Group with registered office in Paris, which holds, as at 30 September 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 16 of the interim financial statements.
- Related to the legal litigation issues that have or may have a material effect in the Group's and Company'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 30 September 2012, there are pending lawsuits against the Group amounting to 61,081 Euro thousand of which 45,825 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 23,337 Euro thousand of which 18,317 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 30 September 2012, there are pending lawsuits against the Group amounting to 5,313 Euro thousand of which 5,274 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 2,292 Euro thousand of which 2,253 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 legal litigation". 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 legal litigation	2,292	2,253
Provision for staff retirement	54,998	51,857
Other provisions	16,757	34,978
Total provisions	74,047	89,088

- The number of employees for the Group and the Company as at 30 September 2012, is 1,273 (30/9/2011: 1,535) and 1,010 (30/9/2011: 1,228) respectively.

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

Amounts in Euro thousand	GROUP	COMPANY
Income	75,351	82,526
Expenses	8,889	20,743
Receivables	9,808	38,318
Payables	5,411	11,835
Salaries and expenses of general managers and BoD members	2,702	1,766
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	
	30/9/2012	30/9/2011	30/9/2012	30/9/2011
Actuarial gain / (loss) net of deferred tax	(3,235)	915	(3,235)	915
Gain / (loss) on valuation of derivatives net of deferred tax	171	661	171	661
Other equity movements	(16)	(34)	0	0
Other comprehensive income after tax	(3,080)	1,542	(3,064)	1,576

- There are not any own shares held by the Group companies.
- Significant events after the reporting date of the financial statements: According to the Company's Management best knowledge, no other subsequent events after 30/9/2012 exist that may have a significant financial impact on the Group and the Company.
- The name, the registered address, the consolidation method and the direct and indirect percentage of participation of the parent company in the consolidated companies are described in the note 14 of the interim financial statements.
- Modifications of consolidation structure:
Compared to the respective period of the previous year (1 January - 30 September 2011) the subsidiary SUPER BETON S.A. I MARKOULAKIS is not included in consolidation due to its absorption by the subsidiary LAFARGE BETON S.A. The subsidiary NAFSIKA SOC. NAV. is not included in consolidation as well, as it was liquidated.
Also, in the current period, the company E.D.A.K.E. S.A. is consolidated through the proportional method whereas it was not included in consolidation in the respective period of the previous year.
The above mentioned changes do not effect more than 25% the account of sales, profit / (loss) after tax and minority interests and shareholders' net equity of the Group.
- EKEPI S.A., STEGI OF THE GREEK INDUSTRY and UNICEN are not included in consolidation, due to their immaterial impact as described in note 14 of the interim 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 November 2012

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