Annual Report 2012

HELMA
Eigenheimbau AG

The HELMA Group at a glance

Earnings and dividend		2012	2011	2010	2009	2008
Revenue	in € million	114.0	103.6	74.5	62.4	56.6
EBITDA	in € million	8.8	6.1	3.9	2.4	0.7
Operating earnings (EBIT)	in € million	7.3	4.8	2.7	1.1	-0.4
Earnings before tax (EBT)	in € million	5.8	3.4	1.9	0.2	-1.2
Net income after minority interests	in € million	3.8	2.3	1.3	0.2	-0.9
Earnings per share*	in €	1.33	0.83	0.50	0.07	-0.36
Dividend per share	in €	0.35**	0.20	0.00	0.00	0.00
Adjusted gross profit margin	in %	23.7	21.4	21.6	21.8	20.7
EBIT margin	in %	6.4	4.6	3.7	1.8	-0.7
Return on sales (ROS)	in %	3.4	2.3	1.8	0.3	-1.7

Sales performance		2012	2011	2010	2009	2008
Net new orders received	in € million	131.4	106.8	97.6	86.6	69.0

Selected balance sheet items and key figures		12/31/2012	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Property, plant and equipment	in € million	15.0	16.3	14.6	14.9	15.5
Inventories including land	in € million	35.8	19.8	8.6	5.6	5.8
Cash an cash equivalents	in € million	1.5	3.8	3.1	2.5	2.2
Equity	in € million	20.4	17.1	12.2	10.9	10.7
Net debt	in € million	36.3	16.6	10.3	8.8	10.7
Total assets	in € million	84.6	63.9	43.0	35.4	34.4
Equity ratio	in %	24.1	26.7	28.4	30.8	31.1

Other data	12/31/2012	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Number of employees	188	164	131	108	103
Number of showhouses	38	38	37	37	38

* Relative to the average number of shares in circulation during the financial year
**Proposal

Corporate responsibility

The HELMA Group is committed to its sustained responsibility to the environment, its employees and society.

As part of our activities, we take care to utilise resources as sparingly as possible, and in doing so to motivate others to follow us on this path.

We support our employees in their endeavours to learn and develop, as well as to take an active and healthy role in society.

We are also committed over and beyond the immediate scope of our company. HELMA promotes the development of children in different life phases, both with financial commitment, and the provision of materials and services.

HELMA takes responsibility.

Contents

HELMA
Eigenheimbau AG

WE ENJOY BUILDING FOR YOUR LIFE.

Planning and construction of individual solid construction detached and semi-detached houses for private homeowners.

HELMA
Wohnungsbau

WE OFFER HOME OWNERSHIP ON A ONE-STOP-SHOP BASIS.

Project management and development of infrastructurally attractive land as all-in packages for private owner-occupier buyers and institutional residential real estate investors.

HELMA Ferienimmobilien

We combine quality of life and return on investment.

Development, construction and sale of holiday properties in popular vacation regions.

Hausbau FINANZ

We look for the ideal financing arrangement.

Independent search and broking of financing offers and insurance services for private homebuilding.

HELMA Eigenheimbau AG is the pioneer in offering innovative energy-saving houses across the whole of Germany.

The utilisation of zero-cost solar energy to produce both heating and electricity forms the focus in this context.

Genuine sustainability and high energy-efficiency in housebuilding is already possible today.

HELMA houses are individual and innovative, built using solid construction methods, and secure. Each of them has its own genuine character.

Just like their owners.

A NEW DISTRICT

In the Berlin district of Karlshorst, HELMA has created a new city district called the "Carlsgarten" almost entirely on its own.

With the help of HELMA Wohnungsbau GmbH, many hundreds of private homeowners have already found their own new homes at this location.

Detached houses, terraced houses, quiet streets, green gardens, and children – Berlin is alive here.

At home in Berlin

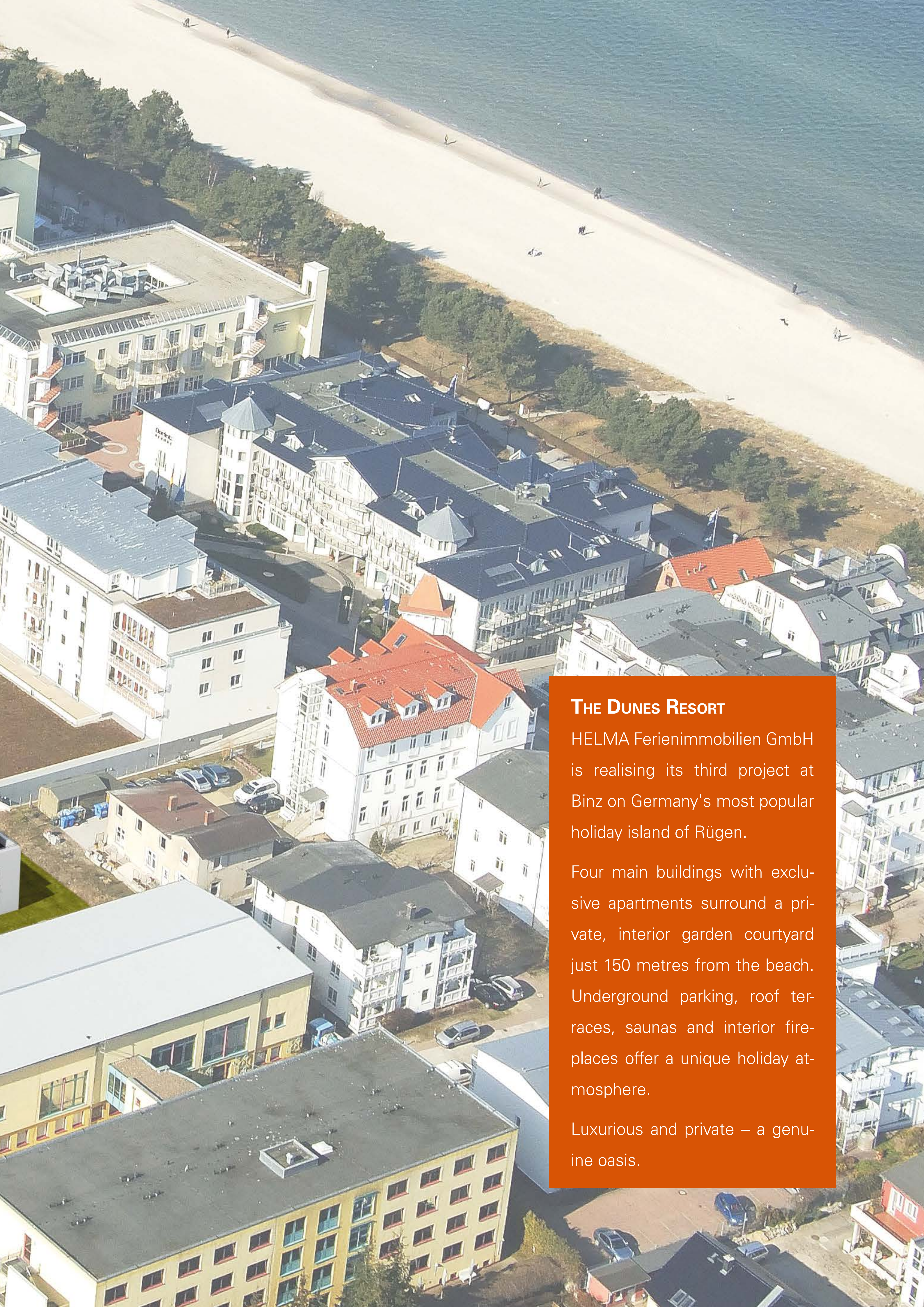
With three housing blocks including a total of 61 apartments, the Einbecker Strasse in Berlin-Lichtenberg will offer many people a new home in the future. Surrounded by playgrounds, parks and attractive infrastructure, this estate developed by HELMA Wohnungsbau GmbH offers all the benefits of city living.

A worthwhile investment.

White beach villas

In Port Olpenitz in Schleswig-Holstein, HELMA Ferienimmobilien GmbH is making the eternal dream of seaside living come true. Just a few metres from the Baltic Sea, attractive white beach villas beckon with private beaches, boat moorings and luxurious furnishings.

A dream – right here.



The Dunes Resort

HELMA Ferienimmobilien GmbH is realising its third project at Binz on Germany's most popular holiday island of Rügen.

Four main buildings with exclusive apartments surround a private, interior garden courtyard just 150 metres from the beach. Underground parking, roof terraces, saunas and interior fireplaces offer a unique holiday atmosphere.

Luxurious and private – a genuine oasis.


MUSTERHAUS PARK
HELMA

HELMA Eigenheimbau AG

Annual Report 2012

Karl-Heinz Maerzke
Management Board Chairman

Gerrit Janssen
Management Board member

Letter to the shareholders

Dear shareholders,

It gives us pleasure to report to you that we already reached our medium-term EBIT margin target of 6-8% in the 2012 financial year, thereby successfully progressing with our continuous profitability growth. On revenue up by 10% to €114.0 million, and consolidated EBIT reporting 53% growth to €7.3 million, the EBIT margin amounted to 6.4% in 2012.

The tangible improvement in gross profit margins made a particular contribution to this positive trend, being attributable to the further expansion of our high-margin property development business and a greater centralisation of the awarding of orders, among other factors. The investments that we have realised over recent years are making themselves fully evident as a consequence.

At this juncture, we would also like to particularly emphasise our more recent subsidiaries' positive business trends. Hausbau Finanz GmbH, which brokered €62.2 million of building financing facilities in 2012, represents a real enrichment of our service range, and HELMA Ferienimmobilien GmbH is well on its way to rapidly establishing itself as one of the leading companies in Germany in the holiday property development area. Both companies made important contributions to the positive overall performance of the HELMA Group.

Based on these positive empirical figures, we decided in early 2013 to expand the high-growth HELMA Wohnungsbau GmbH property development subsidiary, and also develop residential real estate projects in the future that are destined for sale to institutional investors. We are firmly convinced that this new area will grow well over the medium term, contributing up to €30 million per year in revenue from the 2015 financial year.

On the sales and marketing side, too, a new record was achieved with net new order intake up by 23% to reach €131.4 million. With a look to the good order book position and the large number of attractive property development projects that will realise revenues in the coming years, we can assume significant revenue and earnings growth rates to continue in the subsequent financial years.

Our special thanks are due to all HELMA Group employees and specialist advisers whose committed and successful work in 2012 contributed to a further record year. We would also like to extend our warm thanks to the Supervisory Board for our trusting and constructive collaborative work, as well as to you, dear shareholders, customers and business partners of the HELMA Group, for your trust and support.

Yours sincerely,

Karl-Heinz Maerzke
Management Board Chairman

Gerrit Janssen
Management Board member

The Share/Investor Relations

Listing of the HELMA share

HELMA Eigenheimbau AG has been listed in the Entry Standard of the Frankfurt Securities Exchange (FWB) since September 19, 2006. The HELMA share is traded on the stock exchanges of Berlin, Düsseldorf, Frankfurt, Hamburg, and Stuttgart, as well as on the XETRA electronic trading system.

Key data

Class	Nil-par ordinary bearer shares
ISIN	DE000A0EQ578
Ticker symbol	H5E
Share capital	€2,860,000
Initial listing	September 19, 2006
Market segment	Entry Standard
Designated Sponsor	M.M. Warburg & CO KGaA

Share data

Total number of shares on January 2, 2012	2,860,000
Total number of shares on December 28, 2012	2,860,000
Market capitalisation on January 2, 2012	€24.0 million
Market capitalisation on December 28, 2012	€28.9 million
Closing price on January 2, 2012	€8.39
Closing price on December 28, 2012	€10.11
Highest closing price for the year in 2012	€11.25
Lowest closing price for the year in 2012	€7.80

Performance of the HELMA share

The HELMA share opened 2012 at a price of €8.39, rising to reach €10.11 by the year-end in a relatively low fluctuation range. It appreciated by around 21% over the course of the year as a consequence. The HELMA share reached its high for the year of €11.25 in early July 2012.

The HELMA share has made a spectacular start to the current financial year. Both the announcement of good new order intake figures in January 2013 and the positive preliminary figures published in March 2013 fed through to marked share price gains. The HELMA share has already risen by almost one half overall in 2013, closing on March 14, 2013 at a multi-year high of €15.32.

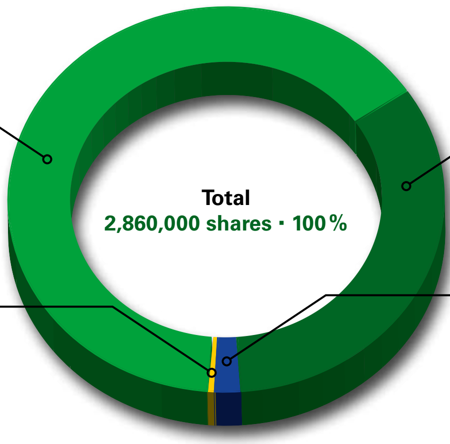
Performance of the HELMA share compared to the Entry Standard Index

Analyst coverage

The HELMA share continued to be covered in 2012 by the following analysts: Torsten Klingner (Warburg Research), Felix Parmantier (Close Brothers Seydler Research), and Cosmin Filker (GBC Research). All three research houses report in their studies and comments on the company's positive development, recommending the HELMA share as a Buy. The analysts' current recommendations can be downloaded from the HELMA website, within the Investor Relations area.

Shareholder structure

Around 64.4% of HELMA Eigenheimbau AG shares are owned as of December 31, 2012, by company founder and Management Board Chairman Karl-Heinz Maerzke. A further 2.4% are held by Management Board member/CFO Gerrit Janssen and senior management members. The free float stood at 33.2% at the financial year-end.



as of December 31, 2012

Dividend

For the first time since our IPO in September 2006, we paid a dividend of €0.20 per dividend-entitled share last July.

In its single-entity financial statements prepared according to the accounting principles of the German Commercial Code (HGB), HELMA Eigenheimbau AG reports unappropriated retained earnings of €4,616,310.56 for the 2012 financial year on net income of €3,494,977.98.

Due to the positive earnings trend in the 2012 fiscal year, the Management and Supervisory boards will propose to the Shareholders' General Meeting to be held on July 5, 2013, that it approves the distribution of a dividend of €0.35 per dividend-entitled ordinary share, consequently €1,001,000.00, and that the remaining amount of €3,615,310.56 be carried forward to a new account.

The total amount of dividends and the amount to be carried forward to a new account in the forthcoming resolution proposal for the application of unappropriated retained earnings are based on dividend-entitled share capital of €2,860,000.00, split into 2,860,000 ordinary shares.

Our dividend policy is oriented to a high degree of continuity. Presupposing that earnings trends stay positive, and that the company's liquidity position remains robust, this policy envisages a 25% to 35% future payout rate based on the net income generated by the parent company. Accordingly, we wish not only for our shareholders to participate directly in the company's success and profitability, but also to invest most of our profits in the company's continued growth, thereby strengthening its equity accordingly.

Tax-free dividend status

Dividends paid to shareholders based in Germany are normally subject to income or corporation tax. Private investors are charged with the definitive withholding tax at a flat rate of 25% plus the solidarity surcharge as from 2009. Exceptions may be made under certain circumstances for dividend payments that are regarded as equity repayments for tax purposes (distributions from the tax-recognised contribution account). The dividend of HELMA Eigenheimbau AG satisfies this precondition. The dividend payment constitutes untaxable (i.e. tax-free) income for shareholders in accordance with section 20 (1) clause 1 sentence 3 of the Einkommensteuergesetz (German Income Tax Act). However since 2009 these distributions are taxable due to the new legal status, as capital gains from securities are subject to tax if they are bought after December 31, 2008. In this case the acquisition costs are reduced by the dividends and lead to higher capital gains at the time of the disposal.

Investor relations activities

Last year, we participated in investor conferences in Frankfurt, Munich and Paris, and held roadshow days in Frankfurt, Hamburg and Stuttgart. We extensively presented our company to a large number of analysts, investors and financial journalist, and held update meetings.

Our business development continued to be commented on in numerous articles in 2012. In particular, several such articles reported on the HELMA share and the corporate bond. Some headlines from the articles that have appeared have been presented by way of example on the following pages.

We will continue with our intensive investor relations work during the current business year. We plan to participate in investor conferences in Frankfurt, Zurich and Munich in May, September and December. We will also hold an international roadshow in April 2013.

HELMA share and corporate bond in the financial press (extracts)

Platow Börse, June 13, 2012

Positive trend set to continue.

BOND MAGAZINE, June 11, 2012

Extremely positive business trends at HELMA prove persuasive

Platow Börse, October 17, 2012

HELMA benefits from construction boom – significant, 21 percent year-on-year net new order intake growth.

Capital Depesche, January 18, 2013

HELMA reports record orders – new order intake up 23 percent to EUR 131.4 million.

Effecten Spiegel, July 26, 2012

HELMA Eigenheimbau continues to appeal

Value Depesche, 37-2012

Housebuilder HELMA Eigenheimbau reports business success with residential and vacation homes.

Focus, May 7, 2012

HELMA reports dynamic growth

Der Aktionär, June 6, 2012

Appealing dividend – HELMA Eigenheimbau aims to pay regular dividends in the future

nebeneffectenBrief, November 2012

Key P&L figures reflect continuous uptrend over past five years

Niedersächsische Wirtschaft, April 1, 2012

HELMA Eigenheimbau AG – 2011 revenue up 39 percent to around EUR 104 million

Platow Börse, October 17, 2012

HELMA Eigenheimbau more than triples revenue since 2005. Signs of continued success in the future.

Der Aktionär, September 26, 2012

Solid (construction) growth – HELMA Eigenheimbau continues positive business trend in first six months of 2012.

Effecten Spiegel, September 27, 2012

HELMA stays on its successful path.

Focus Money, August 14, 2012

Solid investment

HAZ, September 21, 2012

HELMA expects revenue jump

Wirtschaftswoche, June 25, 2012

HELMA reports record revenue of EUR 104 million (+39 percent) in 2011

Focus Money, December 5, 2012

Business registers good progress

Der Aktionär, July 25, 2012

HELMA Eigenheimbau – on the growth path

Der Aktionär, November 7, 2012

Investors continue to build on HELMA Eigenheimbau AG

Corporate bond

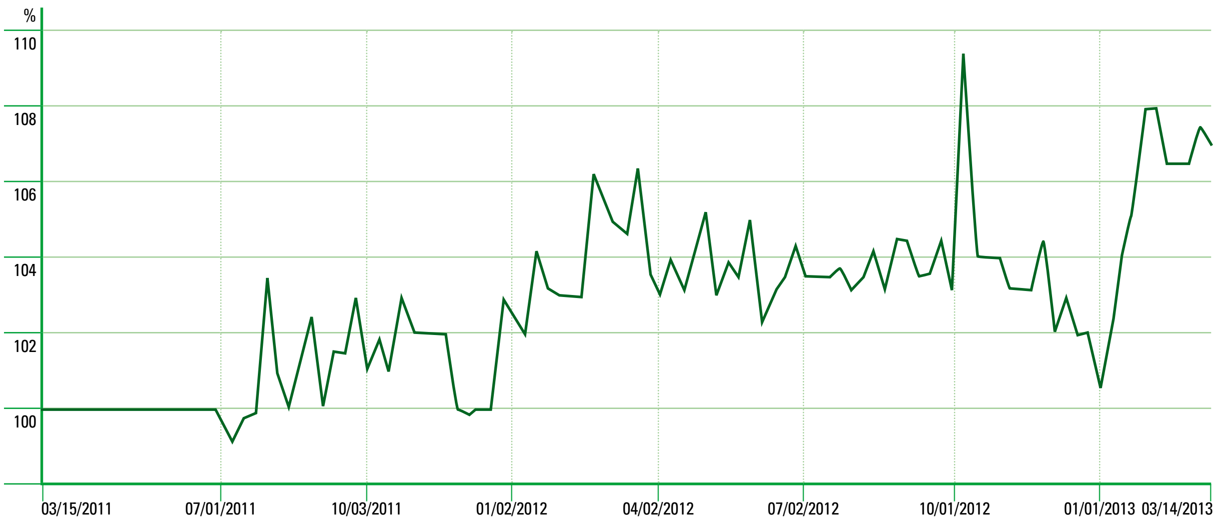
Key Data

Issuer	HELMA Eigenheimbau AG
ISIN	DE000A1E8QQ4
Volume	€10.0 million
Annual coupon	6.5 %
Coupon payment date	Annually on December 1
Term	December 1, 2010 until November 30, 2015
Listing	Düsseldorf Stock Exchange

Price performance of the HELMA bond

The HELMA bond continued to perform very positively over the past twelve months. The bond has traded consistently above 100 %, and largely in a range between 104 % and 108 %. As a consequence, the HELMA bond has continued to significantly outperform bonds issued by other small-sized companies.

Performance of the HELMA bond



Otto W. Holzkamp
Chairman of the Supervisory Board

Supervisory Board Report

Dear shareholders,

In the 2012 reporting year, the Supervisory Board performed the tasks incumbent upon it according to statutory requirements, the company's articles of incorporation, and procedural rules. We regularly advised the company's Management Board, and supervised its activity.

The Supervisory Board was directly included in all decisions of fundamental significance for the company. The Management Board informed us regularly and comprehensively, in both written and verbal reports, about corporate planning, particularly financial, investment and personnel planning, business progress, strategic further development, as well as the Group's current position, including the risk position and risk management.

The Supervisory Board convened for a total of four meetings in the 2012 reporting year, which were attended by all Supervisory Board members on each occasion. The Supervisory Board passed the resolutions required by law, the company's articles of incorporation, or procedural rules. Following thorough review and consultation, decisions were made on the basis of the reporting and the Management Board's proposals for resolutions.

The Supervisory Board was also rapidly informed outside the scope of meetings about projects or events of particular significance or urgency, passing the corresponding resolutions, especially relating to land purchases by HELMA Wohnungsbau GmbH and HELMA Ferienimmobilien GmbH.

Above and beyond this, the Supervisory Board Chairman was in regular contact with the Management Board, thereby allowing events of extraordinary significance for the position and progress of the company and the Group to be discussed immediately.

The Supervisory Board refrained from forming committees given the fact that it consisted of three members in the 2012 financial year.

There were no personnel changes to the Supervisory or Management boards in the year under review.

Details of individual Supervisory Board meetings

At the Supervisory Board meeting on March 26, 2012, the annual financial statements of HELMA Eigenheimbau AG and the consolidated financial statements for 2011, as well as the aggregated management report, which had been prepared by the Management Board, were discussed in depth together with the Management Board and the auditor. The Supervisory Board's examinations resulted in no reservations. The annual financial statements of HELMA Eigenheimbau AG and the consolidated financial statements for the 2011 financial year, each of which had been issued with an unqualified audit opinion, were approved, and the annual financial statements of HELMA Eigenheimbau AG were adopted.

During the further course of this meeting, rules were agreed about informing the Supervisory Board about the company's economic and financial position, as well as about intended major land purchases.

The Management Board announced that the sampling exhibition in the administrative building and the external sampling exhibition had been completed.

At the meeting on June 4, 2012, the Chief Financial Officer reported that he would commission a study to optimise the Group tax rate, with the plan to then implement any requisite restructuring within the Group for 2013. A resolution was also passed to amend the Management Board rules of business procedure.

At the meeting on September 24, 2012, the study on optimising the Group tax rate, which had then been completed, was discussed in depth. In this context, the most effective solution was deemed to be the creation of a fiscal unit for corporation income tax purposes between HELMA Eigenheimbau AG and HELMA Wohnungsbau GmbH, which required setting up a profit transfer agreement. It was agreed that the requisite agreements should be drafted, before discussing them with the shareholders and governing bodies concerned with the aim of implementing them with effect as of January 1, 2013.

A further amendment to the Management Board rules of business procedure was approved **at the meeting on December 10, 2012**. The Management Board also presented the 2013 investment planning, and discussed it in detail.

The Supervisory Board passed a resolution to issue Chief Financial Officer Mr. Gerrit Janssen with sole power of representation.

The external tax authority audit for the 2006-2010 years, which is scheduled for April 2013, was also discussed.

Award of the audit mandate to Ebner Stolz Mönning Bachem GmbH & Co. KG, Wirtschaftsprüfungsgesellschaft Steuerberatungsgesellschaft, Hanover

At the Ordinary Shareholders' General Meeting on July 6, 2012, shareholders elected Ebner Stolz Mönning Bachem GmbH & Co. KG, Wirtschaftsprüfungsgesellschaft Steuerberatungsgesellschaft, Hanover, as the auditor of the single-entity and consolidated financial statements for the 2012 financial year. The Supervisory Board subsequently awarded the audit mandate and, in doing so, agreed clear rules relating to the specifics of the mandate, and the cooperation between the Supervisory Board and the auditor. The auditor informed the Supervisory Board that there were no circumstances that would give rise to concern about its impartiality. It also provided information about the services it had rendered in connection with the auditing of the financial statements.

Supervisory Board accounts meeting on March 27, 2013

The annual financial statements of HELMA Eigenheimbau AG prepared by the Management Board according to the regulations of the German Commercial Code (HGB) and the consolidated financial statements prepared according to International Financial Reporting Standards (IFRS) for the 2012 financial year, as well as the aggregated management report for HELMA Eigenheimbau AG and the Group, were audited in the light of the financial bookkeeping by Ebner Stolz Mönning Bachem GmbH & Co. KG, Wirtschaftsprüfungsgesellschaft Steuerberatungsgesellschaft, Hanover. The auditor awarded unqualified audit opinions.

The documents relating to the annual parent company single-entity and consolidated financial statements, and the audit reports, were discussed in detail together with the Management Board and the auditor at the Supervisory Board accounts meeting on March 27, 2013.

The auditor reported on the findings of the audits, and was available to provide further information to the Supervisory Board. The requisite documents were made available in good time before the Supervisory Board accounts meeting, which allowed sufficient time for them to be inspected. The Supervisory Board concurred with the results of the audit by the external auditor on the basis of its own review of the single-entity annual financial statements, the consolidated financial statements, and the aggregated management report. The Supervisory Board approved the annual and consolidated financial statements without reservations; the annual financial statements have been adopted as a consequence.

The auditor awarded the following unqualified audit opinion on the related parties report pursuant to § 312 of the German Stock Corporation Act (AktG), which was prepared by the Management Board, and audited by the auditor:

"In accordance with the audit duties incumbent on us, and in our assessment, we confirm that

1. the actual discloses of the reports are correct,

2. in the case of the legal transactions listed in the report, the considerations rendered by the company were not inappropriately high,

3. in the case of the measures listed in the report, no circumstances suggest an assessment significantly different from that of the Management Board."

The Supervisory Board also examined the related parties report itself, and discussed it with the Management Board and the auditor at the accounts meeting. Having conclusively ended its review, it has no objections to the final declaration of the Management Board, and agrees with the result of the external audit.

The Supervisory Board has examined the Management Board's proposal, which is based on dividend-entitled share capital of €2,860,000.00, split into 2,860,000 ordinary shares, to distribute from the unappropriated retained earnings of €4,616,310.56 an amount of €1,001,000.00 as a dividend – corresponding to a dividend of €0.35 per dividend-entitled ordinary share – and to carry forward an amount of €3,615,310.56 to a new account. On the basis of its own review, the Supervisory Board concurs with the Management Board's proposal for the appropriation of earnings.

The Supervisory Board would like to thank the Management Board members and all Group company staff for their work. They have once again contributed to a very successful year for the HELMA Group.

Lehrte, March 28, 2013

On behalf of the Supervisory Board,

Otto W. Holzkamp
- Chairman -

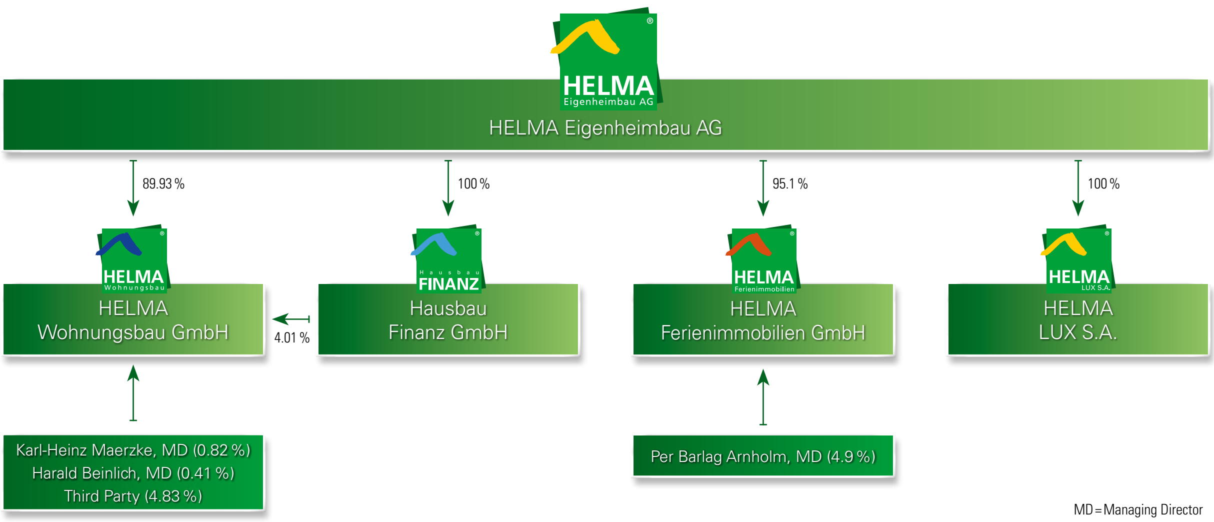
Aggregated management report for HELMA Eigenheimbau AG and the Group

Contents

Organisational structure

HELMA Eigenheimbau AG is the controlling company of the HELMA Group. As such, it operates as a customer-oriented building services-provider. The company also provides services connected with the management, planning, and execution of construction projects on the basis of a non-gratuitous contract for services or work for its subsidiaries **HELMA Wohnungsbau GmbH** and **HELMA Ferienimmobilien GmbH**, which are primarily responsible for the property development business in the owner-occupier residential and holiday home areas within the HELMA Group. Since 2007, the HELMA Group has also offered its services and acts as a property developer in Luxembourg through **HELMA LUX S.A.**, its wholly-owned HELMA Eigenheimbau AG subsidiary. HELMA Eigenheimbau AG also makes business procurements on behalf of HELMA LUX S.A. Acting as a financial advisory company and home insurance broker, the wholly-owned subsidiary **Hausbau Finanz GmbH** rounds out the HELMA Group's product range.

Organisational chart of the HELMA Group



Business activity and strategy in the owner-occupier housebuilding sector

Business model

Provider of construction services to owner-occupier housebuilders – since 1980
HELMA Eigenheimbau AG is a customer-oriented provider of a full range of construction services. The company focuses on the development, planning, sale, and construction management of turnkey or partially completed detached and semi-detached houses using the solid construction method. Particularly the option of individual planning and individualisation without extra costs, as well as the company's outstanding know-how in the area of energy-efficient construction methods, are perceived on the market as HELMA Eigenheimbau AG's unique selling propositions. With its persuasive sustainable energy concepts, the company has established itself as one of the leading providers of solar energy-saving homes, and is one of the most experienced companies in the solid construction house sector, having constructed several thousand owner-occupier homes.

Property development business for owner-occupier homes – since 1984
Through its subsidiary, **HELMA Wohnungsbau GmbH**, the HELMA Group also operates as a property developer, focusing on the purchase of attractive property areas that are sold together with individually planned solid-construction HELMA homes as units to private individual customers.

The exclusive property areas owned by the company represent a decisive sales argument. Target construction areas comprise up to 200 building plots, and are located in major cities such as Berlin, Frankfurt, Hamburg, Hanover and Munich.

The company has established an extensive track record in recent decades, particularly in major metropolitan areas such as Hanover and Berlin, and boasts Germany's largest unofficial showhouse park with its construction area in Berlin-Karlshorst, where around 250 units have meanwhile been constructed.

Along with detached and semi-detached houses, the product portfolio is expanded by terraced houses and owner-occupier apartments in multi-family houses constructed to tried and tested solid-construction high quality in select locations. In future, the company will also restore existing buildings on a selective basis, thereby creating modern owner-occupier apartments for private individuals.

Finance and building insurance broking – since 2010
As an additional service, the HELMA Group offers existing and potential customers its own financial advice and broking of construction loans through its subsidiary **Hausbau Finanz GmbH**. Hausbau Finanz GmbH also arranges building insurance, and commands an extensive customer base in both areas.

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Value chain – owner-occupier housebuilding

Land purchase	Sales, planning and financing	Construction management	Handover of houses
· Mainly performed directly by the customer · HELMA's land purchasing service provides support in the search for appropriate land · Also property development by HELMA Wohnungsbau GmbH	· Advice at various showhouse locations, by own commercial representatives and energy consultants · Individual planning without extra costs by own architects and draughtspersons · Financing advice through Hausbau Finanz GmbH · Preparation of guaranteed fixed-price offers including HELMA®-BauSchutzBrief	· Awarding of contracts to subcontractors at fixed prices · Coordination and supervision of the construction process using our own construction managers · Construction manager functions as customer's contact on-site · Also cooperation with general contractors in the multi-family house area	· Inspection by independent TÜV expert · Defect-free and without residual works · Transfer of a valuable, energy-efficient solid construction home to HELMA housebuyers

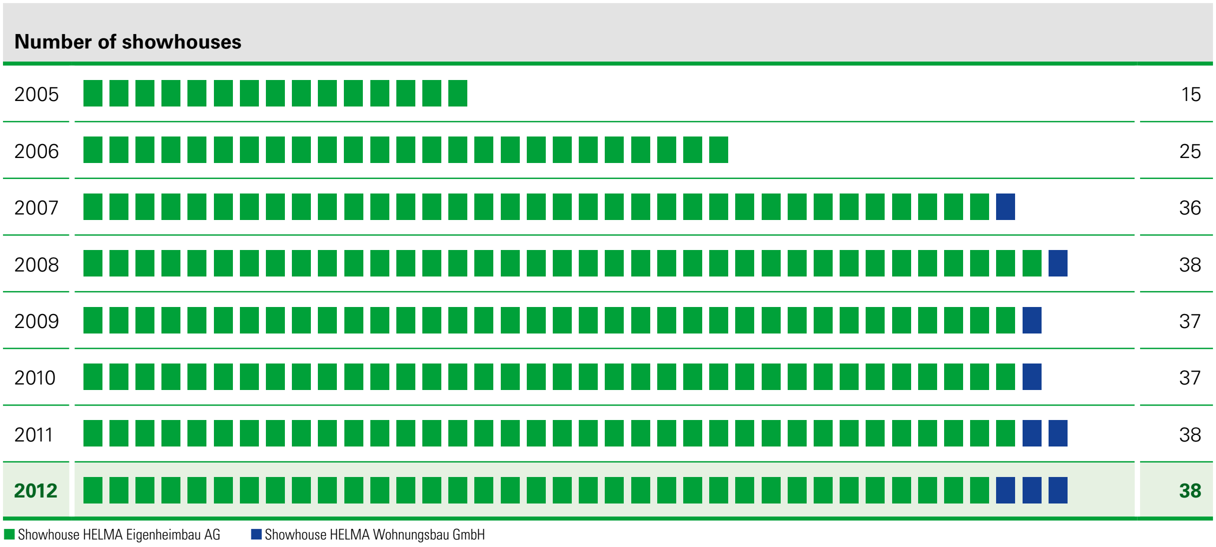
Sales strategy

Our showhouses are located nationwide across Germany, and are built based on the solid construction method. They serve both as points-of-sale and as offices for our regional project managers. These showhouses form the cornerstones of our sales concept. At various locations we work together on a commission basis with independent specialist advisors who operate exclusively for us in the building area, and who act as local contacts for potential customers. The financing consultants from Hausbau Finanz GmbH are also available to provide personalised building finance advice to our future home owners at our various sales locations.

The number of our showhouses, which are primarily located in showhouse exhibitions, and close to major transportation routes in the proximity of conurbations, has risen from 15 to 38 over the 2005-2012 period. Our showhouse locations are generally long-term in nature in this context. Only the showhouses of HELMA Wohnungsbau GmbH, which we construct in the larger of our purchased land areas, are sold directly after the successful conclusion of the respective project. As a consequence, we are meanwhile represented with our locations across the entire area of Germany. On a market comparison, we enjoy one of the most up-to-date showhouse portfolios, which consequently represent decisive competitive advantages.

The expansion that we have completed is also particularly evident in the tangible growth in the awareness of the HELMA brand, and the continued high number of potential housebuyers across the whole of Germany who are interested in purchasing an individual HELMA home.

HELMA Group showhouses 2005-2012



Sales markets

Most of our customers in the owner-occupier homebuilding area are individuals and families from middle and higher income brackets. Our customer base also includes customers in lower income brackets with access to state grants. Young families with parents in the 25-45 year age range form the largest customer group. Our customers share a common appreciation of the fact that we enable them to comprehensively implement their individual wishes.

Following our successful expansion, we address the whole of Germany and Luxembourg as our sales market today. We place a special focus on construction areas on the edges of, and in major cities. We identify particularly attractive potential in conurbations in Germany surrounding major cities such as Berlin, Düsseldorf, Frankfurt, Hamburg, Hanover, Munich and Stuttgart. We have taken this ongoing trend towards metropolitan living into particular consideration when selecting our showhouse locations, and we are geographically represented where high new home building demand offers corresponding sales potential.

Competitive strengths

Individuality: HELMA creates houses based on solid construction methods that offer sustained value. This includes highly traditional stonework or, on request, brickwork wall elements. Solid construction methods utilising vertical coring clay bricks cater for natural air conditioning regulation, as well as efficient heat and sound insulation. Our scope for individual designs and execution meets all customer requirements. Our house design proposals may represent the perfect home, or simply an inspiration for the implementation of customers' very specific plans. Customers do not incur additional costs for architects' services.

Sustainability: HELMA is distinguished by a high degree of expertise and many years of experience in the area of solar, energy-saving homes, and efficient heating systems. Our focus is on the intensive utilisation of free and inexhaustible solar energy to provide heating. In addition to an attractive cost-benefit relationship, our energy concepts are always developed according to sustainability principles. This means that we are aware of our responsibility to the environment, and of our customers' wishes for a future-oriented and environmentally compatible investment in homes and heating systems. At HELMA, the combination of ecological awareness and sound economic sense drives our sustainability-oriented approach and activities.

Innovation: Thanks to their solid construction method, the high quality of materials employed, as well as the care and expertise of the staff members involved in consultation, planning and execution, HELMA houses offer a special degree of long-term value stability. The underlying principles of our work are constantly augmented by expedient innovations – with the aim of offering genuine added value for our clients and the quality of their homes. We carefully inspect and assess improved materials, optimised work equipment, and more efficient domestic installations in advance with regard to practicability and advantageous utility from the perspective of our customers. At HELMA, innovation is not an end in its own right, but always a targeted step towards added value and efficiency enhancement.

Security: As a stock market listed company, HELMA is committed to the highest degree of transparency. We act as our customers' direct contractual partners, and we are directly responsible to them. The HELMA® BauSchutzBrief construction warranty and insurance automatically forms part of our service scope, and provides extensive security for construction projects and clients. Besides essential construction insurance, this security package contains a contract performance guarantee, an independent technical inspection certificate (provided by the TÜV inspection firm), a construction period guarantee, and final instalment processing by a notary trust account.

Business activity and strategy in the holiday properties sector

Business model

Holiday property development business – since 2011
The HELMA Group operates as a developer of holiday properties through its subsidiary **HELMA Ferienimmobilien GmbH**. The focus in this context is on the development, planning and sale of holiday homes and apartments that are to be created at locations with good infrastructure development, predominantly on Germany's North Sea and Baltic coasts. Most of these properties will be sold to private customers for their own use, or as a capital investment. With the additional inclusion of strong partners for the further management of properties in the areas of rental, administration and care-taking service, HELMA Ferienimmobilien GmbH offers its customers an attractive all-inclusive package that comprises a key unique selling point.

Value chain – holiday properties

Development	Planning	Sales, marketing and financing	Construction	Handover
· Search for appropriate locations to realise modern holiday property estates · Research of infrastructure and touristic circumstances utilising very broad range of market surveys · Clarification of construction rights, preparation of development plan, obtaining of approvals	· Planning of projects for special touristic use with support of external architects · Extensive planning of entire construction development · Preparation of all documents for transaction closing	· Comprehensive advice for potential buyers concerning investing in a holiday property as a capital investment · Preparation of rental concept involving rental partner · Financing advice from Hausbau Finanz GmbH if debt funding component is desired · Presentation of construction development designs	· Awarding of contracts to general contractors at fixed prices · Controlling of construction progress and quality assurance by experienced construction engineers	· Handover of an attractive holiday property to the HELMA customer · Subsequent all-round carefree package provided by reliable and specialised partner companies

Sales strategy

We market and sell our products predominately through our own in-house sales function that specialises in holiday properties. We also sometimes make recourse to selected local real estate agents, depending on the project concerned. We generally refrain from mandating several estate agency companies with a particular project in order to preserve its exclusivity.

We generate potential buyers for our holiday properties through advertisements, websites, mailed circulars and newsletters to our base of potential buyers and customers, which meanwhile numbers some 17,000 contacts.

We utilise press releases to continuously boost the general degree of recognition of our projects, as well as of our subsidiary company HELMA Ferienimmobilien GmbH, one of the market leaders in the holiday property area.

Sales markets

Our customers in the holiday property area predominately comprise individuals in higher income brackets. Some of these customers already own one or several holiday properties, and are seeking further such properties due to the attractive returns they generate.

We currently operate only on the German Baltic coast. Given the availability of interesting plots of land, we will also extend our business model in the future to comprise the North Sea coast, the Mecklenburg Lake District, and other interesting tourist regions in Germany.

Competitive strengths

Thanks to our extensive market knowledge and existing broad network of contacts, we are always able to locate attractive plots of land to execute our projects. Our target land plots enable our customers to achieve high rental yields with the holiday properties and apartments that we build.

We offer the buyers of our holiday properties an all-inclusive package through reliable partners that we have worked together with for many years in this context. Firstly, these packages include the complete administration of the holiday property (care of outdoor areas, waste disposal, winter service). Secondly, our experienced rental partners take care of the entire rental management function (occupancy of the holiday home, handover of keys, cleaning). Together with partner firms, we have also put together appropriate furniture packages especially designed for holiday homes, allowing our customers to easily order the sets of furniture they desire, thereby receiving complete interior furnishings including accessories.

Such arrangements also allow our customers to enjoy their new investments entirely stress-free following the purchase.

Business activities and strategy in the residential properties for investors area

Business model

Residential property development for investors – since 2013
Through its **HELMA Wohnungsbau GmbH** subsidiary, the HELMA Group will not only operate exclusively in the owner-occupier homebuilding area in the future, but also develop and realise sustainable residential and quasi-residential construction projects destined for sale to institutional investors.

The focus in this context is on the residential needs of target groups that exhibit good growth rates at the locations on offer, and whose residential requirements fail to be met by an adequate range in terms of quality and quantity. Developing and realising suitable residential properties for this target groups – the potential tenants – enables our target customer – the investor – to generate attractive long-term rental yields.

Value chain – residential properties for investors

Development	Planning	Sales and marketing	Construction	Handover
▪ Selection of appropriate plots of land based on knowledge of requirements of target groups (potential tenants) utilising extensive market research ▪ Preplanning of projects supported by external architects and clarification of building rights	▪ Preparation of offers with detailed information about expected returns and quality, as well as about target groups (tenants) and growth scenarios ▪ Planning of entire construction with external architects, and obtaining of approvals	▪ HELMA management directly addresses potential investors about purchase of entire residential property project ▪ Depending on investment volumes, target customers span family offices, residential finance companies (such as cooperatives), through to large fund companies	▪ Awarding of contracts to general contractors at fixed prices ▪ Controlling of construction progress and quality assurance by experienced project developers and construction engineers	▪ Handover to investors of high-quality residential properties that meet their long-term investment requirements

Sales strategy and sales markets

The HELMA management team is largely responsible for directly contacting investors, and possesses the requisite network of contacts. Depending on the investment volume concerned, the group of target customers ranges from managed investor groups (so-called family offices) and residential accommodation companies such as cooperatives and privately financed housing companies through to major fund management companies.

All conurbation areas with more than 100,000 inhabitants generally comprise interesting markets. The focus will nevertheless lie on regions where the HELMA Group is already intensively occupied in other business areas, thereby allowing it to benefit as best as possible from know-how transfer between the areas. The first specific projects are planned for the Berlin and Hanover conurbation regions.

Since such residential property projects are to be sold to long-term oriented investors, there is no need for the projects and the investors to be located in the same regions.

Competitive strengths

With our business model – based on a separation between ownership and utilisation in the acquisition and development of properties – we combine sustainable investment needs with proven and growing user interests.

Along with the classic aspects of location, quality and yield, investors receive from us verifiable target group information and marketing resources that generate long-term benefits. We consequently possess a sustainable real estate project development tool which has been elaborated to a state of maturity, and sets us apart from our competitors.

Economic environment

Macroeconomic growth

The German economy reported further growth in 2012. Price-adjusted gross domestic product (GDP) was up by 0.7% year on year, according to data provided by the German Federal Statistical Office. GDP reported significantly stronger growth in the two previous years (2010: +4.2% and 2011: +3.0%). However, these two years reflected recovery and catch-up processes following the global economic crisis in 2009. In 2012, by contrast, the German economy proved resilient in a difficult economic environment, defying the Euro crisis. The economy in Germany nevertheless also cooled markedly during the second half of the year.

On the expenditure side of GDP, exports continued to prove robust given the difficult external economic environment. In 2012, Germany exported a total of 4.1% more goods and services (on a price-adjusted basis) than a year previously. At the same time, imports grew by only 2.3%. The difference between exports and imports – net exports – contributed 1.1 percentage points to GDP growth in 2012, consequently making it once again the growth motor of the German economy.

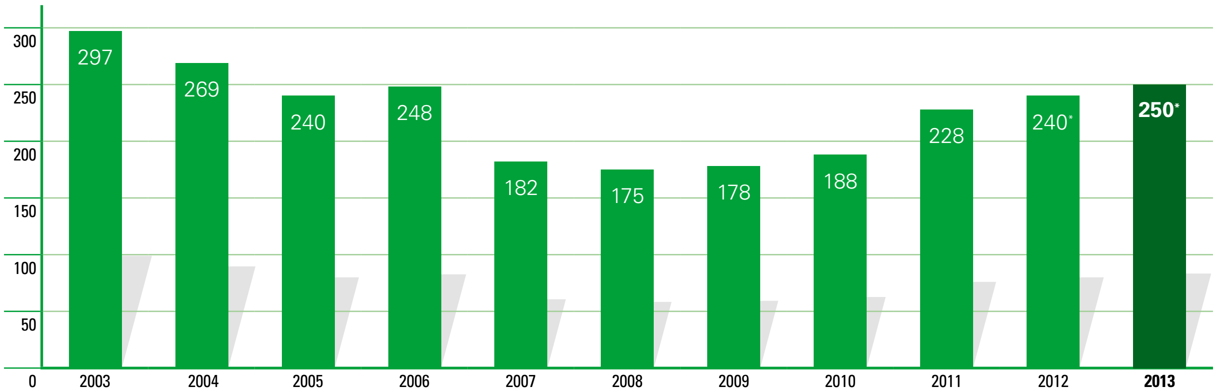
Domestic demand reported varying trends. Although more was consumed in Germany (+0.8% growth in private consumer spending, and +1.0% growth in state consumption expenditure), investment failed to contribute positively to GDP growth for the first time since the 2009 economic crisis. Some investment areas reported sharp declines: construction investment fell by 1.1%, and capital equipment spending was down by as much as 4.4%. The number of individuals in employment reached 41.6 million in 2012, a new record level for the sixth consecutive year.

Economic research institutes are assuming low GDP growth in 2013. The Kiel Institute for the World Economy (IfW), the German Institute for Economic Research (DIW), and the Rhine-Westphalia Institute for Economic Research (RWI), estimate that price-adjusted GDP will grow by between 0.3% and 0.9%.

Building approvals in Germany

Building approval figures in Germany reported further growth in 2012. After around 228,000 residential building approvals in 2011, reflecting 22% growth, LBS Research analysts are expecting further growth of around 5% in 2012 to 240,000 approvals. The highest growth is set to occur with owner-occupier residential dwellings, thereby confirming the fact that more residential homes are urgently needed, especially in cities and towns. Growth of at least 4% in 2013 to 250,000 building approvals is forecast by LBS Research.

Residential building approvals in Germany (in thousands of residences)



Source: German Federal Office of Statistics /LBS

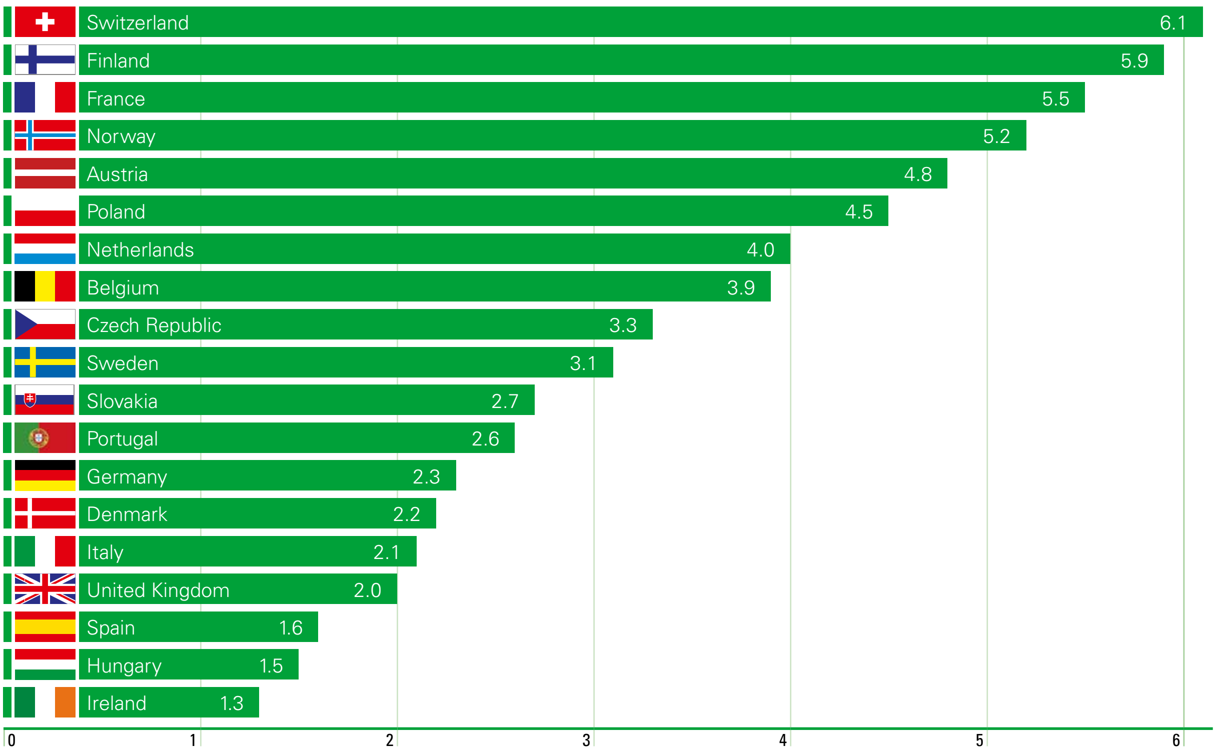
* LBS forecast

New residential construction on an uptrend

New residential construction in Germany is on a recovery path. This is not only reflected by the building approvals mentioned above; a European comparison of building completions also makes it clear that Germany has worked its way up to a ranking of 13th out of 19 countries with forecast construction intensity of 2.3 newbuild residential dwellings per 1,000 inhabitants. This represents a rise of three ranking positions compared with the previous year, allowing it to quit last place for the first time in six years. The former largest building boom countries of Spain and Ireland find themselves at the bottom of the league table, by contrast.

However, the following overview also shows that, apart from Denmark among all immediate neighbouring countries, significantly more is being built when measured in terms of population figures. Residential construction intensity in Poland, the Netherlands, Belgium and the Czech Republic is up to between 45 and 90% higher than in Germany, for example. To some extent, more than even the double the number of newbuilds are occurring in Austria, France and the European frontrunner Switzerland. The fact that these comprise markets with extremely comparable starting conditions to Germany makes it clear that between three and in excess of five newbuild residential homes per thousand inhabitants could be regarded as quite normal, according to LBS Research. As a consequence, further significant growth potential should exist for new residential construction in Germany, which is also suggested by the further improvement in employment and income prospects in Germany.

New residential construction in Europe 2012 (forecast – completion figures per 1,000 inhabitants)



Source: Ifo/Euroconstruct/LBS Research

Favourable construction finance terms

The interest-rate level in Germany is currently below the previous year's already low levels. As a consequence, financing terms for the purchase or newbuild of a property can be described as excellent on an historical comparison, as shown by the following graph of homebuilding interest-rate trends as reflected by the DGZF interest-rate chart for Pfandbrief mortgage bonds. These mortgage bonds (Pfandbriefe) are used to refinance real estate loans, and consequently provide a good indicator for interest-rate trends for construction financing. The effective interest rate that owner-occupier homebuilders pay for a newbuild financing with average overall personal financial circumstances lies around between 0.5% and 1.0% above the interest rates depicted in the graph, depending on where such construction financing is raised.

We would also regard a potential increase in interest rates as initially comprising more than opportunity than a risk since – as often seen in the past – it provides additional motivation to arrive at decision as to whether to acquire a property or alternatively build a new home.

Homebuilding interest-rate trends* 1993-2013

*This interest-rate trend is based on the DGZF-Pfandbrief yield curve – the yields on Pfandbrief mortgage bonds issued by Deka Bank and the Landesbanks. These mortgage bonds are used to refinance real estate loans, and consequently provide a good indicator for interest-rate trends for construction financing.

High demand for real estate as an investment

Very high demand for real estate as an investment is currently being witnessed due to the continued predominance of uncertainty on international financial markets, and the extremely low level of interest paid on deposits by banks and savings institutions. Almost half of all German citizens would invest in real estate if they had a large sum of money at their disposal, according to a representative survey conducted by GfK on behalf of the Association of German Banks. Consequently, real estate has gained further popularity by a year-on-year comparison.

Group order book position

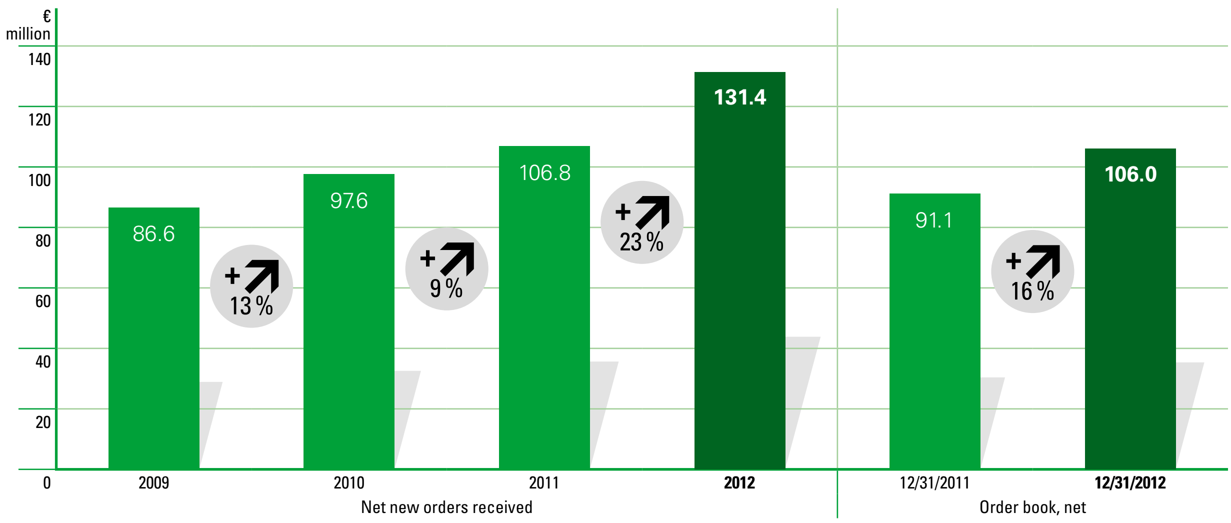
Order intake and order book

Net new order intake grew by €24.6 million year-on-year to reach €131.4 million in the 2012 financial year (previous year: €106.8 million), representing growth of more than 23%. All HELMA Group business areas contributed to this sixth consecutive new order intake record. Both HELMA Eigenheimbau AG (building services) and the HELMA Wohnungsbau GmbH and HELMA Ferienimmobilien GmbH property development subsidiaries reported significant growth rates.

We are firmly convinced that we will continue this growth trend in the 2013 financial year based on the current market situation, and due to the successful preparation of projects at the HELMA Wohnungsbau GmbH and HELMA Ferienimmobilien GmbH subsidiaries. Continued double percentage growth in net new order intake is anticipated for the current 2013 financial year as a consequence.

The net order book position, which is composed of orders that have not yet been finally settled, amounted to €106.0 million as of December 31, 2012, due to a further very good sales year. As a consequence, the net order book position as of the balance sheet date was €14.9 million, 16% ahead of the previous year's €91.1 million. This amount includes revenues of €20.6 million partially realised according to the percentage of completion method (December 31, 2011: €19.4 million). The orders on hand represent an extremely solid basis for achieving the revenue and earnings growth that is targeted for the current 2013 financial year (please refer to the Forecast report).

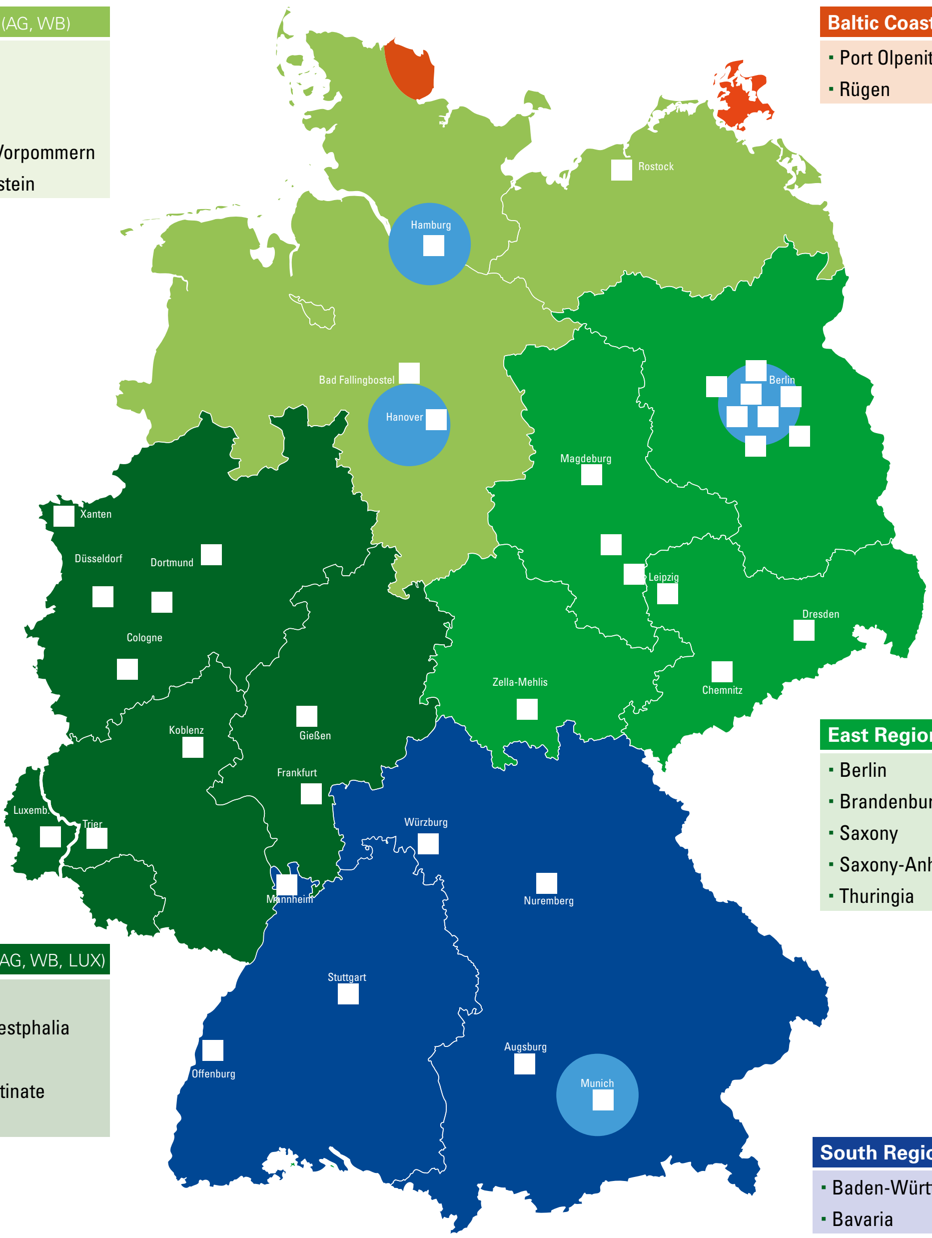
HELMA Group new order intake and order book position




Regional distribution

North Region (AG, WB)
- Bremen
- Hamburg
- Lower Saxony
- Mecklenburg-Vorpommern
- Schleswig-Holstein

Baltic Coast region (FI)
- Port Olpenitz
- Rügen



East Region (AG, WB)
- Berlin
- Brandenburg
- Saxony
- Saxony-Anhalt
- Thuringia

West Region (AG, WB, LUX)
- Hesse
- North Rhine Westphalia
- Luxembourg
- Rhineland Palatinate
- Saarland

South Region (AG, WB)
- Baden-Württemberg
- Bavaria

HELMA-locations
HELMA Wohnungsbau GmbH core regions

AG: HELMA Eigenheimbau AG
WB: HELMA Wohnungsbau GmbH
LUX: HELMA LUX S.A.
FI: HELMA Ferienimmobilien GmbH

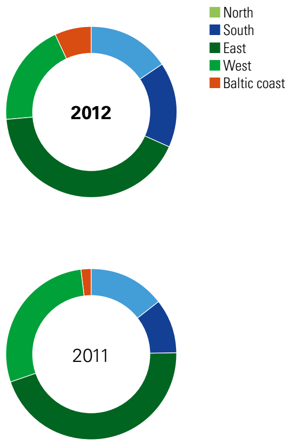
Order intake by regions

Apart from the West region (-16%), all regions reported considerable sales growth in the 2012 financial year. The unsatisfactory trend in the West region reflected underperformance in North Rhine-Westphalia. Having successfully completed a restructuring of the sales area, we are confident that we will return to previous years' sales levels in the future. All other regions registered very gratifying trends. The growth rates were as follows: North region (+33%), South region (+92%), East region (+15%), and Baltic coast region (+360%).

The net order intake figures presented in the following overview comprise both houses sold and land.

Group net new order intake by regions

Regions	2012		2011	
	Net new order intake in €	Share in %	Net new order intake in €	Share in %
North	20,664,498.69	15.7	15,483,317.41	14.5
South	21,137,863.85	16.1	11,023,384.41	10.3
East	55,210,127.46	42.0	48,083,553.32	45.0
West	25,490,526.73	19.4	30,305,504.77	28.4
Baltic Coast	8,894,828.00	6.8	1,932,721.00	1.8
Total	**131,397,844.73**	**100.0**	**106,828,480.91**	**100.0**



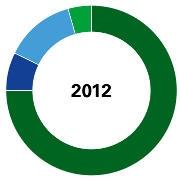
We continue to identify significant growth potentials in all five regions for the coming years. These potentials arise both from the significantly expanded property development business, and from the opportunities offered by the building services business, as well as from the ever increasing awareness of the HELMA brand and the constant growth in the number of references. With the Bavaria and Baden-Württemberg areas, the South region also offers great medium-term potential for significantly higher house sales. Here, we continue to work intensively on improving our market penetration.

Order intake by types of residence

A total of 82.3% of net new order intake in the year under review was attributable to detached and semi-detached houses. Terraced houses and apartments comprised 17.7% of net new order intake.

HELMA Group net new order intake by types of house

in k€	2012	Share
Detached houses	98,479.5	75.0 %
Semi-detached houses	9,634.2	7.3 %
Terraced houses	17,571.1	13.4 %
Apartments	5,713.0	4.3 %
Total	**131,397.8**	**100.0 %**



* In the case of net new order intake generated at the HELMA Wohnungsbau GmbH and HELMA Ferienimmobilien GmbH subsidiaries, in each case including related share of land

Group earnings

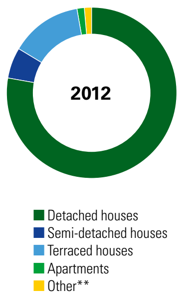
Revenue trends

HELMA's consolidated revenue grew by 10% to new record level of €114.0 million in the 2012 financial year (previous year: €103.6 million). Final invoices were issued for a total of 521 units in the year under review in this context (previous year: 505 units). Of these final invoices, 396 houses were attributable to HELMA Eigenheimbau AG, 2 houses to HELMA LUX S.A., 91 units to HELMA Wohnungsbau GmbH, and 32 units to HELMA Ferienimmobilien GmbH. In the case of the last two figures, the completion of one house unit, which was sold together with a plot of land to the customer, counts as just one unit.

A look at revenue by types of residential dwelling makes it clear that, at 83.7%, most of the revenue is generated by detached and semi-detached houses. Terraced houses and apartments together comprise 15.0% of revenue, while the Other area accounted for 1.3% of revenue in the year under review.

Revenue by type of house* in the HELMA Group (according to IFRS)

in k€	2012	Share
Detached houses	88,702.2	77.8 %
Semi-detached houses	6,716.5	5.9 %
Terraced houses	15,509.4	13.6 %
Apartments	1,560.6	1.4 %
Other**	1,499.2	1.3 %
Total	**113,987.9**	**100.0 %**

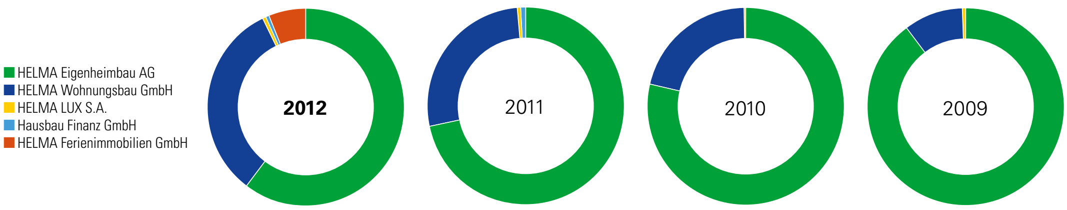


* In the case of revenue generated at the HELMA Wohnungsbau GmbH and HELMA Ferienimmobilien GmbH subsidiaries, in each case including related share of land.
**The "Other" area primarily comprises revenue from Hausbau Finanz GmbH and land sales excluding structures

The revenue share of HELMA Eigenheimbau AG amounted to €68.8 million in 2012 (previous year: €74.3 million), equivalent to 60% of the total (previous year: 72%). The revenue share of HELMA Wohnungsbau GmbH grew, as planned, from €28.0 million to €37.2 million in 2012, and was realised for the far greater part in the greater metropolitan regions of Berlin and Munich. As a consequence, the share of Group revenue comprised by owner-occupier property development revenue increased further, standing at 33% in the year under review (previous year: 27%). HELMA Ferienimmobilien GmbH, which was founded in early 2011, made its first noteworthy contribution to Group revenue with €6.7 million, representing 6% of the total.

Contributions of Group companies to consolidated revenue (according to IFRS)

Company	2012		2011		2010		2009	
	Revenue in k€	Share in %	Revenue in k€	Share in %	Revenue in k€	Share in %	Revenue in k€	Share in %
HELMA Eigenheimbau AG	68,835	60.4	74,343	71.8	58,757	78.8	56,124	89.9
HELMA Wohnungsbau GmbH	37,222	32.7	28,033	27.0	15,607	21.0	6,131	9.8
HELMA LUX S.A.	563	0.5	583	0.6	171	0.2	193	0.3
Hausbau Finanz GmbH	625	0.5	629	0.6	0	0.0	0	0.0
HELMA Ferienimmobilien GmbH	6,743	5.9	0	0.0	0	0.0	0	0.0
Total	**113,988**	**100.0**	**103,588**	**100.0**	**74,535**	**100.0**	**62,448**	**100.0**

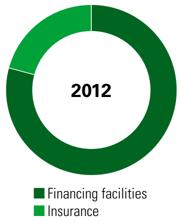


As already in the previous year, HELMA LUX S.A. and Hausbau Finanz GmbH both contributed around €0.6 million of revenue each in 2012. As a consequence, our Luxembourg subsidiary's revenue volume remains at an unsatisfactory level. For this reason, it is likely that we will prospectively withdraw from the Luxembourg market to concentrate on the continued good growth opportunities in Germany.

The revenue level of Hausbau Finanz GmbH can again be categorised as positive, by contrast. The revenue of this building financing subsidiary was 79% attributable to the building finance broking area, while building-related insurance in the year under review contributed 21%. It should be noted in this context that the revenue of Hausbau Finanz GmbH is composed exclusively of commission income.

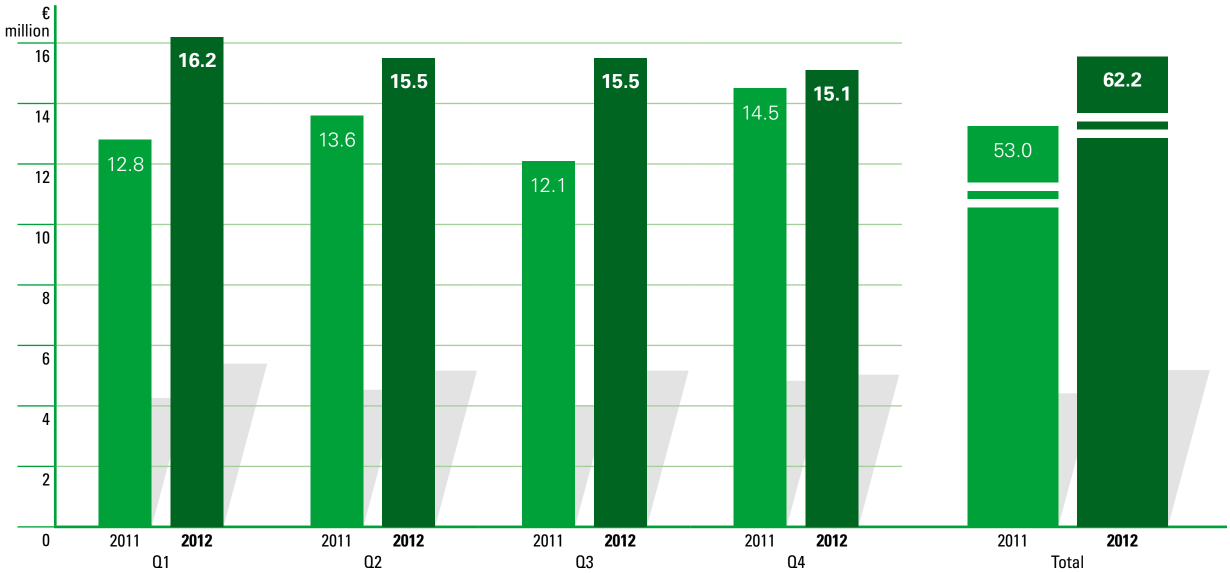
Hausbau Finanz GmbH revenue split

in k€	2012	Share	2011	Share
Financing facilities	496.1	79.4 %	509.5	81.1 %
Insurance	128.5	20.6 %	119.1	18.9 %
Total	**624.6**	**100.0 %**	**628.6**	**100.0 %**



The construction financing volume of €62.2 million brokered by Hausbau Finanz GmbH in 2012 reflects a very pleasing level (previous year: €53.0 million). The figures achieved in the previous year were significantly exceeded in all four quarters. The share of financing realised for HELMA customers stood at 71 % of the total financing volume, as in the previous year.

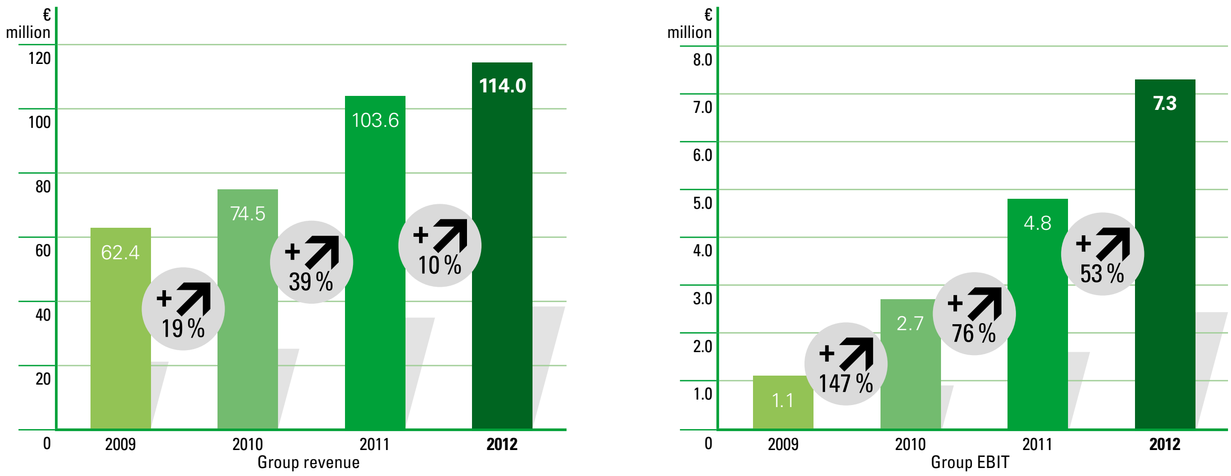
Hausbau Finanz GmbH building financing volumes



Earnings trends

With revenue up 10%, or €10.4 million, and consolidated total output even increasing by €19.4 million, or 17%, due to land purchases, consolidated EBIT improved at a significantly more rapid rate of 53%, rising from €4.8 million to €7.3 million.

Group revenue and group EBIT 2009-2012 (according to IFRS)

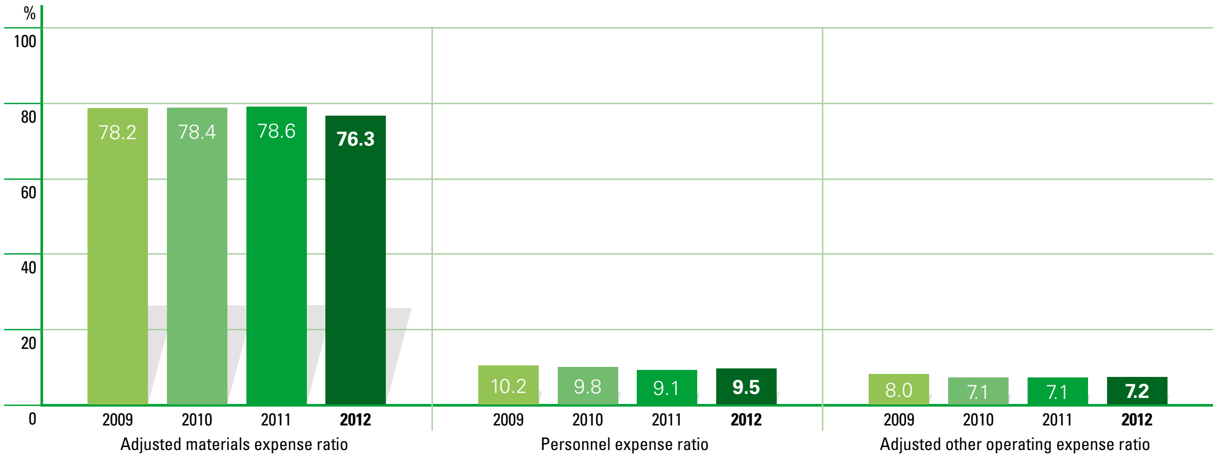


Despite the higher revenue level, no economies of scale were achieved in 2012 because we took the opportunity in the year under review to create the necessary basis for significant business volume growth given the considerable increases in revenue that we expect over the coming years. This is particularly clear from the ratio of personnel expenses to revenue, which was up from 9.1% to 9.5%.

The adjusted other operating expense ratio, which is derived by dividing the net balance of other operating income and expenses by revenue, was almost unchanged at 7.2% (previous year: 7.1%).

We are assuming that both of the aforementioned cost ratios will fall in 2013, thereby allowing us to benefit from economies of scale again.

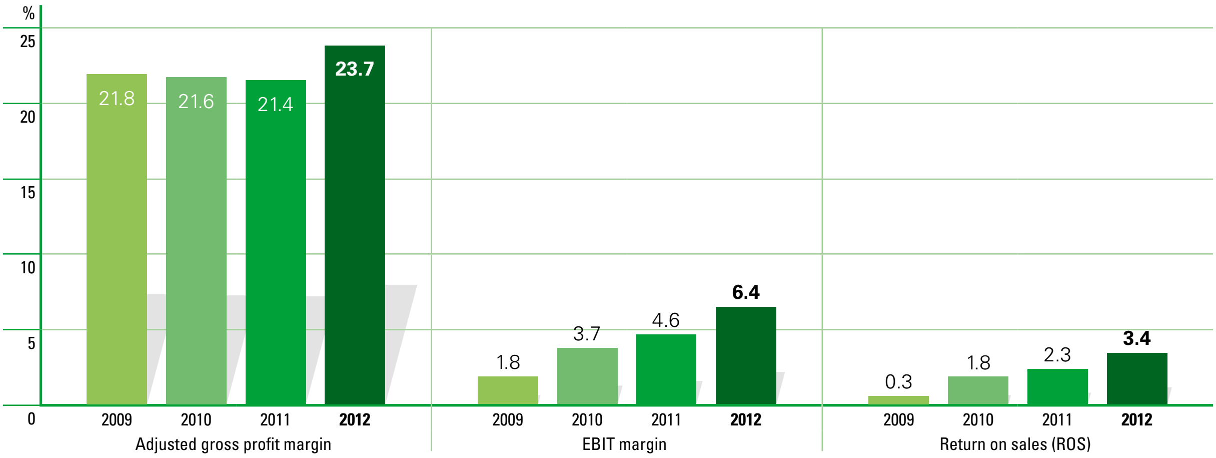
Trends in cost ratios to revenue 2009-2012 (according to IFRS)



The gross profit margin reported a considerable improvement to 23.7% in 2012 (previous year: 21.4%), above our minimum medium-term target range of 20-22%. In order to assure optimal comparability, the underlying materials expense ratio was adjusted to reflect materials expenses that are not offset by revenue.

The higher revenue share of the property development business exerted a positive impact on the Group's average gross profit margin in 2012 in this context. It should nevertheless be noted that gross margins have risen pleasingly in all HELMA Group business areas, with the greater centralisation of the awarding of orders making an important contribution in this context, among other factors. As a consequence, we have already succeeded in the year under review in raising the EBIT margin to a level of 6.4% (previous year: 4.6%), thereby reaching our medium-term target EBIT margin of 6-8%.

Trends in profit margins 2009-2012 (according to IFRS)



The net financial result stood at €-1.6 million in the year under review (previous year: €-1.4 million). With earnings before tax (EBT) of €5.8 million (previous year: €3.4 million), and net income before minority interests of €3.9 million (previous year €2.4 million), we again achieved record earnings in the 2012 financial year, and boosted our return on sales from 2.3% to 3.4%. Overall, we generated €1.33 of earnings per share (previous year: €0.83).

Business progress at the HELMA Group (according to IFRS)

in €	2012	2011	2010	2009
Sales revenue	**113,987,939.23**	**103,588,103.66**	**74,535,062.03**	**62,448,303.59**
- of which revenue from long-term construction orders (PoC-method)	1,139,815.00	6,664,543.00	682,715.00	-273,342.00
Changes in stocks of finished goods and work in progress	18,179,463.84	9,132,211.56	2,463,646.35	-188,994.23
Total output	**132,167,403.07**	**112,720,315.22**	**76,998,708.38**	**62,259,309.36**
Other own work capitalised	51,360.49	166,187.88	238,458.11	157,239.31
Other operating income	508,954.79	513,452.48	640,964.80	443,838.94
Expense for materials and third-party services	-104,389,285.21	-89,975,216.63	-60,761,613.59	-48,659,055.93
Personnel expense	-10,817,789.65	-9,444,972.88	-7,334,725.00	-6,386,388.65
Other operating expenses	-8,746,671.87	-7,847,297.30	-5,930,422.04	-5,451,379.84
EBITDA	**8,773,971.62**	**6,132,468.77**	**3,851,370.66**	**2,363,563.19**
Depreciation/amortisation	-1,439,238.25	-1,346,590.20	-1,127,291.81	-1,259,417.99
EBIT	**7,334,733.37**	**4,785,878.57**	**2,724,078.85**	**1,104,145.20**
Net financial result	-1,579,282.77	-1,404,614.67	-813,993.14	-860,196.34
EBT	**5,755,450.60**	**3,381,263.90**	**1,910,085.71**	**243,948.86**
Income tax	-1,857,731.09	-1,030,756.56	-589,495.29	-45,636.70
Net income before minority interests	**3,897,719.51**	**2,350,507.34**	**1,320,590.42**	**198,312.16**
Minority interests' share of earnings	-98,711.84	-40,368.55	-18,273.13	-14,958.55
Net income after minority interests	**3,799,007.67**	**2,310,138.79**	**1,302,317.29**	**183,353.61**
Earnings per share	**1.33**	**0.83**	**0.50**	**0.07**

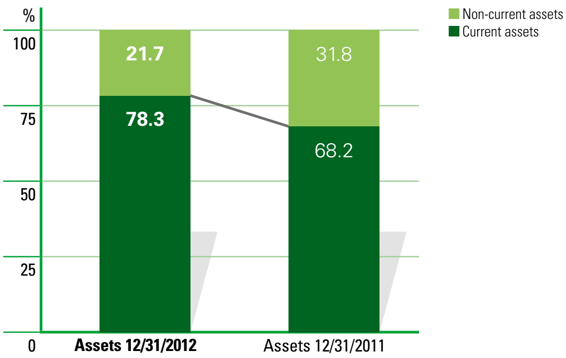
Group net assets and financial position

Assets

The total assets of the HELMA Group increased by €20.8 million to reach €84.6 million over the reporting period. Non-current assets amounted to €18.4 million as of the balance sheet date, €1.9 million below the previous year's figure, which particularly reflected the fall in property, plant and equipment from €16.3 million to €15.0 million. By contrast, current assets registered a marked increase of €22.7 million to €66.3 million. This rise results primarily from further additions of plots of land arising from our property development projects, which raised inventories by €16.0 million, and an increase in receivables in line with our marked business expansion. Cash and cash equivalents amounted to €1.5 million as of the balance sheet date, reflecting a €2.3 million decrease from the period year's level.

Group balance sheet structure: assets (according to IFRS)

in €	12/31/2012	%	12/31/2011	%
Non-current assets	18,365,854.37	21.7	20,313,255.72	31.8
- of which property, plant and equipment	15,021,992.25	17.7	16,310,951.33	25.5
Current assets	66,279,061.03	78.3	43,554,699.08	68.2
- of which inventories	35,816,055.73	42.3	19,829,837.88	31.0
- of which cash and cash equivalents	1,539,673.46	1.8	3,792,545.55	5.9
Total Assets	**84,644,915.40**	**100.0**	**63,867,954.80**	**100.0**



Equity and liabilities

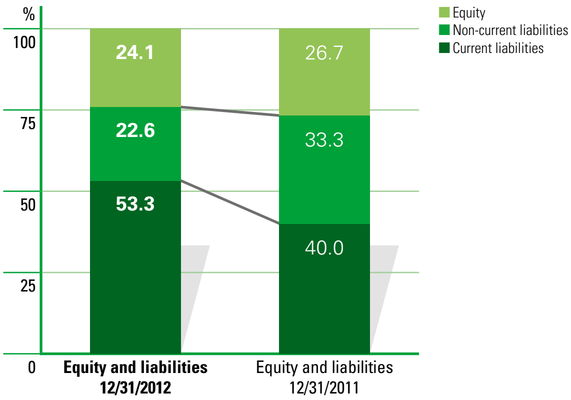
On the equity and liabilities side, equity increased from €17.1 million to €20.4 million as of the balance sheet date. This strengthening of our equity primarily reflects consolidated net income of €3.9 million achieved in the 2012 fiscal year, less the €0.6 million dividend payment for the 2011 financial year that was disbursed in July 2012. This generates a 24.1% equity ratio as of the balance sheet date (December 31, 2011: 26.7%). Although this is slightly below the previous year's level due to the considerable increase in total assets, it nevertheless remains above the sector average.

Non-current liabilities fell from €21.2 million to €19.1 million over the reporting period, equivalent to 22.6% of total assets, and particularly reflecting the €2.9 million reduction in non-current financial liabilities to €15.4 million. The main reason for this fall is the reclassification of the €3.0 million subordinated loan to current financial liabilities since this loan, which incurs annual interest of 7.93%, is due for repayment in April 2013.

The remaining 53.3 % share of total equity and liabilities was attributable to current liabilities (December 31, 2011: 40.0%), which amounted to €45.2 million as of the balance sheet date (December 31, 2011: €25.6 million). The increase in current liabilities resulted from the rise in current financial liabilities from €2.0 million to €22.4 million, which were drawn down to finance a large volume of land purchases, in particular.

Group balance sheet structure: equity and liabilities (according to IFRS)

in €	12/31/2012	%	12/31/2011	%
Equity	20,364,724.67	24.1	17,067,123.70	26.7
Non-current liabilities	19,088,100.00	22.6	21,246,972.53	33.3
- of which non-current financial liabilities	15,442,888.63	18.2	18,354,488.36	28.7
Current liabilities	45,192,090.73	53.3	25,553,858.57	40.0
- of which current financial liabilities	22,443,741.58	26.5	1,989,838.12	3.1
Total equity and liabilities	**84,644,915.40**	**100.0**	**63,867,954.80**	**100.0**



The aforementioned planned expansion of land purchase financing fed through to an increase in the HELMA Group's net finance debt from €16.6 million to €36.3 million as of December 31, 2012. At the same time, equity rose from €17.1 million to €20.4 million over this timeframe. The HELMA Group continues to command a very healthy capital structure with net finance debt comprising 42.9% of total assets (December 31, 2011: 25.9%) and a 24.1% equity ratio (December 31, 2011: 26.7%).

Changes in net debt and equity 2009-2012

in k€	12/31/2012	Relative to total assets	12/31/2011	Relative to total assets	12/31/2010	Relative to total assets	12/31/2009	Relative to total assets
Finance debt	37,887		20,344		13,335		11,302	
Cash and cash equivalents	-1,540		-3,793		-3,074		-2,518	
Net debt	**36,347**	**42.9%**	**16,551**	**25.9%**	**10,261**	**23.9%**	**8,784**	**24.8%**
Equity	**20,365**	**24.1%**	**17,067**	**26.7%**	**12,199**	**28.4%**	**10,905**	**30.8%**
Total assets	**84,645**	**100.0%**	**63,868**	**100.0%**	**42,965**	**100.0%**	**35,440**	**100.0%**

Cash flow statement

Profitability within the HELMA Group registered a further considerable increase in the 2012 financial year. This is also evident when looking at cash flows, with a further rise in cash earnings generated from €4.4 million to €6.4 million. Cash flow from operating activities amounted to a total of €-18.6 million in 2012 (previous year: €-5.7 million) due to the €25.0 million working capital expansion (previous year: €10.2 million) that was necessitated as a result of the planned further sales growth in the property development business.

Cash flow from investing activities amounted to €-0.6 million in the year under review, €2.5 million above the previous year's €-3.1 million. Investments in property, plant and equipment, and intangible assets (please see the section on Group investments) of €1.6 million were offset by €1.0 million of disposals, mainly reflecting the sale of the former administration office in Isernhagen near Hanover, and of the showhouse in Bielefeld. The sales proceeds exceeded the respective carrying amounts in both cases.

Cash flow from financing activities amounted to €16.9 million in the 2012 financial year (previous year: €9.5 million), and is primarily attributable to the raising of land purchase financing facilities to expand the property development business, as planned.

The HELMA Group's cash and cash equivalents stood at €1.5 million as of the balance sheet date, representing a €2.3 million decline compared with the previous year's balance sheet date. The HELMA Group also has free credit lines in a high single-digit amount in millions of euros at its disposal. Consequently, the HELMA Group's financial position remains extremely solid.

Group cash flow statement (according to IFRS)

in k€	2012	2011	2010	2009
Cash flow from operating activities	-18,581.7	-5,730.9	-239.7	3,001.3
- of which cash earnings	6,447.5	4,396.3	2,923.1	1,473.1
- of which change in working capital	-24,978.8	-10,161.5	-3,541.3	1,506.7
- of which gain/loss on disposal of fixed assets	-50.4	34.3	81.0	21.5
- of which change in assets available for sale	0.0	0.0	297.5	0.0
Cash flow from investing activities	-601.1	-3,077.3	-1,210.8	-1,148.5
Cash flow from financing activities	16,929.9	9,526.3	2,006.5	-1,557.5
Cash and cash equivalents at the end of the period	**1,539.7**	**3,792.6**	**3,074.5**	**2,518.5**

Group investments

We invested a total of €1.6 million in property, plant and equipment, and in intangible assets in 2012 (previous year: €3.3 million). Of this amount, investments of €0.7 million were attributable to the land and buildings area (previous year: €1.9 million), and were utilised mainly to complete the first extension to the administrative building at the Group head office in Lehrte, and the construction of a new ecoSolar showhouse in Fellbach near Stuttgart.

Investments in intangible assets totalled €0.2 million in the year under review (previous year: €0.2 million), and relate mainly to software adjustments and our restructured website.

Investments in office and operating equipment amounted to €0.7 million in 2012 (previous year: €1.2 million), and focused on the purchasing of vehicles, IT equipment and furniture.

Investments in property, plant and equipment, and intangible assets

in k€	2012	2011	2010	2009
Land and buildings	662	1,925	638	634
Software	225	218	450	274
Office and operating equipment	699	1,155	432	328
Total	**1,586**	**3,298**	**1,520**	**1,236**

We plan to invest a total of around €3.0 million in property, plant and equipment, and intangible assets, in the 2013 financial year. These include the second extension to the administrative building and an expansion of the car park at the Group head office in Lehrte, the construction of 2-3 showhouses, and replacement investments in vehicles.

Corporate responsibility

Innovation and sustainability characterise the HELMA Group strategy. As a growth-oriented company, we bear our share of responsibility for society and the environment. At the same time, we are aware that we can only further expand our market position and corporate success in the medium term if we work continuously on our products and services, and further develop them through innovations.

Attractive working environment

We greatly depend on our employees' commitment and inspiration to achieve the aforementioned objectives. As a consequence, our goal is to present ourselves sustainably as an attractive and responsible employer, and to create the best possible working conditions for our staff. With our modern administrative building, we have created the premises that we require for an agreeable working environment.

We offer our staff highly varied education and further training opportunities. These not only include the HELMA Academy, where external and internal specialists provide information about the latest status of technology and new housebuilding trends, but also various training courses to constantly expand specialist know-how and social skills. These include software training, management training, and seminars on topics such as team-building, stress management and conflict management.

Social commitment

As a provider of services for private housebuilding, an essential part of our daily work is to create a shared space for people who love each other, and a new house for children and parents.

With our social and societal commitment, we are also quite aware of the central role that a home plays in people's lives. In particular, we are committed to delivering suitable living arrangements to support the development of children in various life stages and situations.

For instance, we regard some of our corporate events, such as the opening of new showhouses, project-related events or important company anniversaries not only as happy business events, but also as an opportunity to pass on and share such joys. The latter can occur through both financial and non-financial activities at regional level for specially selected projects such as integrative kindergartens, facilities that enable parents of severely ill children to live together with them during their treatment, or the creation of playrooms in hospitals.

Supporting children's and youth projects at the Group headquarters in Lehrte forms a constant focus of our social commitment. Here, HELMA might participate in the refurbishment and renovation of school playgrounds with its construction activities, or in the creation of joint-use areas for primary schools and neighbouring kindergartens.

By purchasing learning and play materials as well as technical equipment we play our part in ensuring that kindergartens in Lehrte are suitably equipped for their children's needs, and in improving the kindergarten teachers' work.

Our entire social commitment is long-term in its orientation, and true to the company's philosophy of creating sustainable values. We will endeavour in the coming years to further support the development of children and young people, utilising our resources to make a contribution to improving their learning and life situations. Children and young people form the foundation of our society, and are our future.

Climate and resource protection

As the result of our early focus on the area of energy-efficient construction methods, we have not only created a significant competitive advantage over the past ten years, but we also have made an important contribution to cutting resource consumption and CO_2 emissions. With our solar house series, we are able to offer our customers attractive opportunities to significantly save on heating costs with the help of the sun, thereby making an active contribution to climate protection. Our customers also make tangible energy savings since all our houses are already constructed as standard as KfW 70 efficiency houses pursuant to the 2009 German Energy Saving Directive (EnEV).

At our corporate headquarters, too, we also focus on the environmentally-friendly utilisation of solar energy to reduce energy consumption. To this end, we installed a highly modern photovoltaic system on the roof of our Group headquarters in Lehrte at the end of 2011. This solar system covers an area of 126 m², and consists of two individual systems and a total of 80 modules of 210 W each. The maximum total output amounts to 16.8 kWp, corresponding to around 14,500 kWh per year of solar electricity production. We use most of the electricity that is produced ourselves, although if surpluses occur, they are fed into the public network. With our 36-metre high advertising pylon, featuring some 280 m² of advertising space, we have also opted for electricity-saving technology, and retrofitted the advertising tower to low-consumption LED lighting, which has resulted in an almost 70% reduction in an electricity costs.

All of our marketing brochures and house catalogues are printed on FSC®-certified climate-neutral paper, and we only use biologically degradable inks. On our way to becoming a "paperless office", we are also endeavouring to push ahead with electronic archiving, and significantly reduce the number of paper documents we use on a daily basis.

Innovative and sustainable energy concepts

Integration of innovative energy-saving measures over time

ecoSolar houses

An ecoSolar house combines the utilisation and storage of free solar energy with one or several other energy sources. In this instance, solar energy not only heats water for bathing and showering, but is also used for heating. With a solar coverage ratio of around 30%, ecoSolar houses represent persuasive options thanks to their high long-term savings potential. In this case, almost one third of heating energy requirements is generated from sunlight power.

Solar energy houses

A solar energy house covers at least 50% of its annual heating generation requirements for home heating systems and hot water on a solar basis. For this purpose, the house has an approximately 40 m² solar collector on the south-facing part of its roof in order to actively utilise free solar energy. Residual energy requirements are covered on a regenerative basis by modern wood-firing, for example, using a wood gasification stove or pellet heating.

The energy from both sources is collected in an approximately 7,000-litre buffer storage unit, and is available for use at any time. As a result, a solar house is heated on an entirely climate-friendly and CO_2-neutral basis. Our HELMA solar houses are generally KfW 55 efficiency houses. Consequently, they not only enable significant heating cost savings, but are also eligible for KfW subsidies.

The EnergieAutarke house (energy-independent house)
With the EnergieAutarke house (EAH) – the energy-independent house – we are launching an entirely new generation of solar efficiency homes, and setting a new benchmark in terms of sustainable house construction. The EAH enables the house to be fully supplied with heat and electricity from solar sources, making its inhabitants fully independent of external energy supplies from large utility companies.

Solar energy, this free and crisis-proof raw material, covers 65% of annual heating requirements in the EAH. Up to 70% solar cover is possible depending on where such houses are located in Germany. This solar energy is collected by 46 m² solar collectors that are integrated at a 45° angle into the roof area, and which should ideally be directed towards the south. The heat is gathered centrally by a 9.3-cubic-metre long-term solar thermal storage unit. This heat is available year-round to provide heating and to heat domestic water, and can be stored for weeks or even months. During the times of the year when there is less sun, the unit transmits heat to the rooms through wall panel heating or underfloor heating on a basis that can be individually regulated. Wood logs, a renewable and indigenous raw material, are then combusted for any remaining heating requirements. The wood-burning stove delivers around 90% of heating energy to the buffer storage unit through an integrated water chamber. The remaining heat emission caters for additional and pleasant temperatures within the living areas. Wood comprises stored solar energy, and combusts on a CO_2-neutral basis. As a consequence, comfortable temperatures prevail the whole year round on the 162 m² living area of the EAH as a result of solar energy alone.

A photovoltaic system is integrated into the roof in addition to the collectors. On a 58 m² area, it generates the volume of electricity that the household requires for its own electricity supply. Surplus electricity is utilised for electromobility. In order to deploy the self-generated electricity more flexibly – in other words, also when the sun is not shining – it is stored temporarily in an electric energy storage unit (accumulator). This allows an electric car to be charged with self-produced electricity also during the evening, for example. With its monolithic and internally insulated masonry, triple-glazing, roof insulation and insulated foundation, the EAH naturally also fulfils the high requirements of a KfW 55 efficiency house. When measured against a conventional building, the EAH's year-round primary energy requirement of 5 kWh per square metre is 93% below the figure prescribed by the German Energy Saving Ordinance for new constructions, and around 83% below the passive energy house standard.

We have already received several awards for our "EnergieAutarke house" innovations. The Eurosolar European Association for Renewable Energy, for instance, awarded us its highly coveted German Solar Prize badge in 2011 for our outstanding and exemplary initiative to utilise renewable energy. The television and press also reported constantly on the EAH, further boosting our recognition across the whole of Germany, and underpinning our leading position in the energy-efficient construction method area.

The first two EAHs are currently being constructed for private owners in Freiberg, which will be handed over before the end of the 2013 business year, and which the German Federal Environment Minister will prospectively view in June 2013.

Employees and the company's boards

Development of personnel in the HELMA Group

Compared with the end of the 2011 financial year, the number of staff employed by the company underwent a 15% increase from 164 to 188 as of the balance sheet date. This growth in the number of staff was distributed among almost all business areas, and was due to the significant growth in new order intake, and positive future business prospects.

In the house consulting area, the number of independent specialist advisors with whom we work together in the sales area on a commission basis at various locations stood at an almost unchanged level of 78. The number of independent financial advisers remained constant in 2012 at 24.

Number of employees and independent specialist advisors in the HELMA Group 2009-2012

	12/31/2012	12/31/2011	12/31/2010	12/31/2009
Number of HELMA Group employees	188	164	131	108
Number of independent specialist advisors (house consultants)	78	76	76	81
Number of independent specialist advisors (financing consultants)	24	24	14	0

Training

We regard the training of young and motivated people as an important element of our personnel policy. We aim to thereby meet the challenges of demographic shift, and partly cover our requirement for qualified and up-and-coming young staff ourselves. We currently have three trainees in their first training years in the areas of financial accounting/administration, commercial administration and senior management administrative assistants. We also have two trainees in the third training year in the areas of architectural drawing and marketing. We will also create training places in the following areas in mid-2013:

- Architectural drawing
- Marketing area: digital and print media designers

The company's boards

In 2012, the Management Board of HELMA Eigenheimbau AG was composed of company-founder Mr. Karl-Heinz Maerzke (Chairman/CEO) and Mr. Gerrit Janssen. Mr. Karl-Heinz Maerzke is appointed to the Management Board until March 31, 2015, and Mr. Gerrit Janssen until June 30, 2014.

As of December 31, 2012, the company's Supervisory Board was composed of Mr. Otto W. Holzkamp (Chairman), Dr. Eberhard Schwarz (Deputy Chairman) and Dr. Peter Plathe. The period of office of the Supervisory Board members ends with the conclusion of the Shareholders' General Meeting that passes a resolution concerning the discharge of Supervisory Board members for the 2013 financial year.

Net assets, financial position and results of operations of the parent company

The separate development of the parent company is presented below by way of supplementary information to the Group report. The single-entity annual financial statements of HELMA Eigenheimbau AG are prepared according to the regulations of the German Commercial Code (HGB), and the German Stock Corporation Act (AktG). Pursuant to § 315 Paragraph 3 of the German Commercial Code, the management report for HELMA Eigenheimbau AG is aggregated with that of the HELMA Group.

Net assets and financial position

The total assets of HELMA Eigenheimbau AG amounted to €50.5 million as of December 31, 2012 (December 31, 2011: €48.4 million). This increase is particularly due to a €2.9 million rise in current assets to €31.4 million, which in turn reflects the trade receivables and receivables due from associated companies items. Non-current assets amounted to €18.7 million as of the balance sheet date, €0.7 million below the previous year's figure.

Balance sheet structure: assets (according to HGB)

in €	12/31/2012	12/31/2011
Non-current assets	18,660,838.32	19,368,071.53
Current assets	31,399,001.85	28,526,979.35
- of which cash and cash equivalents	394,639.15	3,197,492.10
Prepayments and accrued income	474,814.37	487,666.96
Total assets	**50,534,654.54**	**48,382,717.84**

On the equity and liabilities side of the balance sheet, equity as of the balance sheet date grew from €13.5 million to €16.4 million year-on-year, which was particularly attributable to the €3.5 million of net income that was generated for the year. The equity ratio stood at 32.4% as of the balance sheet date, well above the sector average. Liabilities totalled €25.9 million as of December 31, 2012, €1.6 million below the previous year's level. Provisions were up by €0.8 million to €8.3 million as part of the marked business expansion in 2012. HELMA Eigenheimbau AG commands liquidity of €0.4 million as of the end of 2012, as well as several million euros of free credit lines. Consequently, HELMA's financial position remains extremely solid.

Balance sheet structure: equity and liabilities (according to HGB)

in €	12/31/2012	12/31/2011
Equity	16,376,566.63	13,453,588.65
Provisions	8,261,100.52	7,430,865.03
Liabilities	25,896,987.39	27,498,264.16
Total equity and liabilities	**50,534,654.54**	**48,382,717.84**

Profitability

The total output of HELMA Eigenheimbau AG amounted to €75.8 million in the year under review (previous year: €75.6 million), almost unchanged as a consequence. Gross profit was up from €17.2 million to €20.1 million, due to a marked reduction in the materials expense ratio to 73.5% of total output. In this context, it should be noted that the revenue of HELMA Eigenheimbau AG also includes the subsidiaries' operating procurement payments, which are not offset by any notable materials expenses. Earnings before interest and tax (EBIT) were up from €1.5 million to €2.7 million. At €1.0 million, the net financial result represented a €0.7 million improvement on the previous year. In overall terms, HELMA Eigenheimbau AG increased its net income for the year from €1.7 million to €3.5 million in the 2012 financial year. We are firmly assuming that earnings will continue to grow over the coming years.

Total output of HELMA Eigenheimbau AG (according to HGB)

in €	2012	2011
Sales revenue	78,235,070.88	73,390,227.73
Change in stocks of finished goods and work in progress	-2,436,824.01	2,219,047.48
Total output	**75,798,246.87**	**75,609,275.21**

HELMA Eigenheimbau AG: key income statement figures (according to HGB)

in €	2012	%	2011	%
Total output	**75,798,246.87**	**100.0**	**75,609,275.21**	**100.0**
Materials expense	-55,689,090.16	-73.5	-58,375,629.86	-77.2
Gross profit	**20,109,156.71**	**26.5**	**17,233,645.35**	**22.8**
Other own work capitalised	51,360.49	0.1	166,187.88	0.2
Other operating income	505,788.51	0.7	458,676.77	0.6
Personnel expense	-9,466,213.12	-12.5	-8,396,577.97	-11.1
Depreciation/amortisation	-1,589,098.54	-2.1	-1,175,059.71	-1.6
Other operating expenses	-6,957,121.97	-9.2	-6,742,372.38	-8.9
EBIT	**2,653,872.08**	**3.5**	**1,544,499.94**	**2.0**
Net financial result	1,024,265.83	1.4	337,406.96	0.5
EBT	**3,678,137.91**	**4.9**	**1,881,906.90**	**2.5**
Profit for the year	**3,494,977.98**	**4.6**	**1,696,223.30**	**2.2**

Risk report

Risk management

We are naturally exposed to various risks in the course of our corporate activity. We only enter into risks that simultaneously offer the opportunity of appropriate value-enhancement, and where we can manage such risks within our organisation using recognised methods and measures. In order to control and manage these risks, as well as to provide transparent presentation of opportunities that arise, identified risks are monitored and assessed constantly as part of our risk management system.

This entails not only the constant monitoring of risk-relevant factors from the sales, contract management, technology, finances, project development, personnel, and legal areas, but also the assessment of the event probability relating to these risks, and any resultant losses. This provides the factors required for the Management Board – particularly as part of monthly reporting – to reach decisions that allow them to introduce prompt and appropriate measures. The Management Board is informed regularly about any potential excess beyond fixed risk limits.

Relevant risk factors

Macroeconomic risk
Despite the Euro crisis, the economic situation in Germany can be gauged as positive overall due to the low level of unemployment. The flight to physical assets, and the historically low interest-rate level, are also currently fostering greater demand for home-ownership and investments in residential and holiday properties. Despite the currently good general conditions, we are aware of the potential risk of a sudden and unexpected downturn in the economy, and we are intensively monitoring and analysing current market circumstances in order to be prepared to meet future trends as best as possible, and to rapidly implement measures necessitated by the relevant situation.

New technologies
We constantly analyse innovations in the house construction area resulting from technological progress, which we then integrate into our product portfolio following an assessment of their suitability. Close contact and the exchange of experience with the most varied types of manufacturers, associations and business partners, as well as visits to specialist trade fairs and conferences, promotes our company's innovative spirit in this respect. We have recently expanded our product portfolio, particularly in the energy-efficient construction method area, to include promising innovations, such as the ecoSolar house and, not least, the EnergieAutarke house (energy-independent house), for which we received the German Solar Prize badge. In doing so, we endeavour to ensure that the opportunities connected with innovations significantly outweigh related risks, and that start-up costs bear a reasonable relationship to sales potential.

Materials cost risk

We also calculate expected changes in materials prices, and take them into account in our calculations as part of ongoing planning. We counter the risk of rising materials prices by fixing our houses' sales prices on a forward basis. Unexpected leaps in materials prices that impact materials and/or services that we need to purchase could nevertheless exert a negative impact on income from individual building projects. We also mitigate the risk of rising raw materials prices with corresponding price adjustment clauses. These are coupled to the construction price index trend.

Investment risks

Following the successful conclusion of our expansion across Germany, we have already cut back investments in new showhouses to a relatively modest level over recent years. Most of the sales locations that we have newly created over the past business years have recently made a tangible contribution to the attainment of new sales records. In the future, too, we will proceed with the greatest possible care when considering the potential creation of individual locations or replacement investments, in order to minimise the risk of a misinvestment as far as possible.

This also applies for the purchase of land areas to expand the property development business of HELMA Wohnungsbau GmbH, HELMA LUX S.A., and HELMA Ferienimmobilien GmbH. In this case, we will only invest in areas where we have the requisite regional know-how, several years of back data. In our project business, the only start we predominantly make on projects is to purchase the land, and we do not start with specific building projects until the customer has signed a corresponding notarised purchase agreement, and the customer's financing has been confirmed. We will continue to subject exceptions to this approach to particularly intensive review, particularly when building terraced houses and multi-family homes, as well as in the case of revitalisation projects, which can make sense despite the higher sales risk. This allows us to ensure as best as possible that our capital is tied up in individual projects for as short a time as possible in all cases.

Personnel risks

We monitor personnel risks with a high degree of attention, and counter such risks using numerous personnel development measures. The focus in this context is the qualification of our employees, a low staff turnover rate, and the long-term loyalisation of managers to the company. Our employees' expertise is a decisive element in the high quality of the services we offer. We provide our employees and specialist advisers with a broad range of introductory, qualification, and further training programmes in order to secure this quality. These programmes continued to attract very enthusiastic interest in 2012.

IT risks
We regularly invest in modern hardware and software infrastructure, and perform frequent data backups, in order to prevent unauthorised access or data loss, and to ensure the constant availability of our IT systems. We employ leading manufacturers' products in this context. We constantly adjust our applicable security guidelines to the latest technical developments.

Legal risks
There are no identifiable major legal risks from today's perspective.

Financial risks
We monitor financial risks, including liquidity, interest, and default risks, using tried and tested controlling and steering tools, which facilitate prompt and transparent reporting. The Group reporting system ensures the regular recording, analysis, measurement and steering of financial risks.

Liquidity risks are monitored and managed centrally within the Group, based on rolling liquidity planning. The Group's sourcing of liquidity is ensured through sufficient cash holdings and free credit lines. This prevents liquidity bottlenecks.

Interest-rate risk within the HELMA Group results mainly from variable-rate liabilities. No evident significant interest-rate risk exists given our current level of liabilities that carry variable interest rates. Interest rate derivatives are not deployed.

As a result of our business model, and our tried and tested form of cooperation with subcontractors and general contractors, the risk arising from receivables defaults, or non-transferable warranty claims, may continue to be regarded as relatively low compared to the level of our revenue.

No exchange rate risks exist since HELMA Group companies operate in Germany and Luxembourg, and all annual financial statements are denominated in euros.

Overall assessment

The overall risk situation at the HELMA Group is analysed and managed as part of the risk management system presented above. In the financial year elapsed, we identified no specific risks that might jeopardise our company as a going-concern, either individually or taken together. An effect on business performance and earnings trends cannot be excluded in the event of unforeseeable and extraordinary risks. No risks are identified from today's position that might jeopardise the HELMA Group as a going-concern, either individually or in combination.

Related parties report

Pursuant to § 312 of the German Stock Corporation Act (AktG), the Management Board has prepared a related parties report, which contains the following concluding statement: "In the case of the legal transactions and measures listed in the related parties report, and according to the circumstances known to the Management Board at the time when legal transactions were performed, or measures were taken or not taken, HELMA Eigenheimbau Aktiengesellschaft received an appropriate consideration for each legal transaction, and has not been disadvantaged by the fact that measures were taken, or not taken."

Report on events subsequent to the reporting date

With the objective of optimising the Group tax rate, a control and profit transfer agreement was concluded on January 17, 2013 between HELMA Eigenheimbau AG and Hausbau Finanz GmbH, which was approved by the shareholder meeting of Hausbau Finanz GmbH on January 17, 2013. Under the precondition that the Shareholders' General Meeting of HELMA Eigenheimbau AG on July 5, 2013 also approves this control and profit transfer agreement, and that it is entered in the commercial register of Hausbau Finanz GmbH by the end of 2013, the control and profit transfer agreement will have retrospective validity for the period from January 1, 2013, with the exception of the authority to give instructions that it contains.

With the aim of optimising the Group tax rate, a profit transfer agreement was concluded on January 17, 2013 between HELMA Eigenheimbau AG and HELMA Wohnungsbau GmbH, which was approved by the shareholder meeting of HELMA Wohnungsbau GmbH on January 17, 2013. Under the precondition that the Shareholders' General Meeting of HELMA Eigenheimbau AG on July 5, 2013 also approves this profit transfer agreement, and that it is entered in the commercial register of HELMA Wohnungsbau GmbH by the end of 2013, the profit transfer agreement will have retrospective validity for the period from January 1, 2013.

In January 2013, HELMA Wohnungsbau GmbH expanded its sphere of operating activities to include the planning, construction and sale of terraced houses and multi-family houses to institutional investors. To this end, several pre-developed residential building projects were acquired from bauwo Wohn AG as part of an asset deal on January 18, 2013. In doing so, the company entered into no obligation to purchase land, or to implement the respective projects. Neither will occur until the final examination of the relevant projects, which are located in the cities of Berlin, Hanover and Potsdam.

On January 18, 2013, Harald Beinlich and Björn Jeschina were appointed as additional managing directors of HELMA Wohnungsbau GmbH.

Besides this, no transactions of particular significance occurred after the balance sheet date.

Dividend

In its single-entity financial statements prepared according to the accounting principles of the German Commercial Code (HGB), HELMA Eigenheimbau AG reports unappropriated retained earnings of €4,616,310.56 for the 2012 financial year. As part of approving the annual financial statements at the Supervisory Board meeting on March 27, 2013, the Management Board proposed to the Supervisory Board that it should propose to the Shareholders' General Meeting to be held on July 5, 2013, that it approves the payment of a dividend of €0.35 per dividend-entitled ordinary share, consequently €1,001,000.00, and to carry the residual amount of €3,615,310.56 forward to a new account.

The dividend total and the amount to be carried forward to a new account in the proposed application of earnings is based on the dividend-entitled share capital of €2,860,000.00 as of March 12, 2013, which is split into 2,860,000 ordinary shares.

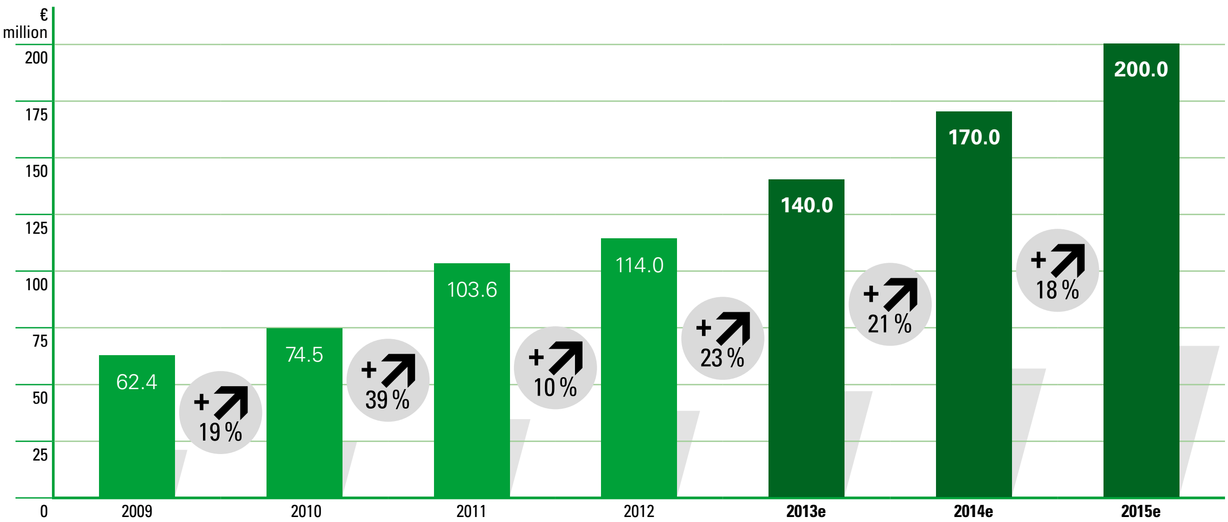
The annual financial statements of HELMA Eigenheimbau AG prepared according to the regulations of the German Commercial Code (HGB) and the German Stock Corporation Act (AktG), as well as the aggregated management report, are published in the electronic Federal Gazette (Bundesanzeiger).

Forecast report

Based on the highest order book position in the company's history of €106.0 million with which we started the 2013 financial year, and the large number of property development projects that are actually been realised, we expect further significant revenue growth of around €26.0 million to €140.0 million for the 2013 financial year. The further expansion of the property development business at the HELMA Wohnungsbau GmbH and HELMA Ferienimmobilien GmbH subsidiaries will be primarily responsible for the forecast revenue growth. Their share of consolidated revenue (2012: €44.0 million) will prospectively amount to around €65.0 million in the current 2013 financial year. Further significant revenue growth of €6.0 million to approximately €75.0 million is expected in the building services area where HELMA Eigenheimbau AG operates.

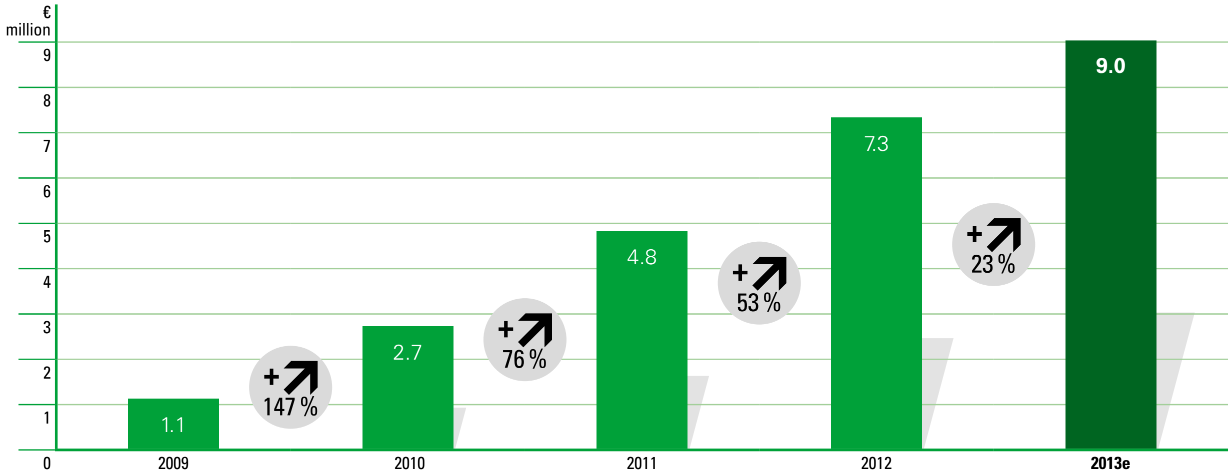
With a look to our existing project pipeline, and given cautious assumptions relating to the actual implementation of projects that are still in the final review stage, we will in all likelihood increase the consolidated revenue level to at least €170.0 million in 2014, and exceed the €200.0 million revenue level for the first time in 2015. We firmly expect that all of the revenue growth referred to above will be accompanied by corresponding, marked earnings growth.

Group revenue 2009-2015e (according to IFRS)



Based on the revenue planning for the 2013 financial year outlined above, an increase in consolidated EBIT from €7.3 million to at least €9.0 million is anticipated. The EBIT margin on revenue would thereby remain at an unchanged level of 6.4% compared with the 2012 financial year. We regard this as a conservative assumption since the EBIT margin could certainly rise further given similar gross profit margins to the financial year elapsed, and the realisation of economies of scale.

Group-EBIT 2009-2013e (according to IFRS)



We assume that the far predominant portion of revenue and earnings contributions will continue to be generated in the second half of the year due to weather and project related effects, as has occurred in the past. In all likelihood, this uneven distribution over the course of the year will be even more acute in 2013, since the 2013 winter is proving to be long, continuing well into March. Secondly, most of the revenue realisation for the property development business will focus on the second half of the year. However, it is currently not anticipated that delays will occur to individual projects to an extent that could jeopardise the planned significant revenue and earnings growth rates, since all such projects – in line with our conservative planning approach – are not included in the forecast until the following year. For this reason, we are firmly convinced that we can at least realise the aforementioned revenue and earnings forecasts in the coming years, thereby successfully continuing the HELMA Group's profitable growth in the future.

Lehrte, March 12, 2013

Karl-Heinz Maerzke
Management Board Chairman

Gerrit Janssen
Management Board member

Consolidated Financial Statements
for the period January 1, 2012 to December 31, 2012 according to IFRS

Consolidated balance sheet

ASSETS in €	Note	12/31/2012	12/31/2011
Non-current assets			
Other intangible assets	(1)	799,629.00	827,595.88
Goodwill	(2)	1,380,173.97	1,380,173.97
Property, plant and equipment	(3)	15,021,992.25	16,310,951.33
Investment property	(4)	298,041.00	303,658.00
Other non-current assets	(5)	19,246.95	6,843.39
Deferred tax	(6)	846,771.20	1,484,033.15
Non-current assets, total		**18,365,854.37**	**20,313,255.72**
Current assets			
Inventories	(7)	35,816,055.73	19,829,837.88
Receivables arising from construction orders	(8)	9,689,170.99	6,620,627.35
Trade receivables	(9)	15,736,530.66	10,586,553.69
Tax receivables	(10)	200,999.76	107,392.82
Other current receivables	(11)	2,359,446.18	2,227,741.79
Cash and cash equivalents	(12)	1,539,673.46	3,792,545.55
Non-current assets available for sale	(13)	937,184.25	390,000.00
Current assets, total		**66,279,061.03**	**43,554,699.08**
Total assets		**84,644,915.40**	**63,867,954.80**

EQUITY & LIABILITIES in €	Note	12/31/2012	12/31/2011
Equity	(14)		
Issued share capital		2,860,000.00	2,860,000.00
Capital reserves		11,550,159.46	11,550,159.46
Revenue reserves		160,256.07	160,256.07
Balance sheet profit		5,617,479.69	2,384,436.01
Equity attributable to HELMA Eigenheimbau AG owners		20,187,895.22	16,954,851.54
Minority interests		176,829.45	112,272.16
Equity, total		**20,364,724.67**	**17,067,123.70**
Non-current liabilities			
Pension provisions and similar obligations	(15)	14,736.77	15,644.66
Other non-current provisions	(16)	314,800.00	166,100.00
Non-current financial liabilities	(17)	15,442,888.63	18,354,488.36
Trade payables	(18)	2,172,207.01	1,892,761.20
Deferred tax	(19)	1,143,467.59	817,978.31
Non-current liabilities, total		**19,088,100.00**	**21,246,972.53**
Current liabilities			
Other current provisions	(20)	5,206,313.00	5,634,158.05
Tax liabilities	(21)	899,148.21	299,118.04
Current financial liabilities	(22)	22,443,741.58	1,989,838.12
Liabilities arising from prepayments received	(23)	0.00	0.00
Trade payables	(24)	3,125,456.86	5,851,929.62
Other current liabilities	(25)	13,517,431.08	11,778,814.74
Current liabilities, total		**45,192,090.73**	**25,553,858.57**
Total equity and liabilities		**84,644,915.40**	**63,867,954.80**

Consolidated statement of total comprehensive income

in €	Note	2012	2011
Revenue	(26)	**113,987,939.23**	**103,588,103.66**
Change in stocks of finished goods and work in progress	(27)	18,179,463.84	9,132,211.56
Other own work capitalised	(28)	51,360.49	166,187.88
Other operating income	(29)	508,954.79	513,452.48
Expense for materials and third-party services	(30)	-104,389,285.21	-89,975,216.63
Personnel expense	(31)	-10,817,789.65	-9,444,972.88
Depreciation / amortisation	(32)	-1,439,238.25	-1,346,590.20
Other operating expenses	(33)	-8,746,671.87	-7,847,297.30
Operating earnings (EBIT)		**7,334,733.37**	**4,785,878.57**
Finance expenses	(34)	-1,643,212.99	-1,491,707.97
Other financial income	(35)	63,930.22	87,093.30
Earnings before tax		**5,755,450.60**	**3,381,263.90**
Income tax	(36)	-1,857,731.09	-1,030,756.56
Net income before minority interests		**3,897,719.51**	**2,350,507.34**
Minority interests' share of earnings		-98,711.84	-40,368.55
Net income after minority interests		**3,799,007.67**	**2,310,138.79**

The company has refrained from presenting a reconciliation between net income for the year and total comprehensive income pursuant to IAS 1.81 ff. since the net income for the year corresponds to the total comprehensive income.

Earnings per share in €			
undiluted		1.33	0.83
diluted		1.33	0.83

Consolidated cash flow statement

in k€			2012	2011
1.		Earnings after tax	3,897.7	2,350.5
2.	+/-	Depreciation/amortisation	1,439.3	1,286.6
3.	+/-	Change in non-current provisions	147.8	37.8
4.	+/-	Change in deferred tax	962.7	661.4
5.	+/-	Other non-cash-effective transactions	0.0	60.0
6.	**=**	**Cash earnings (sum of 1 to 5)**	**6,447.5**	**4,396.3**
7.	-/+	Change in inventories	-15,986.3	-11,201.8
8.	-/+	Change in receivables and other assets	-8,456.2	-7,446.4
9.	+/-	Change in current provisions	-427.9	2,638.7
10.	+/-	Change in liabilities (excluding financial liabilities)	-108.4	5,848.0
11.	**+/-**	**Change in working capital (sum of 7 to 10)**	**-24,978.8**	**-10,161.5**
12.	-/+	Gain/loss on disposal of assets	-50.4	34.3
13.	**=**	**Cash flow from operating activities (sum of 6, 11 and 12)**	**-18,581.7**	**-5,730.9**
14.	+	Payments received from disposal of property, plant and equipment	972.2	220.4
15.	+	Payments received from the sale of minority interests in subsidiaries	12.3	0.0
16.	-	Cash outflow for investments in property, plant and equipment	-1,360.9	-3,080.1
17.	-	Outgoing payments for investments in intangible assets	-224.7	-217.6
18.	**=**	**Cash flow from investing activities (sum of 14 to 17)**	**-601.1**	**-3,077.3**
19.	-	Cash outflows to other shareholders	-40.4	-16.0
20.	-	Dividend	-572.0	0.0
21.	+	Payments received from capital increase	0.0	2,533.2
22.	+/-	Drawing down/redemption of liabilities	17,542.3	7,058.9
23.	-	Cash outflows for finance leasing	0.0	-49.8
24.	**=**	**Cash flow from financing activities (sum of 19 to 23)**	**16,929.9**	**9,526.3**
25.	**Net change in cash and cash equivalents (sum of 13, 18 and 24)**		**-2,252.9**	**718.1**
26.	**Cash and cash equivalents at the start of the period**		**3,792.6**	**3,074.5**
27.	**Cash and cash equivalents at the end of the period**		**1,539.7**	**3,792.6**

Consolidated statement of changes in equity

in €	Issued share capital	Capital reserves	Revenue reserves	Balance sheet loss/ profit	Shares of owners of HELMA Eigenheim-bau AG	Shares of minority interests	Equity Total
Status January 1, 2011	2,600,000.00	9,276,991.96	160,256.07	74,297.22	12,111,545.25	87,906.88	12,199,452.13
Payments received from capital increase	260,000.00	2,273,167.50	0.00	0.00	2,533,167.50	0.00	2,533,167.50
Withdrawals/deposits	0.00	0.00	0.00	0.00	0.00	-16,003.27	-16,003.27
Net income for the year	0.00	0.00	0.00	2,310,138.79	2,310,138.79	40,368.55	2,350,507.34
Status December 31, 2011	**2,860,000.00**	**11,550,159.46**	**160,256.07**	**2,384,436.01**	**16,954,851.54**	**112,272.16**	**17,067,123.70**
Dividend	0.00	0.00	0.00	-572,000.00	-572,000.00	0.00	-572,000.00
Sale of minority interest in HELMA Ferienimmo-bilien GmbH	0.00	0.00	0.00	6,036.01	6,036.01	6,213.99	12,250.00
Withdrawals/deposits	0.00	0.00	0.00	0.00	0.00	-40,368.54	-40,368.54
Net income for the year	0.00	0.00	0.00	3,799,007.67	3,799,007.67	98,711.84	3,897,719.51
Status December 31, 2012	**2,860,000.00**	**11,550,159.46**	**160,256.07**	**5,617,479.69**	**20,187,895.22**	**176,829.45**	**20,364,724.67**

Notes to the Consolidated Financial Statements

1. General information

1.1. General notes concerning the company, Basic information

The Group parent company is HELMA Eigenheimbau Aktiengesellschaft (referred to below as HELMA AG), Lehrte, Germany. The company is entered in the commercial register of the local court of Hildesheim under number HRB 201182 with the address "Zum Meersefeld 4, 31275 Lehrte".

HELMA AG's main area activity is the planning and construction management of turnkey and partly turnkey detached (focus) and semi-detached on the basis of customer orders. The houses are either built entirely individually or constructed on the basis of various house types, whereby customers have the opportunity to design their selected house types individually according to their own wishes and requirements.

HELMA Wohnungsbau GmbH, Lehrte, a subsidiary of HELMA AG, operates in the conventional property development area.

The company has operated in the area of building-related financing and insurance since the end of 2010 through Hausbau Finanz GmbH, Lehrte.

HELMA Ferienimmobilien GmbH, Lehrte, a subsidiary of HELMA AG that was founded on January 3, 2011, operates in the area of the development and planning, as well as sale of holiday homes and apartments.

As the parent company of the HELMA Group, HELMA AG has been listed in the open market of the Frankfurt Securities Exchange (Entry Standard) since September 2006 (WKN A0EQ57; ISIN DE000A0EQ578).

The 2012 consolidated financial statements were prepared in euros; some information is provided in thousands of euros (k€).

The December 31, 2012 consolidated financial statements of HELMA AG were prepared according to the International Financial Reporting Standards (IFRS) of the International Accounting Standards Board (IASB), London, valid as of the financial reporting date, and taking into account the interpretations of the Standing Interpretations Committee (SIC) and of the International Financial Reporting Interpretations Committee (IFRIC), and as applicable in the EU.

All companies included in the consolidated financial statements use the calendar year as their financial year.

The consolidated financial statements include the consolidated balance sheet, consolidated statement of total comprehensive income, consolidated statement of changes in equity, consolidated cash flow statement, and notes to the consolidated financial statements including a consolidated statement of changes in fixed assets and segment reporting.

1.2. Standards and interpretations requiring application in the current financial year

New standards, amendments to existing standards, and new interpretations were approved in 2012.

These include:

a) Published standards and interpretations that require mandatory first-time application for the IFRS financial statements as of December 31, 2012:

- **Amendments to standards:**
  - Amendments to IFRS 1 "First-time adoption of IFRS": Severe hyperinflation and removal of fixed dates (comes into force on July 1, 2011)
  - Amendments to IFRS 7 "Financial Instruments: Disclosures": disclosures relating to transfers of financial assets (comes into force on July 1, 2011)
- **New standards:**
  - -
- **New interpretations:**
  - -

b) Published standards and interpretations that do not yet require mandatory first-time application for the IFRS financial statements as of December 31, 2012:

- **Amendments to standards:**
  - Amendments to IAS 1 "Presentation of Financial Statements": Presentation of Items of Other Comprehensive Income (comes into force on July 1, 2012)
  - Amendments to IAS 12 "Income Taxes": Deferred Tax: Recovery of Underlying Assets (comes into force on January 1, 2013 ***)

- Amendments to IAS 19 "Employee Benefits": elimination of the corridor method, and amendments to the reporting of actuarial gains and losses, past service costs, finance costs, and expected return on plan assets (comes into force on January 1, 2013)

- Amendments to IAS 27 "Consolidated and Separate Financial Statements": restriction of regulations relating to separate financial statements (comes into force on January 1, 2014 **)

- Amendments to IAS 28: "Investments in Associates and Joint Ventures": mandatory application of equity method (comes into force on January 1, 2014 **)

- Amendments to IAS 32 "Financial Instruments: Presentation": Offsetting Financial Assets and Financial Liabilities (comes into force on January 1, 2014)

- Various amendments: IASB's 2009-2011 Annual Improvements Project (comes into force on January 1, 2013) *

- Amendments to IFRS 1 " First-Time Adoption of IFRS": Government Grants (comes into force on January 1, 2013) *

- Amendments to IFRS 7 "Financial Instruments: Disclosures": disclosures relating to the offsetting of financial assets and financial liabilities (comes into force on January 1, 2013)

- **New standards:**

  - IFRS 10 "Consolidated Financial Statements" (comes into force on January 1, 2014 **)

  - IFRS 11 "Joint Arrangements" (comes into force on January 1, 2014 **)

  - IFRS 12 "Disclosures of Interests in Other Entities" (comes into force on January 1, 2014 **)

  - IFRS 13 "Fair Value Measurement" (comes into force on January 1, 2013)

  - IFRS 9 "Financial Instruments" (comes into force on January 1, 2015) *

- **New interpretations:**

  - IFRIC 20 "Stripping Costs in the Production Phase of a Surface Mine" (comes into force on January 1, 2013)

* Not yet endorsed by the EU.

** Mandatory application for EU companies was postponed until January 1, 2014.

*** Mandatory application for EU companies was postponed until January 1, 2013.

The company has, and will, apply the new standards and interpretations once their application is mandatory within the EU. No significant effects have resulted for the balance sheet and income statement, and none are expected. Amendments and extended disclosures arise for mandatory disclosures in the notes.

2. Key accounting methods

These consolidated financial statements have been prepared in compliance with IFRS, as applicable in the EU.

The preparation of consolidated financial statements according to IFRS requires the Management Board to make estimates and assumptions that have effects on the amounts reported in the consolidated balance sheet, as well as on the disclosure of contingent claims and liabilities as of the reporting date, and on the reported income and expenses during the reporting period. The assumptions and estimates reflect assumptions based on the relevant current status of knowledge. Actual outcomes may differ from these estimates and assumptions.

2.1. Assets

Intangible assets

Intangible assets (licenses and IT software, customer relationships) are recognised at cost less amortisation. Amortisation is performed on a straight-line basis over the economic useful life, which amounts to up to five years.

Expected useful lives and amortisation methods are reviewed at the end of the financial year.

The carrying amounts of intangible assets are reviewed at each reporting date in order to determine whether there are indications that impairment has occurred.

Development costs for newly developed building types for which technical and marketing feasibility studies are available are capitalised using their directly and indirectly attributable production costs to the extent that expenses can be clearly allocated, and the newly developed products are viable from both a technical and marketing perspective (IAS 38). It must also be sufficiently likely that such development activities will result in future cash inflows. Borrowing costs that are attributable to the production process are capitalised if they are significant. Amortisation is applied on the basis of the products' planned technical useful life. The useful life amounts to five years. Pursuant to IAS 38, research costs cannot be capitalised, and are consequently expensed directly in the consolidated statement of total comprehensive income.

Goodwill

Goodwill arising on a business combination is recognised at the time when control is transferred (acquisition date). It corresponds to the amount by which the purchase costs exceed the Group share in the fair value of the identifiable assets, liabilities and contingent liabilities of the acquired company at the acquisition date.

For the impairment test, goodwill is distributed among all the Group's cash generating units where it is expected that they can generate benefits from the synergies of the merger. Cash generating units to which a portion of goodwill is allocated are tested at least once annually for impairment. These tests are performed more regularly when there are indications that the value of a unit is impaired.

The impairment test is based on a calculation of the recoverable amount. This is derived from the higher of either fair value less costs to sell and value in use. If a cash generating unit's carrying amount exceeds its recoverable amount, IAS 36.104 f. requires the recognition of an impairment loss.

The carrying amount of the cash generating unit comprises its so-called net assets, which are composed of its operating assets, in other words, the assets required for operating activities, less disclosed hidden reserves (especially goodwill), and less liabilities arising from operating activities.

Whereas the calculation of fair value less costs to sell is based on procedures primarily referring to market prices, the calculation of value in use makes recourse to procedures based on capital values.

The concept of the weighted average cost of capital (post-tax WACC approach) is used for procedures based on capital values.

The following assumptions were made in this context:

- Equity costs are calculated on the basis of the capital asset pricing model, and amount to 9.65% (previous year: 8.80%). This interest rate was calculated on the basis of a risk-free rate of 2.50% (previous year: 2.75%), a risk premium of 6.5% (previous year: 5.5%) and a beta factor of 1.1 (previous year: 1.1).

- The value in use was calculated using the present value of cash flow during two growth phases. Detailed planning that has been approved by the Management Board was used as the basis for the financial years comprising Phase 1 (two years). A perpetual return is used as the basis for Phase 2. The growth assumed in this instance amounts to 1%.

Property, plant and equipment

Property, plant and equipment (with the exception of land) is reported at cost less cumulative depreciation and impairment losses. Besides directly attributable unit costs, cost in this respect also reflects appropriate portions of production-related overhead costs.

Depreciation is performed in such a way that the assets' costs less their residual values are depreciated on a scheduled basis over their useful lives. The expected useful lives, residual values and depreciation methods are reviewed annually, and all necessary modifications to estimates are taken into account prospectively.

Property, plant and equipment is depreciated on a straight-line basis over the following useful lives:

Prospective useful lives	Years
Showhouses	up to 33
Office buildings	up to 33
Outdoor plant	10 - 35
Other plant, operating and office equipment	1 to 15

Economic useful lives are determined taking into account prospective physical wear and tear, technical obsolescence, and legal and contractual restrictions.

A useful life of up to 33 years is assumed for showhouses situated on the company's own land. Where shorter, rental duration is used as the useful life for showhouses situated on third-party land.

Assets under construction are recognised at cost. Borrowing costs are capitalised if they are significant. Depreciation of these assets commences when they are completed, or when they reach an operationally ready condition.

Depreciation is not applied to land.

Leasing

Leases are classified as finance leases if all essential opportunities and risks connected with ownership are transferred to the lessee as a result of the lease agreement. All other leases are classified as operating leases.

Assets held as part of a finance lease are reported as Group assets at fair value at the start of the lease, or, if lower, the present value of the minimum lease payments. The corresponding liability to the lessor is shown in the consolidated balance sheet as an obligation arising from a finance lease.

Assets held under finance leases are depreciated over their expected useful life in the same way as assets held as Group property or, if shorter, the duration of the underlying lease.

Lease payments are split into interest expenses and capital repayments of the lease obligation in such a way that the remaining liability is subject to a constant rate of interest. Interest expenses are reported directly in the consolidated statement of total comprehensive income.

Rental payments arising from operating leases are reported as expenditure on a straight-line basis over the duration of the lease unless another systematic basis better corresponds to the periodic progression of usage for the lessee. Conditional rental payments made as part of an operating lease are expensed in the period in which they arise.

Investment property

Investment property is recognised at amortised cost. A useful life of 50 years is used as the basis for the measurement of depreciation.

Inventories

Inventories are recognised at the lower of individual cost as per IAS 2.23, and net realisable value.

Cost essentially represents services invoiced by subcontractors. A premium is allocated to this cost to reflect overhead costs, which are composed of administration costs. Overhead cost premiums are based on actual overhead costs for the period.

Borrowing costs are capitalised if they are significant.

Impairment losses are recognised if the net realisable value of individual assets falls below their carrying amount.

Receivables arising from construction orders

If the result of a construction order can be gauged reliably, the order income and order costs connected with this construction order are reported according to the degree of completion of output as of the reporting date compared to the total order output.

Expected losses arising from construction contracts are expensed immediately in their entirety.

Financial assets and liabilities

Financial assets are composed primarily of receivables, and of cash and cash equivalents. The recognition and measurement of financial assets is performed according to IAS 39. According to this, financial assets are recognised in the consolidated balance sheet if the company enjoys a contractual right to receive cash or other financial assets from another party. Normal market purchases and sales of financial assets are generally entered in the balance sheet as of the settlement date. A financial asset is generally initially recognised at fair value plus transaction costs.

Subsequent measurement is performed according to the allocation of financial assets to the following categories:

- Financial assets measured at fair value through profit or loss: financial assets are measured at fair value through profit or loss if the financial asset is designated either as held for trading or as measured at fair value through profit or loss. Derivative financial instruments are also included in this category.

- Trade receivables, loans and receivables: measurement is generally at nominal amount less valuation adjustments for receivables default. Non-interest-bearing non-current receivables are discounted.

- Financial investments held to maturity: these comprise financial assets with fixed or determinable payments, and a fixed duration over which they are held. These are measured at amortised cost.

- Available-for-sale financial assets: these comprise financial assets not allocated to one of the above-mentioned categories. These are measured at fair value. Changes to fair value are recognised as deferrals and accruals within equity, with no impact on income, and are not booked through the statement of total comprehensive income until they are sold or become impaired.

The company currently holds exclusively trade receivables, loans and receivables.

Financial assets are de-recognised if the contractual rights to payments arising from financial assets expire, or the financial assets are transferred along with all key risks and opportunities.

Impairment of financial assets

Financial assets, with the exception of financial assets measured at fair value through profit or loss, are tested for indications of impairment on each reporting date. Financial assets are deemed to be impaired if, as a consequence of one or several events occurring following first-time recognition of the asset, there is an objective indication that the expected future cash flows from the financial asset have undergone a negative change.

For some categories of financial assets, for example, trade receivables, impairment tests are conducted on a portfolio basis for assets where no impairment is established on an individual basis.

Assets available for sale

Assets and groups of assets for sale are classified as available for sale if it is intended that their carrying amount will be realised predominantly by disposal rather than by further use. This precondition is not regarded as satisfied until the sale is highly likely, and the asset is available for immediate disposal. The relevant responsible governing bodies of the company must also have approved the disposal, and the intention must be that the sale will be performed within one year of its qualification as available for sale. Furthermore, an active search to find a purchaser must have already started.

Non-current assets available for sale are measured at the lower of their carrying amount and fair value less costs to sell.

Cash and cash equivalents

Cash and cash equivalents are recognised at nominal value.

Cash and cash equivalents used to collateralise bank borrowings, and which are not at the company's disposal, are not included in cash and cash equivalents, but are instead reported among other current or non-current assets.

2.2. Equity and liabilities

Equity capital procurement costs

Equity capital procurement costs are deducted from the capital reserves after taking into account any tax that they incur.

Financial liabilities

Financial liabilities are recognised in the consolidated balance sheet if the company is contractually obligated to transfer cash or other financial assets to another party. A primary liability is initially recognised at cost. Financial liabilities are measured at amortised cost in subsequent years.

Pension provisions

Pension provisions and similar obligations are calculated using the projected unit cost method for pension benefit commitments in line with IAS 19. Actuarial gains and losses are reported through the statement of total comprehensive income without taking into account any potential corridor. Interest-related changes to pension provisions are also reported under personnel expenditure.

Other provisions

Other provisions are formed to an appropriate extent for all identifiable risks and uncertain obligations. The precondition for recognition is that utilisation is likely, and the extent of the obligation can be calculated reliably.

Provisions for warranty expenses are recognised at the time of completion of production or the time of sale according to the management's best estimation relating to the Group's satisfaction of the obligation.

All non-current provisions are recognised at their discounted fulfilment amount as of the balance sheet date.

2.3. Consolidated statement of total comprehensive income

The consolidated statement of total comprehensive income is structured according to the nature of expense method.

Sales revenues and other operating income are realised when services are rendered or when claims arise. Interest income and expenses are reported in the periods to which they relate.

If the corresponding preconditions of IAS 11 have been satisfied, construction orders are reported using the percentage of completion method (PoC). This entails reporting costs incurred during the financial year, and revenue attributable to the financial year, through profit or loss according to the degree of completion of construction. The degree of completion of construction is calculated using the ratio of output achieved relative to total output.

2.4. Currency translation

Foreign-currency receivables, cash, and liabilities are measured according to the exchange rate prevailing on the reporting date.

2.5. Income tax

Taxes on income are reported and measured according to IAS 12. Apart from a few exceptions determined in the standard, deferred tax is formed for all temporary differences between IFRS and fiscal valuations (balance-sheet-oriented approach). Deferred tax assets based on unutilised tax loss carryforwards are recognised to the extent permitted by IAS 12. The measurement of deferred tax is based on tax rates as currently applicable. Impairment losses are applied to deferred tax assets depending on the extent to which they can be realised in the future.

3. Consolidation

3.1. Principles of consolidation

The financial statements of the individual companies were prepared according to uniform accounting principles for the purposes of inclusion in the consolidated financial statements. All companies included in the consolidated financial statements use the same reporting date.

Shares in equity attributable to third parties not forming part of the Group are reported as "minority interests" within equity in the consolidated balance sheet. The carrying amount of minority interests is adjusted to reflect equity changes (distributions/capital contributions, and share of earnings) that are attributable to them. The shares of minority interests are attributable to non-controlling interests (non-controlling shareholders).

All Group-internal business transactions, balances and results of intra-group transactions are fully eliminated as part of consolidation.

3.2. Scope of consolidation

Along with the parent company HELMA AG, and following the founding of HELMA Ferienimmobilien GmbH, Lehrte, on January 3, 2011, the scope of consolidation comprises four fully consolidated associated companies, in which the company owns majority interests. The companies' ownership relationships changed solely with regard to HELMA Ferienimmobilien GmbH in the year under review. On December 3, 2012, HELMA AG as the sole owner sold in interest with a nominal value of €12,250.00 (4.9%) to the Managing Director of HELMA Ferienimmobilien GmbH, Mr. Per Barlag Arnholm, at a purchase price equivalent to the shares' nominal value.

The following list of shareholdings shows the scope of consolidation:

Name and head office of the company	Share of capital (indirectly and directly)
Subsidiaries of HELMA AG, Lehrte	
HELMA Wohnungsbau GmbH, Lehrte	93.94%
Hausbau Finanz GmbH, Lehrte	100.00%
HELMA LUX S.A., Walferdange, Luxembourg	100.00%
HELMA Ferienimmobilien GmbH, Lehrte	95.10%

4. Notes to the consolidated balance sheet

Non-current assets

The consolidated statement of changes in fixed assets shows the changes in intangible assets, property, plant and equipment, and investment property.

Intangible assets

(1) Other intangible assets		**€799,629.00**
	12/31/2011	€827,595.88

This balance sheet item changed as follows:

Recognised amount	Additions	Disposals	Reclassifications	Amortisation / write-downs	Recognised amount
01/01/2012	**2012**	**2012**	**2012**	**2012**	**12/31/2012**
€827,595.88	€224,723.72	€0.00	€0.00	€252,690.60	€799,629.00

Other intangible assets comprise licenses, IT software and customer bases within the building insurance area.

Costs connected with the development of the energy-independent house, costs for the development of a new sampling concept, costs for the development of operating process-related software, and costs for the company's website were also capitalised.

There were no indications of any impairment.

(2) Goodwill		**€1,380,173.97**
	12/31/2011	€1,380,173.97

The reported goodwill results from the acquisition of the interest in HELMA Wohnungsbau GmbH, and is consequently allocated to the "Property development business" segment. The IAS 36 impairment test performed as of the reporting date took into account IDW RS HFA 16, and resulted in a reconfirmation of the previous year's valuation.

(3) Property, plant and equipment		**€15,021,992.25**
	12/31/2011	€16,310,951.33

This balance sheet item changed as follows:

Recognised amount	Additions	Disposals	Reclassifications	Depreciation / write-downs	Recognised amount
01/01/2012	**2012**	**2012**	**2012**	**2012**	**12/31/2012**
€16,310,951.33	€1,360,891.88	€531,736.06	€-937,184.25	€1,180,930.65	€15,021,992.25

Property, plant and equipment is composed as follows:

in €	12/31/2012	12/31/2011
Land rights and equivalent rights, and constructions including constructions on third-party land	13,109,386.03	13,258,091.41
Other plant, operating and office equipment	1,912,606.22	1,816,991.72
Prepayments rendered and plant under construction	0.00	1,235,868.20
Total	**15,021,992.25**	**16,310,951.33**

The reclassifications relate to a showhouse in Hamburg Niendorf and a showhouse in Augsburg / Gersthofen, which were reclassified as non-current assets held for sale as of the balance sheet date.

There were no indications of any impairment.

Land is generally encumbered with mortgages. With the exception of certain debt-financed vehicles, the item "other plant, operating and office equipment" is essentially subject to no access restrictions due to assignment as security or pledging.

(4) Investment property		€298,041.00
	12/31/2011	€303,658.00

This balance sheet item changed as follows:

Recognised amount	Additions	Disposals	Reclassifications	Depreciation / write-downs	Recognised amount
01/01/2012	**2012**	**2012**	**2012**	**2012**	**12/31/2012**
€303,658.00	€0.00	€0.00	€0.00	€5,617.00	€298,041.00

HELMA Wohnungsbau GmbH holds four residential units in Magdeburg for the purpose of generating rental income. Measurement is at amortised cost according to the purchase cost model. The investment property is depreciated on a straight-line basis over 50 years.

Impairments were not required. The estimated market value based on market surveys essentially corresponds to the carrying amount.

As of the reporting date, there were no restrictions relating to the disposability of the investment property.

Rental income amounted to k€26 in 2012 (previous year: k€28). Expenses directly attributable to the property amounted to k€14 (previous year: k€15).

(5) Other non-current assets		€19,246.95
	12/31/2011	€6,843.39

Exclusively long-term deposits were reported among other non-current assets.

(6) Deferred tax		€846,771.20
	12/31/2011	€1,484,033.15

A standard 29.65% tax rate was applied among the Group companies, as in the previous year. This tax rate is a combined income tax rate reflecting a corporation tax rate of 15% plus the Solidarity Surcharge of 5.5%, and a commercial tax rate of 13.825%.

Deferred tax assets are composed as follows:

in €	12/31/2012	12/31/2011
HELMA AG		
- relating to unutilised loss carryforwards	775,178.20	1,343,642.20
- relating to pension provisions	433.00	533.65
HELMA Wohnungsbau GmbH		
- relating to capitalised interest payments	14,825.00	0.00
HELMA LUX S.A.		
- relating to unutilised loss carryforwards	41,510.00	103,413.00
HELMA Ferienimmobilien GmbH		
- relating to unutilised loss carryforwards	0.00	36,444.30
- relating to capitalised interest payments	14,825.00	0.00
Total	**846,771.20**	**1,484,033.15**

Deferred tax assets and liabilities are offset against each other if the preconditions of IAS 12.74 have been satisfied.

Deferred tax assets formed for unutilised loss carryforwards are assessed for impairment on the basis of an estimate performed by the company using a five-year forecasting horizon. The tax loss carryforwards may be carried forward indefinitely.

As of December 31, 2012, corporation tax (k€2,634) and trade tax (k€2,592) loss carryforwards exist at HELMA AG. Besides this tax loss carryforward of k€365 exist at HELMA LUX S.A. as of December 31, 2012; a k€225 impairment charge was applied to this tax loss carryforward due to doubts about its further usability, and amounted to k€140 after this charge.

Only the deferred tax assets formed for loss carryforwards, and the pension provision, are non-current.

Non-current assets, total		**€18,365,854.37**
	12/31/2011	€20,313,255.72

Current assets

(7) Inventories		**€35,816,055.73**
	12/31/2011	€19,829,837.88

This balance sheet item is composed as follows:

in €	**12/31/2012**	**12/31/2011**
Raw materials and supplies (advertising materials)	51,578.86	19,824.85
Semifinished services	35,460,170.02	17,132,554.17
Finished goods and products	54,306.85	52,458.86
Prepayments rendered for inventories	250,000.00	2,625,000.00
Total	**35,816,055.73**	**19,829,837.88**

Obligations typical for the sector exist with respect to reported inventories. Interest expenses of k€150 were capitalised in the year under review and reported among semifinished services.

(8) Receivables arising from construction orders		**€9,689,170.99**
	12/31/2011	€6,620,627.35

This balance sheet item is composed as follows:

in €	**12/31/2012**	**12/31/2011**
Revenue realised on a proportional basis	20,561,636.00	19,421,821.00
Prepayments received relating to long-term construction order receivables	-10,872,465.01	-12,801,193.65
Total	**9,689,170.99**	**6,620,627.35**

Receivables arising from construction orders contain receivables arising from the application of the percentage of completion method to long-term construction orders. They are calculated based on output achieved relative to total output.

The following earnings effects arise from the application of the PoC method:

in €	**2012**	**2011**
Revenue realised on a proportional basis	20,561,636.00	19,421,821.00
Acquisition and production costs realised on a proportional basis	-16,965,233.00	-16,941,947.00
Result from application of the PoC method	3,596,403.00	2,479,874.00

In the case of the tables above, the cumulative value of long-term construction orders existing as of the balance sheet date were reported under the current financial year. The change compared with the previous year's cumulative value is reflected in the current consolidated statement of total comprehensive income.

(9) Trade receivables		**€15,736,530.66**
	12/31/2011	€10,586,553.69

The reported trade receivables are allocated to the loans and receivables category, and are correspondingly measured at amortised cost.

The value impairments in a cumulative amount of €9,197.55 existed as of the balance sheet date (previous year: €172,407.55). There are no further significant credit risks.

Existing trade receivables should be regarded as retaining their full value due to house agreements for which there are financing confirmations provided by financing partners selected by customers. Most of the remaining open amounts are also covered by deposits on notary trust accounts. In both the year under review and in prior years, there were no notable receivables defaults that would have required valuation adjustments to trade receivables extending beyond those already applied.

(10) Tax receivables		**€200,999.76**
	12/31/2011	€107,392.82

This balance sheet item is composed as follows:

in €	12/31/2012	12/31/2011
HELMA AG	198,039.76	100,198.74
Hausbau Finanz GmbH	0.00	4,234.08
HELMA Ferienimmobilien GmbH	2,960.00	2,960.00
Total	**200,999.76**	**107,392.82**

The tax receivables include payment claims arising from corporation tax plus the Solidarity Surcharge, and trade tax.

(11) Other current receivables		**€2,359,446.18**
	12/31/2011	€2,227,741.79

This balance sheet item is composed as follows:

in €	12/31/2012	12/31/2011
Creditor accounts in debit	598,681.76	613,319.24
Commissions for commercial representatives	1,099,714.00	906,614.75
Prepayments and accrued income	421,652.10	429,888.41
Miscellaneous current receivables	239,398.32	277,919.39
Total	**2,359,446.18**	**2,227,741.79**

(12) Cash and cash equivalent		**€1,539,673.46**
	12/31/2011	€3,792,545.55

This balance sheet item contains cash holdings and bank accounts in credit.

(13) Non-current assets available for sale		**€937,184.25**
	12/31/2011	€390,000.00

This balance sheet item is composed as follows:

in €	12/31/2012	12/31/2011
Land owned near Hanover	0.00	390,000.00
Showhouses	937,184.25	0.00
Total	**937,184.25**	**390,000.00**

The land owned near Hanover was sold in the year under review. Two showhouses held for sale were also reclassified.

Current assets, total		**€66,279,061.03**
	12/31/2011	€43,554,699.08

Total assets		**€84,644,915.40**
	12/31/2011	€63,867,954.80

(14) Equity

The change in consolidated equity is presented in detail in the consolidated statement of changes in equity on page 92.

Issued share capital		**€2,860,000.00**
	12/31/2011	€2,860,000.00

Following the €260,000.00 capital increase that was performed in April 2011, the issued share capital of HELMA AG amounted to €2,860,000.00 and is split into 2,860,000 no par value ordinary shares. The shares are bearer shares. One share grants the right to one vote.

As a result of a resolution of the Shareholders' General Meeting of July 8, 2011, the Management Board is authorised, with Supervisory Board assent, to increase the share capital until July 7, 2016, once or on several occasions, by a total of up to €1,430,000.00 (Approved Capital 2011). The approved capital authorisation that existed until that date was cancelled.

The Shareholders' General Meeting of July 8, 2011, passed a resolution for a conditional increase of issued capital up to an amount of €1,430,000.00 (Conditional Capital 2011). The conditional capital serves to grant ordinary bearer shares to bearers or creditors of convertible and/or warrant debentures, profit participation rights and/or profit-sharing bonds, which can be issued on the basis of the authorisation approved by the Shareholders' General Meeting of July 8, 2011. The conditional capital authorisation that existed until that date was cancelled.

Capital reserves		**€11.550.159.46**
	12/31/2011	€11.550.159.46

Revenue reserves		**€160.256.07**
	12/31/2011	€160.256.07

Shares attributable to HELMA Eigenheimbau AG owners		**€20.187.895.22**
	12/31/2011	€16.954.851.54

Minority interests		**€176.829.45**
	12/31/2011	€112.272.16

This balance sheet item changed as follows:

in €	12/31/2012	12/31/2011
Status as of January 1	112.272.16	87.906.88
Sale of minority interest in HELMA Ferienimmobilien GmbH	6.213.99	0.00
Sum of distributions/capital contributions	-40.368.54	-16.003.27
Minority interests' share of earnings	98.711.84	40.368.55
Status as of December 31	176.829.45	112.272.16

Before allocation of the 2012 earnings share, the sale of the minority interest in HELMA Ferienimmobilien GmbH generated an increase in other shareholders' shares to reflect the acquired interest in the company's share capital (€12,250.00), less the share in the profit carried forward as of January 1, 2012 (€6,036.01).

Equity, total		**€20,364,724.67**
	12/31/2011	€17,067,123.70

Economic capital

The targets of the company's capital management lie

- in securing the company's continued existence,
- in ensuring an adequate return on equity, and
- in maintaining an optimal capital structure that keeps capital costs as low as possible.

The capital structure is monitored on the basis of its gearing. The company's strategy consists of entering into a level of gearing that is expedient from the perspective of the company's valuation, and which ensures continued access to debt financing at reasonable costs while retaining a good credit rating.

	12/31/2012		12/31/2011	
in k€		in relation to total assets		in relation to total assets
Finance debt	37,887		20,344	
Cash and cash equivalents	-1,540		-3,793	
Net debt	**36,347**	**42.9%**	**16,551**	**25.9%**
Equity	**20,365**	**24.1%**	**17,067**	**26.7%**
Total assets	**84,645**	**100.0%**	**63,868**	**100.0%**

Non-current liabilities

(15) Pension provisions and similar obligations		€14,736.77
	12/31/2011	€15,644.66

HELMA AG has issued pension commitments to a minor extent. These relate to pension commitments granting fixed benefit entitlements, and which require recognition as defined benefit plans pursuant to IAS 19. The pension provisions are measured as of the reporting date on an actuarial basis using the projected unit credit method and taking into account future changes. The calculations are essentially based on the following assumptions:

in %	12/31/2012	12/31/2011
Interest rate	5.04	5.14
Salary trend	0.0	0.0
Pension trend	2.0	2.0
Staff turnover rate	0.0	0.0

These calculations do not reflect cost trends in the medical care area. There are no plan assets pursuant to IAS 19.

Payments of €1,840.68 were made from pension provisions in the year under review (previous year: €1,840.68). Further pension provision adjustments were reported in their entirety through profit or loss, as in the previous year.

(16) Other non-current provisions		€314,800.00
	12/31/2011	€166,100.00

This balance sheet item changed as follows:

in €	Status as of 01/01/2012	Utilisation 2012	Release 2012	Addition 2012	Status as of 12/31/2012
Type of provision					
Storage costs for business documents	23,000.00	0.00	0.00	0.00	23,000.00
Guarantees	143,100.00	143,100.00	0.00	291,800.00	291,800.00
Total	**166,100.00**	**143,100.00**	**0.00**	**291,800.00**	**314,800.00**

(17) Non-current financial liabilities		€15,442,888.63
	12/31/2011	€18,354,488.36

This balance sheet item is composed as follows:

in €	12/31/2012	12/31/2011
Liabilities to finance partners		
Residual term between 1 and 5 years	3,708,535.85	3,748,595.46
Residual term > 5 years	1,734,352.78	1,627,450.07
Subordinated loans		
Residual term between 1 and 5 years	0.00	2,978,442.83
2010 bond		
Residual term between 1 and 5 years	10,000,000.00	10,000,000.00
Total	**15,442,888.63**	**18,354,488.36**

Non-current liabilities to finance partners relate particularly to the financing of showhouses, the administration building in Lehrte, the vehicle park and the investment property.

Of the liabilities to finance partners, an amount of k€5,393 (previous year: k€4,609) was secured by mortgages as of the reporting date.

Liabilities to finance partners carry interest rates between 0.90% and 5.75%.

HELMA AG's subordinated loan from H.E.A.T Mezzanine Kapital S. A., Luxembourg, has a term until April 11, 2013, and carries 7.93% annual interest that is due quarterly. This loan was reported among current financial liabilities as of the balance sheet date since it is due in the short term.

On December 1, 2010, HELMA AG issued a bearer bond with a k€10,000 nominal volume. The interest rate (coupon) amounts to 6.5%. The interest payment is due annually as of December 1. The bond is due for repayment on December 1, 2015.

(18) Trade payables		€2,172,207.01
	12/31/2011	€1,892,761.20

Non-current trade payables represent collateral retentions.

(19) Deferred tax		**€1,143,467.59**
	12/31/2011	€817,978.31

Deferred tax liabilities are composed as follows:

in €	**12/31/2012**	**12/31/2011**
HELMA AG		
- relating to semifinished services	-1,511,011.26	-2,217,485.38
- relating to receivables arising from construction orders	2,348,499.41	3,482,917.01
- relating to costs for long-term orders	-675,275.19	-964,931.38
- relating to other assets	-79,260.97	-112,151.14
- relating to land	0.00	1,569.26
- relating to internally generated intangible assets	77,134.18	80,485.82
HELMA Wohnungsbau GmbH		
- relating to semifinished services	-2,011,076.75	-1,096,422.33
- relating to receivables arising from construction orders	3,742,430.71	2,267,371.69
- relating to costs for long-term orders	-715,895.10	-610,719.73
- relating to other assets	-32,462.60	-13,717.87
HELMA LUX S.A.		
- relating to semifinished services	-1,363.60	-1,006.91
- relating to receivables arising from construction orders	5,594.96	8,281.25
- relating to costs for long-term orders	-3,678.38	-6,460.44
- relating to other assets	-167.82	248.46
Total	**1,143,467.59**	**817,978.31**

Deferred tax assets and liabilities are offset against each other if the preconditions of IAS 12.74 have been satisfied. All deferred tax liabilities are of short-term (current) nature.

Non-current liabilities, total		**€19,088,100.00**
	12/31/2011	€21,246,972.53

Current liabilities

(20) Other current provisions		**€5,206,313.00**
	12/31/2011	€5,634,158.05

This balance sheet item is composed as follows:

in €	Status as of 01/01/2012	Utilisation 2012	Release 2012	Addition 2012	Status as of 12/31/2012
Type of provision					
Costs for long-term orders / PoC	5,335,958.05	5,335,958.05	0.00	4,704,380.00	4,704,380.00
Miscellaneous other provisions	298,200.00	298,200.00	0.00	501,933.00	501,933.00
Total	**5,634,158.05**	**5,634,158.05**	**0.00**	**5,206,313.00**	**5,206,313.00**

The provisions for long-term construction order costs/PoC contain costs for subcontractors for which the company has not yet been fully invoiced according to the degree of completion.

(21) Tax liabilities		**€899,148.21**
	12/31/2011	€299,118.04

This item includes liabilities relating to trade tax, corporation tax and the Solidarity Surcharge.

(22) Current financial liabilities		**€22,443,741.58**
	12/31/2011	€1,989,838.12

This balance sheet item is composed as follows:

in €	12/31/2012	12/31/2011
Liabilities to finance partners	22,389,574.91	1,935,671.45
2010 bond interest payments	54,166.67	54,166.67
Total	**22,443,741.58**	**1,989,838.12**

(23) Liabilities arising from prepayments received		**€0.00**
	12/31/2011	€0.00

Prepayments received that are not offset with receivables arising from construction orders are reported under this item.

(24) Trade payables		**€3,125,456.86**
	12/31/2011	€5,851,929.62

Trade payables are substantiated by balance ledgers as of the reporting date.

(25) Other current liabilities		**€13,517,431.08**
	12/31/2011	€11,778,814.74

This balance sheet item is composed as follows:

in €	**12/31/2012**	**12/31/2011**
Subcontractor invoices outstanding	11,008,127.00	9,115,945.00
Personnel	396,263.21	369,707.05
VAT	1,603,507.47	1,985,179.09
Wage and church taxes	162,583.21	143,431.75
Miscellaneous other liabilities	346,950.19	164,551.85
Total	**13,517,431.08**	**11,778,814.74**

The liabilities to personnel result primarily from employee vacation claims that are still outstanding.

Current liabilities, total		**€45,192,090.73**
	12/31/2011	€25,553,858.57

Total equity and liabilities		**€84,644,915.40**
	12/31/2011	€63,867,954.80

5. Notes to the consolidated statement of total comprehensive income

(26) Revenue		€113,987,939.23
	2011	€103,588,103.66

This item is composed as follows:

in k€	2012	2011
Germany	113,425	103,005
Rest of Europe	563	583
Total	**113,988**	**103,588**

(27) Change in stocks of finished goods and work in progress		€18,179,463.84
	2011	€9,132,211.56

(28) Other own work capitalised		€51,360.49
	2011	€166,187.88

(29) Other operating income		€508,954.79
	2011	€513,452.48

This item is composed as follows:

in k€	2012	2011
Income relating to the monetary benefit from the use of cars	341	329
Income from the disposal of fixed assets	57	29
Insurance compensation payments	54	75
Miscellaneous	57	80
Total	**509**	**513**

(30) Expense for materials and third-party services		€-104,389,285.21
	2011	€-89,975,216.63

Third-party services represent services procured from subcontractors.

(31) Personnel expense		**€-10,817,789.65**
	2011	€-9,444,972.88

This item is composed as follows:

in k€	**2012**	**2011**
Wages and salaries	-9,221	-8,066
Social contributions (of which expenses for pensions and benefits k€-83; previous year: k€-89)	-1,597	-1,379
Total	**-10,818**	**-9,445**

(32) Depreciation / amortisation / impairment charges		**€-1,439,238.25**
	2011	€-1,346,590.20

This balance sheet item is composed as follows:

in k€	**2012**	**2011**
Intangible assets	-253	-199
Buildings, rental plant and outdoor plant	-618	-528
Other plant, operating and office equipment	-562	-554
Investment property	-6	-6
Impairments applied to available-for-sale assets	0	-60
Total	**-1,439**	**-1,347**

(33) Other operating expenses		**€-8,746,671.87**
	2011	€-7,847,297.30

This item is composed as follows:

in k€	2012	2011
Sales commissions	-3,319	-3,042
Marketing costs, trade fairs and exhibitions	-1,079	-937
Expense for guarantees	-469	-274
Legal and consultancy expenses	-718	-601
Administration costs (telephone, post, office requirements)	-412	-482
Third-party services	-102	-187
Premises costs	-746	-646
Vehicle costs	-494	-524
Operating and repair expenses	-232	-237
Entertainment and travel costs	-202	-186
Office equipment rental costs	-116	-111
Insurance, fees, contributions	-84	-86
Losses on fixed asset disposals	-6	-64
Miscellaneous expenses	-768	-470
Total	**-8,747**	**-7,847**

Operating earnings (EBIT)		**€7,334,733.37**
	2011	€4,785,878.57

(34) Financing expenses		**€-1,643,212.99**
	2011	€-1,491,707.97

Financing expenses in connection with the bonds amounted to k€751 (previous year: k€595).

Financing expenses were offset with the sum of capitalised interest expenses of k€150.

(35) Other financial income		**€63,930.22**
	2011	€87,093.30

This item exclusively reflects interest income.

Earnings before tax		**€5,755,450.60**
	2011	€3,381,263.90

(36) Income tax		**€-1,857,731.09**
	2011	€-1,030,756.56

This balance sheet item is composed as follows:

in k€	**2012**	**2011**
Current income tax	-895	-341
Deferred tax	-963	-690
of which due to the origination and reversal of temporary differences	-272	-565
Total	**-1,858**	**-1,031**

The following presentation explains the key differences between the arithmetic tax expense arising from corporation tax plus the Solidarity Surcharge, and trade tax, for the years 2012 and 2011, and actual tax expenditure:

in k€	**2012**	**2011**
Earnings before tax	5,755	3,381
Group tax rate	29.65%	29.65%
Arithmetic income tax expense	1,706	1,002
Increase (decrease) in tax expenditure due to:		
Non-deductible operating expenses	75	66
Previous years' taxes	-12	-3
Impairment (reversal) of deferred tax assets formed for loss carryforwards	67	0
Miscellaneous	22	-34
Income tax	**1,858**	**1,031**
Effective tax rate	32.28%	30.49%

Earnings after tax		**€3,897,719.51**
	2011	€2,350,507.34

6. Notes to the consolidated statement of changes in equity

The consolidated statement of changes in equity is presented on page 92.

7. Notes to the cash flow statement

The consolidated cash flow statement (page 91) is presented using the indirect method.

For the purposes of the cash flow statement, cash and cash equivalents comprise cash holdings and bank accounts in credit.

An amount of k€398 was paid as income tax in the year under review (previous year: k€232).

An amount of k€1,306 was paid in interest in the year under review (previous year: k€1,165).

Interest income of k€64 was received in the year under review (previous year: k€87).

8. Other notes to the financial statements

8.1. Financial risks

The HELMA Group has established a centrally oriented risk management system to systematically report and measure risks arising from financial instruments (market risks (currency, interest rates and other price risks), liquidity risks, and default risks). This is structured so that risks can be identified at an early stage, and countermeasures be launched. Reporting is conducted on a continuous basis.

Currency risks:
There are no currency risks because the HELMA Group operates only within the Eurozone. This is why currency risks have not been hedged with currency derivatives to date. No currency risks arise since HELMA AG has no subsidiaries whose annual financial statements are denominated in foreign currencies.

Interest-rate risks:
Interest-rate risk within the HELMA Group results from variable-rate liabilities. Interest rate derivatives are not deployed.

Pursuant to IFRS 7, interest-rate risks are presented using sensitivity analyses. These present the effects of changes in market interest rates on interest payments, interest income and expenses, other portions of earnings and, if applicable, equity. The sensitivity analyses are based on the following assumptions:

- Changes in market interest rates for primary financial instruments with fixed rates of interest only affect earnings if they are measured at fair value. Consequently, all financial instruments with fixed interest rates that are measured at amortised cost are subject to no interest-rate risks in the meaning of IFRS 7.

- Changes in market interest rates only have an impact on the interest result from primary financial instruments with variable rates of interest whose interest payments are not designated as hedged items as part of cash flow hedges against interest-rate changes, and are consequently taken into account in the earnings-related sensitivity calculations.

- Changes in the market interest rates of interest-rate derivatives that are not integrated into a hedging relationship have effects on the interest result, and are consequently reflected in the earnings-related sensitivity calculations.

An increase or decrease in the market interest rate level of 100 basis points in the year under review would have resulted in an approximately k€97 lower, respectively higher, interest result (previous year: approximately k€12 higher or lower respectively).

Other price risks:
HELMA AG is not exposed to other price risks such as stock market prices or indices.

Liquidity risk:
Liquidity planning is based on a rolling preview of all important monthly planning and earnings quantities. This liquidity planning is discussed in regular conversations with the finance partners that provide funding for the HELMA Group, and serves to secure financing requirements and credit commitments.

The notes concerning the "non-current financial liabilities" balance sheet item contain a term analysis of the financial liabilities with contractually agreed residual maturities.

Default risks:
The company's default risks are limited to normal business risk, which is reflected by the formation of valuation adjustments.

The carrying amounts of the financial assets recognised in the consolidated balance sheet essentially reflect maximum default risk. As of the reporting date, there were no key agreements mitigating maximum default risk (such as offset agreements).

Valuation adjustments were applied only to receivables due from customers. As of the balance sheet date, cumulative specific valuation adjustments of k€9 (previous year: k€172) had been applied to the receivables portfolio before adjustments of k€15,746 (previous year: k€10,759).

In the portfolio of receivables to which specific valuation adjustments have not been applied, there are no receivables exhibiting significant payment problems.

Concentration of business risks:
There is no concentration of business risks. The company has suffered only minor defaults on the part of its individual customers in the past. All Group companies operate active receivables management. Risk management includes the review and monitoring of risks on the basis of liquidity defaults, and the concentration of business risks on both the customer and supplier sides.

8.2. Notes relating to earnings per share

Undiluted (basic) earnings per share is calculated by dividing consolidated annual net income by the average number of shares in circulation during the financial year, totalling 2,860,000 shares (previous year: 2,771,661 shares), and consequently amounts to €1.33 per share (previous year: €0.83).

in €	2012	2011
Earnings after tax	3,897,719.51	2,350,507.34
Minority interests' share of earnings	98,711.84	40,368.55
Earnings attributable to HELMA Eigenheimbau AG shareholders	3,799,007.67	2,310,138.79

Diluted earnings per share corresponds to undiluted earnings per share since the company has issued no options or equity-equivalent rights.

8.3. Segment reporting

The Group has established its operating segment on the basis of the internal management of Group areas where the company's main decision-makers regularly review these business segments' operating results when making decisions concerning the allocation of resources to the segments, and when evaluating their profitability.

The information reported to the Management Board of the HELMA Group for decision-making concerning the distribution of resources to the segments, and the assessment of their profitability, relate to the following main products and services:

- Building services business
- Property development business
- Other

The main area of operations of the building services business lies in the planning and construction management of turnkey detached and semi-detached houses on the basis of customer orders. In the property development business, constructions are realised and marketed on the company's own land. The Other segment comprises the broking business for building-related financing and insurance.

Information relevant for decision-making purposes is reported to the Management Board on IFRS basis.

There are no instances of revenue with an individual customer exceeding 10% of total revenue.

Revenue generated between segments exists exclusively in the Building Services segment (k€5,574; previous year k€2,792).

Please refer to the notes to the consolidated statement of comprehensive income, section (26) Revenue, for information relating to the regional distribution of revenue. The company does not hold significant assets outside Germany.

Segment reporting

	Building services business		Property development business		Other		Total	
in k€	**2012**	**2011**	**2012**	**2011**	**2012**	**2011**	**2012**	**2011**
Segment revenue (with external customers)	69,398	74,927	43,965	28,033	625	628	113,988	103,588
Depreciation and amortisation	1,375	1,298	17	7	47	42	1,439	1,347
Segment operating earnings (EBIT) including earnings-dependent portion of business procurement	2,483	1,904	4,728	2,672	124	209	7,335	4,785
Segment assets *	**15,647**	**16,943**	**342**	**323**	**131**	**176**	**16,120**	**17,442**
Additions to segment assets	**1,540**	**3,239**	**43**	**19**	**3**	**40**	**1,586**	**3,298**

* Intangible assets (excluding goodwill), property, plant and equipment, investment property

8.4. Particular events following the reporting date

On January 17, 2013, a profit transfer agreement was concluded with HELMA Wohnungsbau GmbH. On the same date, a control and profit transfer agreement was also included with Hausbau Finanz GmbH.

As part of an expansion of operating activities to include the project management of residential real estate for institutional investors, HELMA Wohnungsbau GmbH acquired several pre-developed residential construction projects from bauwo Wohn AG, Hanover, on January 18, 2013. Two new managing directors were also appointed at HELMA Wohnungsbau GmbH on January 18, 2013.

8.5. Approval of the financial statements

The Supervisory Board approved the audited consolidated financial statements as of December 31, 2011 on March 26, 2012. The Supervisory Board will approve the audited consolidated financial statements as of December 31, 2012 prospectively on March 27, 2013.

8.6. Other financial liabilities

Other financial obligations are composed as follows:

Rental and lease agreements:

Rental agreements exist for developed and undeveloped land with a duration of up to 10 years.

Leases

Operating lease objects essentially relate to office equipment.

The financial obligations arising from these agreements amount to the following in total:

in k€	Up to 1 year	1 to 5 years	More than 5 years	Total (previous year)
Obligations from rental and leasing agreements	214	293	39	546 (604)
Obligations arising from operating leases for cars and office equipment	102	69	0	171 (176)
Total	**316**	**362**	**39**	**717 (780)**

Lease expenses of k€123 connected with operating leasing were expensed in 2012 (previous year: k€141).

Contingencies

There are no liability obligations to the benefit of third parties.

Commercial representatives

The company employs various commercial representatives. After their contracts expire, the company could be required to make compensation payments pursuant to § 89b of the German Commercial Code (HGB).

8.7. Key business transactions with related parties

With an agreement of August 16, 2005, HELMA AG rented an undeveloped partial area of land in Lehrte from HINDENBURG Immobilien GmbH & Co. KG, Lehrte, in order to construct showhouses. The monthly net rental payment amounts to €400.00 per showhouse constructed, initially for four units from September 1, 2005, consequently totalling €1,600.00. The company must also bear ancillary costs incurred for the ownership of the entire land. The rental agreement commenced on September 1, 2005, and ends after the expiry of 10 years without the need for notice to be given. The monthly net rent was increased by €208.00 to €1,808.00 from September 1, 2012. A further undeveloped plot of land with five units was rented from June 1, 2007. The rental agreement was concluded with a duration of 10 years. The company must bear ancillary costs incurred. The rental payment amounts to €400.00 per unit. Two units were developed with showhouses, and one unit with a reception building. A play area and a green area are situated on two units.

A further rental agreement was concluded on December 10, 2008 relating to an undeveloped partial plot of land for commercial use in Lehrte. The rental agreement began on January 1, 2009, and runs for 10 years. The company must bear ancillary costs incurred. The monthly rent amounts to €1,200.00. The company planned to use this partial plot of land to expand the showhouse park to include three further showhouses, whereby one sub-plot was already used for the energy-independent house that was opened in May 2011, and a further sub-plot was already used for the pavilion for the sampling exhibition.

Total rental expenses of €58,432.00 were incurred in the 2012 financial year for the renting of property from HINDENBURG Immobilien GmbH & Co. KG, Lehrte.

Mr. Karl-Heinz Maerzke received compensation for his Management Board activities in 2012. Mr. Maerzke's wife is a salaried employee of HELMA AG, and also received compensation for this activity.

For a building project attributable to Mr. Karl-Heinz Maerzke and Mrs. Regina Maerzke that was conducted by HELMA Wohnungsbau GmbH, HELMA Wohnungsbau GmbH invoiced each for a gross amount of €3,000.00.

For third-party services attributable to Mr. Karl-Heinz Maerzke and Mrs. Regina Maerzke that was outsourced by HELMA Wohnungsbau GmbH, HELMA Wohnungsbau GmbH invoiced each for a gross amount of €706.34.

Mr. Karl-Heinz Maerzke acquired a plot of land from HELMA Wohnungsbau GmbH in 2012. The purchase price amounted to €560,000.00.

All business transactions with related companies and individuals were performed on standard market terms.

8.8. Management and Supervisory boards

Management Board

In the 2012 financial year, the management of the company was performed by the Management Board which is composed of the following members:

- Mr. Karl-Heinz Maerzke, Hanover, Management Board Chairman
- Mr. Gerrit Janssen, Hanover, Management Board member

Mr. Karl-Heinz Maerzke is appointed to the Management Board until March 31, 2015, and Mr. Gerrit Janssen until June 30, 2014.

If only one Management Board member is appointed, this member represents the company on a sole basis. Where several Management Board members are appointed, the company is represented either by two Management Board members or by one Management Board member together with a company officer.

Both Management Board members are authorised on a sole representation basis to conclude legal transactions on the company's behalf as a third-party representative.

Mr. Karl-Heinz Maerzke holds 43.9 % of the issued share capital of HELMA Eigenheimbau AG; HINDENBURG Immobilien GmbH & Co. KG, Lehrte, holds a further 20.5 %, which is attributable to Mr. Karl-Heinz Maerzke.

Total remuneration for the Management Board

The company paid total remuneration of €612,968.24 to the Management Board in the year under review (previous year: €600,428.86).

There were no receivables due from the Management Board as of December 31, 2012.

There are no further payments that have been committed to Management Board members in the instance of the termination of their activities.

There were no payments to former Management Board members in the period under review.

Supervisory Board

- Otto W. Holzkamp (Chairman), Hanover, (profession: managing director),
- Dr. Eberhard Schwarz, Hanover (Deputy Chairman), (profession: graduate chemist),
- Dr. Peter Plathe, Hanover, (profession: presiding judge - in retirement).

The period of office of the Supervisory Board members ends with the conclusion of the Shareholders' General Meeting that passes a resolution concerning the discharge of Supervisory Board members for the 2013 financial year.

Total remuneration for the Supervisory Board

Total remuneration for the Supervisory Board was €72,000.00 in the year under review (previous year: €40,000.00).

There were no payments to former Supervisory Board members in the period under review.

8.9. Number of employees

The HELMA Group employed an average workforce of 181 employees (previous year: 153), of which 178 were salaried employees, and 3 were wage earners.

8.10. List of shareholdings

Name	Headquarters	Shareholding level	Equity as of December 31, 2012	Net income for the year 2012
HELMA Wohnungsbau GmbH	Lehrte	93.94* %	€2,539,537.40	€1,351,637.40
Hausbau Finanz GmbH	Lehrte	100.00 %	€165,898.12	€139,898.12
HELMA LUX S.A.**	Walferdange	100.00 %	€-335,100.23	€-16,885.15
HELMA Ferienimmobilien GmbH	Lehrte	95.10 %	€471,656.84	€344,840.67

* Of which 4.01% held indirectly through Hausbau Finanz GmbH
** The net results for the year are calculated according to the respective country-specific accounting principles.

8.11. Auditor's fee

The auditor's total fee for the reporting year, including the companies included in the consolidated financial statements, amounted to k€76. Of this amount, k€67 is attributable to services for the auditing of financial statements, and k€9 is attributable to other services.

Lehrte, March 12, 2013

Karl-Heinz Maerzke
Management Board Chairman

Gerrit Janssen
Management Board member

Consolidated statement of changes in fixed assets 2012 (component of notes to the financial statements)

	Cost			
in €	01/01/2012	Additions	Disposals	Transfers
I. Intangible assets				
1. Concessions, industrial trade rights, customer relationships, and similar rights and assets, and licences to such rights and assets	995,137.71	114,254.45	0.00	0.00
2. Internally generated intangible assets	289,865.64	110,469.27	0.00	0.00
3. Goodwill	4,038,180.47	0.00	0.00	0.00
Total intangible assets	**5,323,183.82**	**224,723.72**	**0.00**	**0.00**
II. Property, plant, and equipment				
1. Land rights and equivalent rights and buildings including buildings on third-party land	15,996,890.27	550,340.15	516,783.73	315,893.89
2. Other plant, operating and office equipment	4,197,493.17	641,020.89	411,974.06	56,432.94
3. Prepayments rendered and plant under construction	1,235,868.20	169,530.84	946.00	-1,404,453.04
Total property, plant, and equipment	**21,430,251.64**	**1,360,891.88**	**929,703.79**	**-1,032,126.21**
III. Investment property				
1. Land	73,360.00	0.00	0.00	0.00
2. Buildings	280,855.81	0.00	0.00	0.00
Total investment property	**354,215.81**	**0.00**	**0.00**	**0.00**
Total fixed assets	**27,107,651.27**	**1,585,615.60**	**929,703.79**	**-1,032,126.21**

	Cumulative depreciation/ amortisation					Carrying amount	
12/31/2012	01/01/2012	Depreciation/ amortisation financial year + other additions	Disposals	Transfers	12/31/2012	12/31/2012	12/31/2011
1,109,392.16	438,995.71	184,113.45	0.00	0.00	623,109.16	486,283.00	556,142.00
400,334.91	18,411.76	68,577.15	0.00	0.00	86,988.91	313,346.00	271,453.88
4,038,180.47	2,658,006.50	0.00	0.00	0.00	2,658,006.50	1,380,173.97	1,380,173.97
5,547,907.54	**3,115,413.97**	**252,690.60**	**0.00**	**0.00**	**3,368,104.57**	**2,179,802.97**	**2,207,769.85**
16,346,340.58	2,738,798.86	618,365.32	25,267.67	-94,941.96	3,236,954.55	13,109,386.03	13,258,091.41
4,482,972.94	2,380,501.45	562,565.33	372,700.06	0.00	2,570,366.72	1,912,606.22	1,816,991.72
0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,235,868.20
20,829,313.52	**5,119,300.31**	**1,180,930.65**	**397,967.73**	**-94,941.96**	**5,807,321.27**	**15,021,992.25**	**16,310,951.33**
73,360.00	0.00	0.00	0.00	0.00	0.00	73,360.00	73,360.00
280,855.81	50,557.81	5,617.00	0.00	0.00	56,174.81	224,681.00	230,298.00
354,215.81	**50,557.81**	**5,617.00**	**0.00**	**0.00**	**56,174.81**	**298,041.00**	**303,658.00**
26,731,436.87	**8,285,272.09**	**1,439,238.25**	**397,967.73**	**-94,941.96**	**9,231,600.65**	**17,499,836.22**	**18,822,379.18**

Consolidated statement of changes in fixed assets 2011 (component of notes to the financial statements)

	Cost				
in €	01/01/2011	Additions	Disposals	Transfers	
I. Intangible assets					
1. Concessions, industrial trade rights, customer relationships, and similar rights and assets, and licences to such rights and assets	936,748.16	65,839.55	7,450.00	0.00	
2. Internally generated intangible assets	138,077.76	151,787.88	0.00	0.00	
3. Goodwill	4,038,180.47	0.00	0.00	0.00	
Total intangible assets	**5,113,006.39**	**217,627.43**	**7,450.00**	**0.00**	
II. Property, plant, and equipment					
1. Land rights and equivalent rights and buildings including buildings on third-party land	15,457,534.95	557,136.27	194,502.87	176,721.92	
2. Other plant, operating and office equipment	3,477,425.80	1,088,329.65	435,289.28	67,027.00	
3. Prepayments rendered and plant under construction	44,943.17	1,434,673.95	0.00	-243,748.92	
Total property, plant, and equipment	**18,979,903.92**	**3,080,139.87**	**629,792.15**	**0.00**	
III. Investment property					
1. Land	73,360.00	0.00	0.00	0.00	
2. Buildings	280,855.81	0.00	0.00	0.00	
Total investment property	**354,215.81**	**0.00**	**0.00**	**0.00**	
Total fixed assets	**24,447,126.12**	**3,297,767.30**	**637,242.15**	**0.00**	

	Cumulative depreciation/ amortisation					Carrying amount	
12/31/2011	01/01/2011	Depreciation/ amortisation financial year + other additions	Disposals	Transfers	12/31/2011	12/31/2011	12/31/2010
995,137.71	265,805.16	180,575.55	7,385.00	0.00	438,995.71	556,142.00	670,943.00
289,865.64	0.00	18,411.76	0.00	0.00	18,411.76	271,453.88	138,077.76
4,038,180.47	2,658,006.50	0.00	0.00	0.00	2,658,006.50	1,380,173.97	1,380,173.97
5,323,183.82	**2,923,811.66**	**198,987.31**	**7,385.00**	**0.00**	**3,115,413.97**	**2,207,769.85**	**2,189,194.73**
15,996,890.27	2,230,568.62	527,604.79	19,374.55	0.00	2,738,798.86	13,258,091.41	13,226,966.33
4,197,493.17	2,181,736.63	554,381.10	355,616.28	0.00	2,380,501.45	1,816,991.72	1,295,689.17
1,235,868.20	0.00	0.00	0.00	0.00	0.00	1,235,868.20	44,943.17
21,430,251.64	**4,412,305.25**	**1,081,985.89**	**374,990.83**	**0.00**	**5,119,300.31**	**16,310,951.33**	**14,567,598.67**
73,360.00	0.00	0.00	0.00	0.00	0.00	73,360.00	73,360.00
280,855.81	44,940.81	5,617.00	0.00	0.00	50,557.81	230,298.00	235,915.00
354,215.81	**44,940.81**	**5,617.00**	**0.00**	**0.00**	**50,557.81**	**303,658.00**	**309,275.00**
27,107,651.27	**7,381,057.72**	**1,286,590.20**	**382,375.83**	**0.00**	**8,285,272.09**	**18,822,379.18**	**17,066,068.40**

Audit opinion

We have audited the consolidated financial statements prepared by HELMA Eigenheimbau Aktiengesellschaft, Lehrte, – consisting of the balance sheet, statement of total comprehensive income, statement of changes in equity, cash flow statement, and notes to the financial statements – and the Group management report, which was combined with the company's management report, for the financial year from January 1 to December 31, 2012. The company's legal representatives are responsible for the preparation of the consolidated financial statements and Group management report pursuant to IFRS, as applied in the EU, and the supplementary commercial law regulations pursuant to § 315 a Paragraph 1 of the German Commercial Code (HGB). Our responsibility is to express an opinion on the consolidated financial statements and Group management report on the basis of the audit that we have performed.

We conducted our audit of the consolidated financial statements in accordance with § 317 of the German Commercial Code (HGB) and German generally excepted standards for the audit of financial statements as promulgated by the Institute of Public Auditors in Germany (Institut der Wirtschaftsprüfer [IDW]). These standards require that we plan and perform the audit in such a way that misstatements and infringements materially affecting the presentation according to the applicable accounting principles of the net assets, financing position and results of operations in the consolidated financial statements, and in the Group management report, are detected with reasonable assurance. Knowledge of the business activities and the economic and legal environment of the company, and expectations as to possible misstatements, are taken into account in the determination of audit procedures. The effectiveness of the accounting-related internal controlling system, and the evidence supporting the disclosures in the consolidated financial statements and Group management report, are examined primarily on a test basis within the framework of the audit. The audit includes assessing the separate annual financial statements of the companies included in the consolidated financial statements, the demarcation of the scope of consolidation, the accounting and consolidation principles applied, key estimates made by the legal representatives, as well as an assessment of the overall presentation of the consolidated financial statements and the Group management report. We believe that our audit provides a reasonable basis for our opinion.

Our audit has led to no reservations.

In our opinion, and on the basis of findings generated from the audit, the consolidated financial statements correspond to IFRS, as applied in the EU, and the supplementary commercial law regulations pursuant to § 315 a Paragraph 1 of the German Commercial Code (HGB), and they convey a true and fair view of the Group's net assets, financing position and results of operations in line with these regulations. The Group management report is consistent with the consolidated financial statements, as a whole provides an appropriate view of the Group's position, and suitably presents the opportunities and risks relating to future development.

Hanover, March 18, 2013

Ebner Stolz Mönning Bachem GmbH & Co. KG
Wirtschaftsprüfungsgesellschaft Steuerberatungsgesellschaft

Christian Fröhlich
Auditor

Hans-Peter Möller
Auditor

Single Entity Financial Statements of HELMA Eigenheimbau AG
according to HGB (Condensed)*

Income Statement

in €	2012	2011
Sales revenue	**78,235,070.88**	**73,390,227.73**
Change in stocks of finished goods and work in progress	-2,436,824.01	2,219,047.48
Other own work capitalised	51,360.49	166,187.88
Other operating income	505,788.51	458,676.77
Cost of materials	-55,689,090.16	-58,375,629.86
Personnel expense	-9,466,213.12	-8,396,577.97
Depreciation and amortization of property, plant, and equipment, and intangible assets	-1,589,098.54	-1,175,059.71
Other operating expenses	-6,957,121.97	-6,742,372.38
Operating result (EBIT)	**2,653,872.08**	**1,544,499.94**
Financial result	1,024,265.83	337,406.96
Result from ordinary activities (EBT)	**3,678,137.91**	**1,881,906.90**
Profit for the year	3,494,977.98	1,696,223.30
Balance sheet profit	**4,616,310.56**	**1,693,332.58**

In its single-entity financial statements prepared according to the accounting principles of the German Commercial Code (HGB), HELMA Eigenheimbau AG reports unappropriated retained earnings of €4,616,310.56 for the 2012 financial year on consolidated net income of €3,494,977.98. Due to the positive earnings trend in the 2012 fiscal year, the Management and Supervisory boards will propose to the Shareholders' General Meeting to be held on July 5, 2013, that it approves the distribution of a dividend of €0.35 per dividend-entitled ordinary share, consequently €1,001,000.00, and that the remaining amount of €3,615,310.56 be carried forward to a new account.

The total amount of dividends and the amount to be carried forward to a new account in the forthcoming resolution proposal for the application of unappropriated retained earnings are based on dividend-entitled share capital of €2,860,000.00, split into 2,860,000 ordinary shares.

* The complete annual financial statements of HELMA Eigenheimbau AG, Lehrte prepared according to the German Commercial Code (HGB), including the unqualified audit opinion, is available in German on the Internet at www.HELMA.de, as well as being published in the electronic Federal Gazette, and filed in the companies register.

Balance Sheet - Assets

in €	12/31/2012	12/31/2011
Non-current assets	**18,660,838.32**	**19,368,071.53**
of which: Intangible assets	682,467.00	668,186.88
of which: Property, plant, and equipment	15,935,935.87	16,645,199.20
of which: Financial investments	2,042,435.45	2,054,685.45
Current assets	**31,399,001.85**	**28,526,979.35**
of which: Inventories	321,569.29	343,927.29
of which: Receivables and other assets	30,682,793.41	24,985,559.96
of which: Cash and cash equivalents	394,639.15	3,197,492.10
Prepayments and accrued income	**474,814.37**	**487,666.96**
Total Assets	**50,534,654.54**	**48,382,717.84**

Balance Sheet - Equity and Liabilities

in €	12/31/2012	12/31/2011
Equity	16,376,566.63	13,453,588.65
Provisions	8,261,100.52	7,430,865.03
Liabilities	25,896,987.39	27,498,264.16
Total equity and liabilities	**50,534,654.54**	**48,382,717.84**

WE ARE HELMA

Editorial

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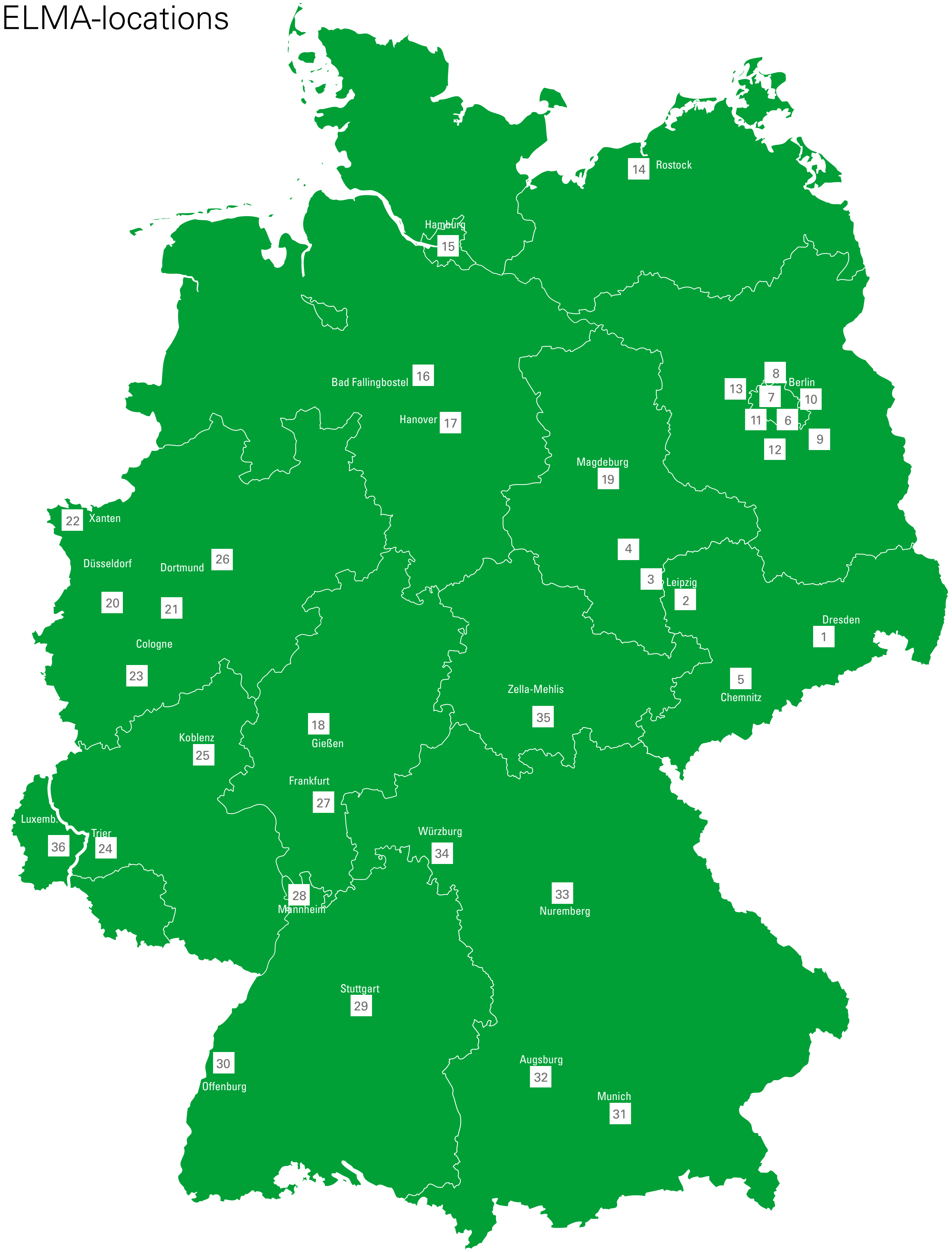
Comment on forward-looking statements

The information published in this report relating to the future development of HELMA Eigenheimbau AG refers only to forecasts and estimates and thus not to given historic facts. This merely serves for information purposes and may contain words such as "intend", "aim", "expect", "plan", "forecast", "assume" or "appraise". These forward-looking statements rely on the information, facts and expectations available to us at present, and therefore only apply at the point in time of their publishing.

Forward-looking statements are generally prone to uncertainties and risk factors difficult to estimate in their impact. The actual results and development of the company could therefore materially deviate from the forecasts. HELMA Eigenheimbau AG intends to monitor and update the published data at all times. Nevertheless, the company is not responsible for adapting the forward-looking statements to later events and developments. As a result, it is neither expressly nor actually liable for and does not assume any guarantee for the timeliness, accuracy and completeness of this data and information.

HELMA-locations



1. Showhouse near Dresden
Exhibition "UNGER-Park Dresden"
Am Hügel 3A
D-01458 Ottendorf-Okrilla
Phone: +49 (0) 35205 / 75712

2. Showhouse in Leipzig
Am Sommerfeld 3
D-04319 Leipzig
Phone: +49 (0) 341 / 520320

3. Showhouse near Leipzig
Exhibition "UNGER-Park Leipzig"
Döbichauer Straße 13
D-04435 Schkeuditz / OT Dölzig
Phone: +49 (0) 34205 / 42360

4. Sales Office near Leipzig
Mittelstraße 19
D-06749 Bitterfeld
Phone: +49 (0) 3493 / 824216

5. Showhouse in Chemnitz
Exhibition "UNGER-Park Chemnitz"
Donauwörther Straße 5
D-09114 Chemnitz
Phone: +49 (0) 371 / 267380

6. Showhouse in Berlin-Karlshorst
Johanna-Hofer-Straße 1
D-10318 Berlin
Phone: +49 (0) 30 / 475943100

7. Sales Office in Berlin
HELMA Ferienimmobilien GmbH
Kurfürstendamm 42
D-10719 Berlin
Phone: +49 (0) 30 / 88720890

8. Sales Office in Berlin
Knesebeckstraße 54
D-10719 Berlin
Phone: +49 (0) 30 / 68814 6950

9. Showhouse in Berlin-Rudow
Zwergasternweg 15
D-12357 Berlin
Phone: +49 (0) 30 / 66765780

10. Showhouse in Berlin-Marzahn
Boschpolerstraße 39
D-12683 Berlin
Phone: +49 (0) 30 / 54979980

11. Showhouse near Berlin
Paul-Gerhardt-Straße 1
D-14513 Teltow
Phone: +49 (0) 3328 / 308520

12. Showhouse-Office in Berlin-Stahnsdorf
Ringstraße 25
D-14532 Stahnsdorf
Phone: +49 (0) 3329 / 696000

13. Showhouse near Berlin
Spandauer Straße 75
D-14612 Falkensee
Phone: +49 (0) 3322 / 505750

14. Sales Office in Rostock
Kröpeliner Straße 80
D-18055 Rostock
Phone: +49 (0) 381 / 37572700

15. Showhouse in Hamburg
Garstedter Weg 208
D-22455 Hamburg
Phone: +49 (0) 40 / 2715003

16. Showhouse in Bad Fallingbostel
Bockhorner Weg 1
D-29683 Bad Fallingbostel
Phone: +49 (0) 5162 / 9037890

17. Showhousepark in Lehrte
Zum Meersefeld 6
D-31275 Lehrte
Phone: +49 (0) 5132 / 8850200

18. Showhouse in Gießen
Schöne Aussicht 8
D-35396 Gießen
Phone: +49 (0) 641 / 5592992

19. Showhouse near Magdeburg
Amselweg 5
D-39326 Hohenwarsleben
Phone: +49 (0) 39204 / 60078

20. Showhouses near Düsseldorf
Hanns-Martin-Schleyer-Straße 19
D-41564 Kaarst
Phone: +49 (0) 2131 / 402170

21. Showhouse in Wuppertal
Exhibition "Eigenheim und Garten"
Eichenhofer Weg 30
D-42279 Wuppertal / Oberbarmen
Phone: +49 (0) 202 / 2818989

22. Showhouse in Xanten
Sonsbecker Straße 18
D-46509 Xanten
Phone: +49 (0) 2801 / 988220

23. Showhouse in Euskirchen
Felix-Wankel-Straße 8
D-53881 Euskirchen
Phone: +49 (0) 2251 / 124088

24. Showhouse near Trier
Auf Bowert 7
D-54340 Bekond
Phone: +49 (0) 6502 / 938440

25. Showhouse near Koblenz
Showhousecentre Mülheim-Kärlich
Musterhausstraße 152
D-56218 Mülheim-Kärlich
Phone: +49 (0) 2630 / 956280

26. Showhouse in Kamen
Kamen Karree 6 E
D-59174 Kamen
Phone: +49 (0) 2307 / 924190

27. Showhouse near Frankfurt
Exhibition "Eigenheim & Garten"
Ludwig-Erhard-Straße 37
D-61118 Bad Vilbel
Phone: +49 (0) 6101 / 304170

28. Showhouse in Mannheim
Hans-Thoma-Straße 14
D-68163 Mannheim
Phone: +49 (0) 621 / 41073380

29. Showhouse near Stuttgart
Exhibition "Eigenheim & Garten"
Höhenstraße 21
D-70736 Fellbach
Phone: +49 (0) 711 / 52087990

30. Showhouse in Offenburg
Schutterwälder Straße 3
D-77656 Offenburg
Phone: +49 (0) 781 / 91944980

31. Showhouse near Munich
Exhibition "Eigenheim & Garten"
Senator-Gerauer-Straße 25
D-85586 Poing/Grub
Phone: +49 (0) 89 / 90475150

32. Showhouse near Augsburg
Spessartstraße 14
D-86368 Gersthofen
Phone: +49 (0) 821 / 4786560

33. Showhouse near Erlangen
Industriestraße 37b
D-91083 Baiersdorf
Phone: +49 (0) 9133 / 6044440

34. Showhouse near Würzburg
Otto-Hahn-Straße 7
D-97230 Estenfeld
Phone: +49 (0) 9305 / 988280

35. Showhouse in Zella-Mehlis
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Financial Calendar 2013

May 06-07, 2013	Entry and General Standard Conference, Frankfurt
July 05, 2013	Annual General Meeting, Lehrte
July 15, 2013	2013 Q1-Q2 Sales Figures
September 05, 2013	Zurich Capital Market Conference, Zurich
September 18, 2013	2013 Half-year Report
October 14, 2013	2013 Q1-Q3 Sales Figures
December 04-05, 2013	MKK Munich Capital Market Conference, Munich

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