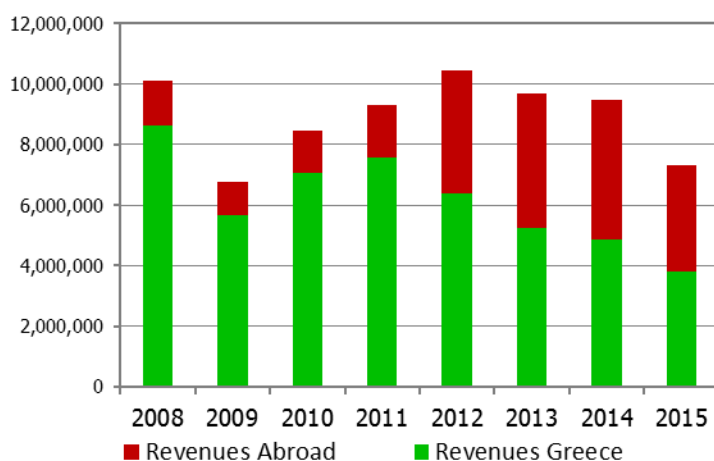


COMPANY PROFILE

Hellenic Petroleum is one of the most important energy Groups in Southeastern Europe and is involved in a wide range of activities, such as:

- Supply, Refining and Trading of Oil products, both within Greece and abroad
- Fuels Oil Marketing, both within Greece and abroad
- Petrochemicals/Chemicals Production and Trading
- Oil & Gas Exploration and Production
- Power Generation & Trading
- Supply, Transportation and Trading of Natural Gas

REVENUES ANALYSIS (in € 000)



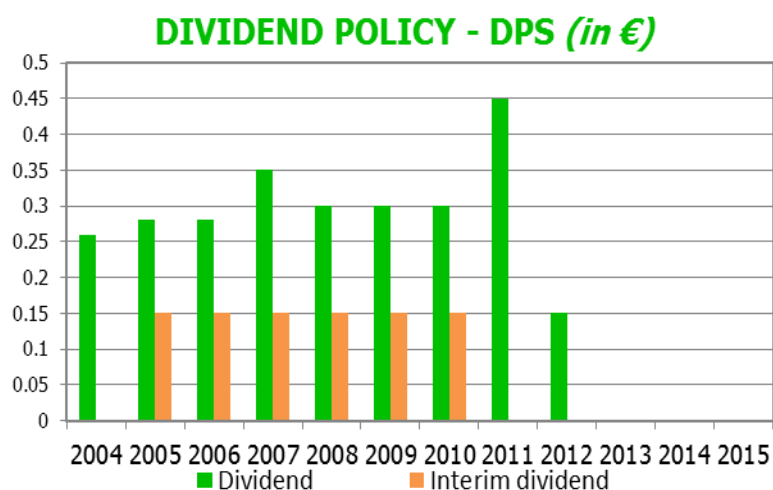
OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)

Symbol:	ELPE		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	1,137.0		
Shares Outstanding (number): (31 March 2016)	305,635,185		
Average Spread (%):	0.45%		
Market Liquidity (%):	2.474%		
Average Trading volume (no of shares):	149,198.4		
Total Value of transactions (€):	138,966,468		
Days to trade (1% of outstanding amount):	21.2		
Free Float (31 March 2016):	23.54%		
Turnover Velocity (F.F. Weighted):	42.5%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	48.21%	55.20%	53.30%

GROUP STRUCTURE

Company	%
EKO SA	100
HELLENIC FUELS SA	100
EKOTA KO S.A	49
EKO KALYPSO M.E.P.E	100
EKO DIMITRA MARITIME COMPANY	100
EKO ARTEMIS MARITIME COMPANY	100
EKO ATHENA MARITIME COMPANY	100
EKO IRA MARITIME COMPANY	100
EKO APHRODITE MARITIME COMPANY	100
EKO BULGARIA EAD	100
EKO SERBIA A.D	100
HELLENIC PETROLEUM INTERNATIONAL AG	100
HELPE CYPRUS LTD	100
RAMOIL S.A	100
HELLENIC PETROLEUM BULGARIA (HOLDINGS) LTD	100
HELLENIC PETROLEUM BULGARIA PROPERTIES LTD	100
HELLENIC PETROLEUM SERBIA (HOLDINGS) LTD	100
JUGOPETROL A.D	54,35
GLOBAL ALBANIA SA	99,96
EL.PE.T BALKAN SA	63
VARDAX S.A	50,40
OKTA CRUDE OIL REFINERY A.D	51,35
ASPROFOS S.A	100
DIAXON S.A	100
POSEIDON MARITIME COMPANY	100
APOLLON MARITIME COMPANY	100
HELLENIC PETROLEUM FINANCE PLC	100
HELLENIC PETROLEUM CONSULTING	100
HELLENIC PETROLEUM RENEWABLE ENERGY SOURCES	100
HELPE-LARGO ENERGIKI SERVISON S.A	51
HELPE-LARCO ENERGEI KI KOKKINO U S.A	51
ENERGIKI PYLOU METHONIS S.A	100
ELPEDISON B.V	50
SAFCO S.A	33,33
DEPA S.A	35
E.A.K.A.A S.A	50
HELPE THRAKIS S.A	25
BIODIESEL S.A	25
SUPERLUBE LTD	65
DMEP HOLDCO LTD	48
DMEP (UK) LTD	48
OTSM	48
HELPE PATRAIKOS S.A.	100
HELPE UPSTREAM S.A.	100



CURRENT PROJECTS

HELLENIC PETROLEUM has recently completed a 5-year investment plan in excess of €3bn, including the Elefsina refinery upgrade project, which at €1.4bn is the largest private manufacturing investment in Greece and one of the biggest refining projects in Europe. The refinery started commercial operations in 2012. Following the completion of its investment plan the Group does not envisage any major investment over the next 2-3 years, with reduction of debt levels set as main strategic priority.

RECENT DEALS

On 16 February 2012, Hellenic Petroleum SA and the Hellenic Republic Asset Development Fund (“HRADF”) agreed to launch a joint procedure for the sale of their share in DEPA Group, with a view to sell 100% of the supply, marketing and distribution activities, as well as the 66% participation share in the high pressure gas transportation network of (DESFA SA - 100% subsidiary of DEPA SA).

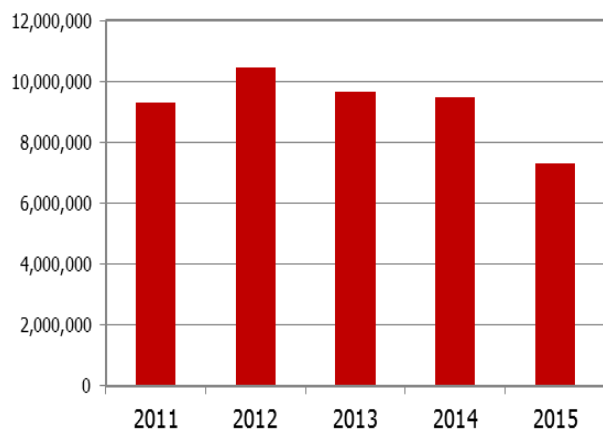
The sale process has resulted in a binding offer for the purchase of 66% of DESFA, from SOCAR (National oil and gas company of Azerbaijan), which amounted to €400m, while the amount corresponding to 35%, which is owned by HELLENIC PETROLEUM SA amounts to €212m.

On 21 December 2013, the Share Purchase Agreement was signed, and the closing of the transaction is subject to the approval of the European Commission competition authorities.

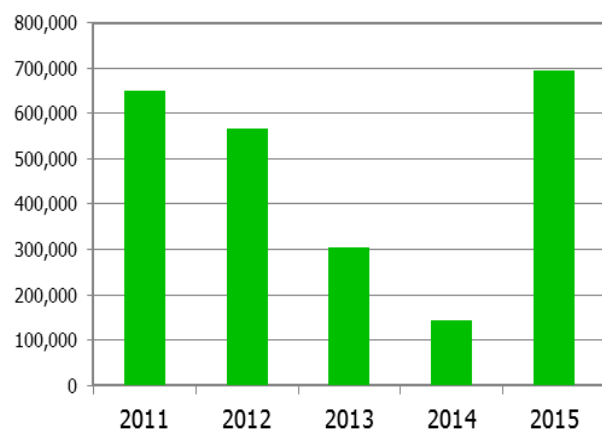
COMPANY’S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2011	2012	2013	2014	2015
Sales	9,307,582	10,468,870	9,674,324	9,478,444	7,302,939
Gross profit	650,093	567,116	305,152	144,836	694,582
EBIT	175,009	121,553	-195,312	-288,912	245,245
EBITDA	330,889	296,605	26,633	-87,078	444,076
Earnings before tax	163,429	116,348	-338,126	-484,895	38,931
Earnings after tax	117,666	82,582	-272,465	-368,590	45,027
E.P.S.	0.37	0.28	-0.88	-1.2	0.15
Total Equity	2,529,990	2,496,231	2,214,466	1,728,546	1,790,270
ROE	4.65%	3.31%	-12.30%	-21.32%	2.52%

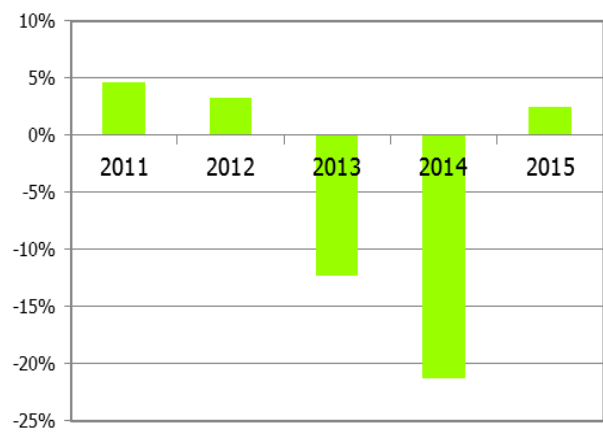
Revenues (in € 000)



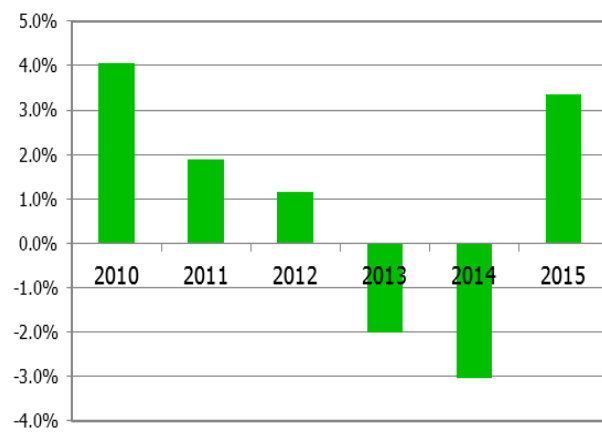
Gross profit (in € 000)



ROE



Operating Margin



Name	%
TAMEIO ΑΞΙΟΠΟΙΗΣΗΣ ΙΔΙΩΤΙΚΗΣ ΠΕΡΙΟΥΣΙΑΣ ΔΗΜΟΣΙΟΥ Α.Ε.	35.48%
POIH INVESTMENT LIMITED	40.98%
PANEUROPEAN OIL & INDUSTRIAL HOLDINGS S.A.	Το ποσοστό της εταιρίας περιλαμβάνεται στην εταιρία POIH INVESTMENT LIMITED
POIH HOLDINGS Ltd	Το ποσοστό της εταιρίας περιλαμβάνεται στην εταιρία POIH INVESTMENT LIMITED
Total	76.46%

BOARD OF DIRECTORS

Name	Qualification
PSYCHOGIOS G. IOANNIS	EXECUTIVE MEMBER
SHIAMISHIS ANDREAS	EXECUTIVE MEMBER
GRIGORIOU GEORGIOS	NON EXECUTIVE MEMBER
KONTOFAKAS N. DIMITRIOS	NON EXECUTIVE MEMBER
MALOGLOU GEORGIOS	NON EXECUTIVE MEMBER
OFTHALMIDIS PANAGIOTIS	NON EXECUTIVE MEMBER
PANTALAKIS THEODOROS	NON EXECUTIVE MEMBER
PANTELIAS SPYRIDON	NON EXECUTIVE MEMBER
PAPAGIANNOPOYLOS KONSTANTINOS	NON EXECUTIVE MEMBER
VARDAS THEODOROS-ACHILLEAS	NON EXECUTIVE MEMBER
ZAFEIRIS STRATIS	NON EXECUTIVE MEMBER
STERGIOULIS GRIGORIOS	CEO/EXECUTIVE MEMBER
TSOTSOROS EYSTATHIOS	PRESIDENT/EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Efstathios Tsotsoros, Chairman of BoD is an Electrical-Mechanical Engineer from NTUA, graduate Economist of the Department of Economics at the University of Athens. Since 1975 he is a professor at the Panteion University with specialty in Economic Development and Social Transformation. He served as a member of the Council and the Senate of the University and he was Director of the Postgraduate program, as well as of the Economic and Social Research Centre of the Department of Sociology.

He has particularly important and extensive experience in senior management positions in public and private sectors as well as in local government. He has been Director of PPC, Board Member and CEO of Business Reconstruction Organization, Vice President and General Manager of Athens Regulatory Plan and Environmental Protection Organization, Board Member and CEO of various companies in the private sector and Founder, Chairman and CEO of the Broadcasting Group Alpha. He was also Advisor to the Minister of Energy, to Athens Mayor, to the President of the Greek Technical Chamber and he has also occupied the post of the Chairman of the National Committee of Programme Agreements and Development Contracts.

He has participated in research projects and in the preparation of techno-economic studies, in significant investment projects as well as in national and regional development programs. His scientific research has been published by the Educational Institutions of the National Bank of Greece, by Commerce and Piraeus Banks, by the National Research Foundation as well as by Papazisis Publishers.

Mr. Grigorios Stergioulis, Chief Executive Officer was born in Karditsa, Greece in 1956; he studied Chemical Engineering in the University of Leeds, from where he graduated with a Master of Science degree. He worked in various industrial enterprises, both in England and in Greece and, since 1984, has served in

several managerial positions in the HELLENIC PETROLEUM Group Refineries, the most notable being that of the Elefsis Refinery Upgrade Project coordination, between 2008 and 2014. He has published technical articles and books on specialized topics and has been the instructor in conferences and technical seminars.

Mr. Andreas Shiamishis, Chief Financial Officer and Executive member of the BoD holds an Economics degree specialising in Econometrics at University of Essex England and is a Fellow (FCA) member of the Institute of Chartered Accountants in England and Wales. He began his career in 1989 in the Banking and Financial Services practice of KPMG in London. From 1993 to 1998 he worked initially as executive and subsequently as the Finance and Customer Services Director in METAXA, member of the Diageo International Group of food and beverages. In 1998 it took over as the Regional Finance and Business Development Director, with the responsibility for the areas of the Middle East and North Africa, of Pillsbury (group Diageo). The period from 2000 to 2002 he worked as Chief Financial Officer in a listed company of LEVENTIS Group interests, while in 2003 he was hired as Chief Financial and IT Officer at Petrola Hellas. After the merger of Petrola Hellas with Hellenic Petroleum, in 2004 he took over as Chief Financial Officer of the Group and member of the Group's Executive Committee. He is a member of the Hellenic Chamber and of the Corporate Finance Faculty of the ICAEW.

Mr. Ioannis Psychogios, Executive member of BoD is a chemical Engineer graduated from the National Technical University with a Masters in Business Administration. He began his professional career in 1985 at the Aspropyrgos Refinery as a Production Engineer. After his placements throughout the administrative hierarchy, in 2003 he became the Refinery Manager. During the period 2005-2008, he was CEO of OKTA in Skopje, and from 2008 to 2010 he served as Director of Organisation and Development for the Group's refineries. He served as CEO of the Group's subsidiaries EKO and HELLENIC FUELS. He is General Manager of Group Supply, Refining and Sales.

Mr. Theodoros-Achilleas Vardas, Non-Executive Member of BoD, holds a PhD from the Systems Engineering Department of the Chemical Engineering School at the Swiss Federal Institute of Technology in Zurich, Switzerland and a Degree in Chemical Engineering from the same institute. Began his professional career in 1979 at the Latsis Group, where he worked in key positions and in 1981 as General Manager of Petroleum Products Trading. From 1988 to 2003 he was the Deputy CEO and member of the BoD of Petrola Hellas SA and from 1999 to 2003 a member of the BoD of Papastratos SA. Member of the BoD and Management Consultant of HELLENIC PETROLEUM SA since October 2003, member of the BoD of DEPA SA since May 2004, executive member of the BoD of HELLENIC PETROLEUM SA from December 2007 until May 2015.

Mr. Grigoriou Georgios Non-Executive Member of BoD is a Chemical Engineer, graduated from National Technical University, with post graduate studies (Master of Science) in Chemical Engineering-Physical and Chemical Processes, from Columbia University, U.S.A. He joined HELLENIC PETROLEUM Group in 1984 (former DEP-EKY and DEP) in various job positions, in E&P and Supply & Trading Divisions, where he became Director of Logistics Coordination in 2010. A year later he withdrew, in the frame of his participation in the Group program of voluntary exit.

Mr. Stratis Zafeiris, Non-Executive Board Member is a Chemical Engineer graduated from National Technical University of Athens. He has a significant experience in the public sector infrastructure projects, being an employee of the Secretariat of Public Works since 1985. During his professional career he has participated in a number of crucial positions, such as the Technical Chamber of Greece for the development and operation of its Training and Educational Institute and the Ministry of Industry, as a Member of the Board of Directors in EKO Chemicals Company. He has served as the President of Chemical Engineers Association for almost ten years (1985-1994) and he has also served for a long period as an elected Member of the Management Committee of the Technical Chamber of Greece.

Mr. Zafeiris field of expertise is the reconstruction and development of the Greek industry, the development of industrial policy to support the competitiveness of the Greek enterprises and the innovation and identification of development prospects. To that effect, he has been leading various Task Force groups for the Greek business sector.

Mr. Dimitrios Kontofakas, Non-Executive Member of BoD holds an Economics degree from University of Athens. For several years up to 1993, he was CEO in export trade companies while from 1993 until 1998 he assumed managerial positions in media Groups such as CFO and CEO in subsidiaries of the Bobolas Group and Androulidakis Group. From 1998 up to now he has been serving as CFO to a Group of companies of wind and photovoltaics parks and is responsible for the financial management and planning. He is also a major shareholder and manager of a construction company for private projects while he also participates in a BoD of an environmental company specializing in solid waste management studies.

From 2015 onwards he is also a Special Advisor in matters of investments and international economic relations to the vice-president of the Greek government.

Mr. Georgios Maloglou, Non-Executive Member of BoD graduated from the Department of Accountants/Business Executives -Technological Educational Institute of Athens and holds diplomas from Athens University of Economics and Business and Panteion University of Social and Political Studies - Department of Public Administration, with Postgraduate studies in Management and Finance.

He was freelancer economic consultant and he also assumed managerial positions in various private companies, with specialty and significant experience in the sectors of Factoring, Leasing, Financing, Drawing up of Business Plans and Budgets, Auditing, International Accounting Standards, Credit Control as well as in Human Resources Management and Education. He is Finance Director at LAMDA IATRIKH S.A. (Medical Center).

He conducted various seminars of Computerized Accounting, Tax Consulting and Finance.

Mr. Konstantinos Papagianopoulos, employee representative is a graduate of the Technical School of Electronics in 1984. Since 1981 he has worked initially in Petrola Hellas plc and after the merger with Hellenic Petroleum he worked in the section of Electrical and Instrumentation to Elefsina Refinery. From 2004 he is a member of the Board of Directors of the Panhellenic Workers Association ELPE. In February of 2013 he has been elected as the representative of the workers in the BoD.

Mr. Panagiotis Ofthalmidis, employee representative holds a degree in Electrical Engineering from the Technological Educational Institute of Kavala. He has been working for HELLENIC PETROLEUM SA since 1989, in the department of Electrical Maintenance of Refinery and Chemical Plants of Industrial Installations in Thessaloniki. He has been President of the Pan-Hellenic Labour Union of the Company. In March 2008 he was elected as employee representative in the Company's BoD.

Mr. Theodoros Pantalakis, independent member, minority shareholders representative holds a degree in Business Administration from the Piraeus University. From 1980 to 1991 he worked at the National Bank of Investments & Industrial Development (ETEBA). Additionally, from 1983 to 1985 he was associated of the Deputy Minister of National Economy, Kostis Vaitsou and from 1985 to 1988 was the Office Director of the Deputy Minister of National Economy, Theodoros Karantzas. From 1991 to 1996 he was Assistant General Manager in the Interamerican group. From March 1996 to April 2004 he held the position of Deputy Governor of the National Bank of Greece, while at the same time he served as Chairman, Vice-Chairman or member of the BoD in several of the bank's subsidiaries. He was also Vice-Chairman of the Athens Stock Exchange, President of the Central Depository, and President of the Executive Committee of the Hellenic Bank Association et.al. On May 2004 he was appointed Vice-Chairman of the BoD of Piraeus Bank and from January 2009 to December 2009 he was the Vice-Chairman and Deputy-CEO of the Piraeus Bank Group. He was also Chairman of the BoD of Piraeus AEEAP (now Trastor AEEAP) and the Chairman of Europaiki Pisti AEGA insurance company. He served as Chairman of the BoD of ATE Bank between 2009 and 2012. He is a member of the BoD of Attiki Odos and serves in the Board of a number of other companies.

Mr. Spyridon Pantelias, independent member, minority shareholders representative holds a PhD and Master's Degree in Economics from the University of Washington, St. Louis, as well as a Degree in Economics from the University of Athens. He is a banker with significant experience in the financial services sector. He has been the General Manager of the Bank of Cyprus group – Head of investment banking, asset management and brokerage. From 2005 to 2007 he held the position of Deputy General Manager at Emporiki Bank, from 2002 to 2004 General Manager of EFG Telesis Finance and in 2000 to 2002 Deputy General Manager at Geniki Bank. He has also worked in the National Bank of Greece, the Hellenic Bank Association and the Reuters News Agency. He currently acts as a Consultant to the Administration of the BoG.

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