

## Company Factsheet

January 2021

HELLENIC TELECOM. ORG.



### Company Profile

OTE Group is the largest technology company in Greece. It is one of the top three listed companies with respect to capitalization, in the Athens Stock Exchange and is also listed in the London Stock Exchange. Deutsche Telekom holds 46.9% of OTE's share capital and the Greek State holds 5.6%. OTE Group employs over 12,000 people in Greece and approximately 18,000 people in total. OTE Group offers a wide range of services: fixed and mobile telephony, broadband services, pay television and integrated ICT solutions. In addition to its core telecommunications activities, the Group in Greece is also involved in maritime communications and real-estate. Abroad, the Group operates in the telecommunications market of Romania, where it offers fixed-line and mobile communications, as well as pay TV services. COSMOTE is the unified commercial brand for all the products and services of the Group and its key message is "a better world, for all".

### Identification

Bloomberg	HTO GA
Reuters	OTEr.AT
ATHEX Symbol	HTO
ISIN Code	GRS260333000
FISIN	OTE/REG SHS
LEI	ELPUFM0XZRZO4LFXW404

### Contact Details

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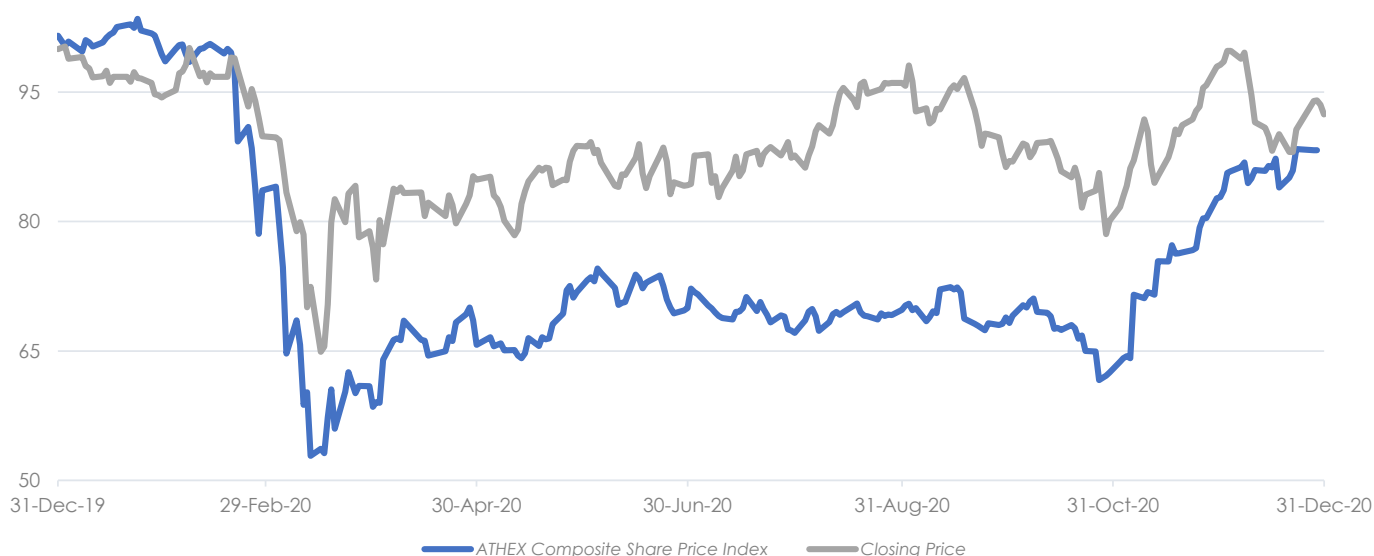
Tel: (80011)-30003, Fax:(210)-3243668

### Key Information

Mkt Capitalization (€)	6,196,900,912
# of Shares Outstanding	470,174,576
ICB Sector Classification	Telecommunications
Listing Market	Main Market
Closing Price (€)	13.18
Fiscal Year End	December

Source: ATHEXGROUP, Data 31-Dec-2020

### Normalized Share Performance % VS Composite Index



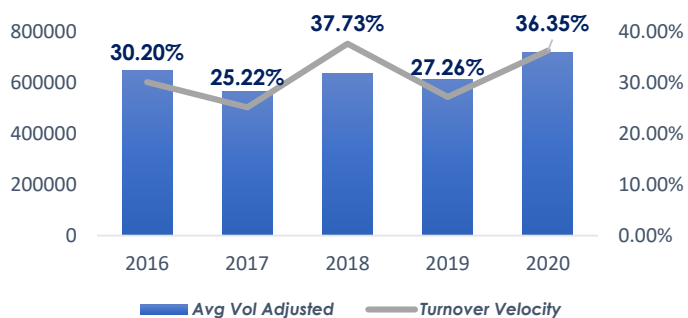
### Yearly Performance

2015	2016	2017	2018	2019	2020	CAGR
1.54%	-3.35%	28.78%	-17.22%	49.79%	-7.57%	7.36%

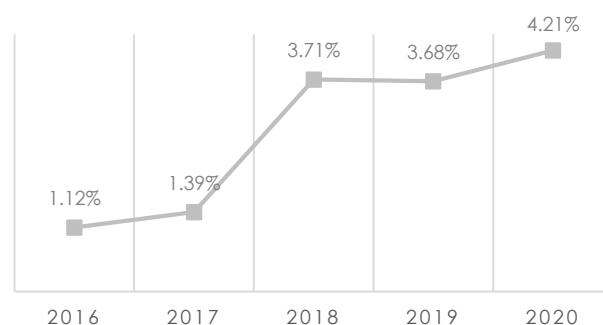
### Trailing Performance

5 Year	3 Year	1 Year	9 Month	6 Month	3 Month	1 Month
42.64%	14.61%	-7.57%	20.04%	9.74%	7.07%	-5.65%

## Share Liquidity



## Total Yield %

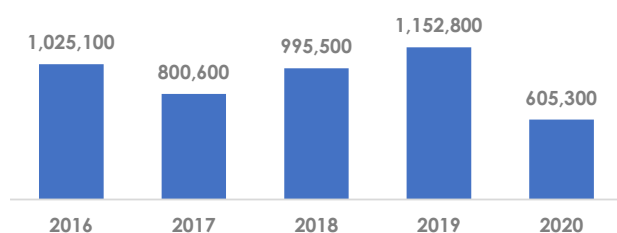


## Financials (€ thous, consolidated)

(€ thous, consolidated)

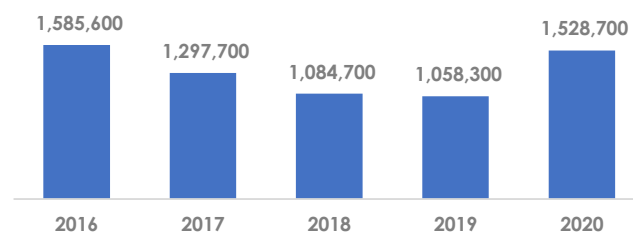
Fiscal Year	2016	2017	2018	2019	H1 2020
<b>Revenues</b>	<b>3,908,100</b>	<b>3,857,100</b>	<b>3,798,700</b>	<b>3,907,600</b>	<b>1,859,300</b>
Gross Profit	385,600	305,500	495,200	180,100	295,200
<b>EBITDA</b>	<b>1,267,000</b>	<b>1,242,500</b>	<b>1,250,900</b>	<b>1,387,700</b>	<b>628,500</b>
Long-term Liabilities	1,941,000	1,276,200	1,280,600	996,400	985,600
<b>Short-term Liabilities to Banks</b>	<b>184,100</b>	<b>764,500</b>	<b>548,000</b>	<b>716,400</b>	<b>1,001,600</b>
Debt	2,125,100	2,040,700	1,828,600	1,712,800	1,987,200
<b>EBT</b>	<b>252,400</b>	<b>174,500</b>	<b>413,400</b>	<b>129,900</b>	<b>253,800</b>
Net Earnings	84,000	22,800	165,900	42,900	184,300
<b>Assets</b>	<b>7,571,600</b>	<b>7,102,200</b>	<b>6,699,900</b>	<b>6,356,000</b>	<b>6,687,000</b>
Equity	2,651,700	2,589,400	2,574,700	2,183,100	2,042,800
<b>CAPEX</b>	<b>- 653,000</b>	<b>- 919,900</b>	<b>- 719,900</b>	<b>- 661,800</b>	<b>- 317,500</b>
Operating Cash Flow	1,025,100	800,600	995,500	1,152,800	605,300
<b>Cash</b>	<b>1,585,600</b>	<b>1,297,700</b>	<b>1,084,700</b>	<b>1,058,300</b>	<b>1,528,700</b>
EBITDA Margin	32%	32%	33%	36%	34%
<b>Debt to Equity Ratio</b>	<b>80%</b>	<b>79%</b>	<b>71%</b>	<b>78%</b>	<b>97%</b>
Net Debt to Equity Ratio	20%	29%	29%	30%	22%
<b>Number of Employees</b>	<b>21,086</b>	<b>20,305</b>	<b>19,343</b>	<b>17,697</b>	<b>16,937</b>

## Operating Cash Flow (€ thous.)



\*H1 2020

## Total Cash (€ thous.)



\*H1 2020

## Cash Distributions (€ per share)

Year Paid	2016	2017	2018	2019	2020
Ordinary Dividend	0.10	0.16	0.35	0.52	0.56
Special Dividend	0.00	0.00	0.00	0.00	0.00
<b>Total Distributions</b>	<b>0.10</b>	<b>0.16</b>	<b>0.35</b>	<b>0.52</b>	<b>0.56</b>

## Financial Calendar

6/24/2020	General Meeting
6/24/2020	Annual Ordinary General Meeting
7/9/2020	Dividend Cut
7/10/2020	Dividend Holders
7/15/2020	Dividend Payment Date
12/4/2020	General Meeting

## Board of Directors

<b>Tsamaz Michael</b>	President/Ceo/Executive Member
<b>Blok Eelco</b>	Vice President/Non Executive Member
<b>Mazarakis Charalambos</b>	Executive Member
<b>Gopalan Srinivasan</b>	Non Executive Member
<b>Vassalos Vasilis</b>	Non Executive Member
<b>Orth Kyra</b>	Non Executive Member
<b>Wilkens Michael</b>	Non Executive Member
<b>Hauber Robert</b>	Non Executive Member
<b>Leroy Dominique</b>	Non Executive Member
<b>Georgoutsos Dimitrios</b>	Independent Non Executive Member

## Shareholders

Deutsche Telekom AG	<b>45.00%</b>
Hellenic Public Sector	<b>5.00%</b>

Source: ATHEXGROUP, Data 31-Dec-2020 , published according to law 3556/2007

## Index Participation

Athex All Share Index  
Athex Composite Index Total Return Index  
Athex Composite Share Price Index  
FTSE/ATHEX High Dividend Yield Index  
FTSE/Athex Large Cap  
FTSE/Athex Market Index  
FTSE/Athex Telecommunications

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