



# HELLENIC TELECOMMUNICATIONS ORGANIZATION S.A.

AR.MAE 347/06/B86/10

REGISTERED OFFICE: 99 KIFFISIAS AVE - 15124 MAROUSI, ATHENS

FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM JANUARY 1, 2011 TO JUNE 30, 2011

(In accordance with the Decision 4/507/28.4.2009 of the Hellenic Capital Market Commission)

The purpose of the following information and financial data is to provide users with general financial information about the financial position and the results of operations of HELLENIC TELECOMMUNICATIONS ORGANIZATION S.A ("Company") and the OTE Group ("Group"). Therefore, we recommend the users of the financial data and information, before making any investment decision or proceeding to any transaction with the Group or the Company, to obtain the necessary information from the website, where the consolidated and separate financial statements, prepared in accordance with International Financial Reporting Standards as adopted by the E.U., are available, together with the auditors' report, when required.

Company's Web Site : [www.ote.gr](http://www.ote.gr)

Date of approval of financial statements from the Board of Directors: August 3, 2011

The Certified Auditor : Marios Psaltis Reg. N. 38081

Auditing Company : PricewaterhouseCoopers Reg. N. 113

Type of Review Report : Unqualified

DATA FROM STATEMENT OF FINANCIAL POSITION (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro					DATA FROM STATEMENT OF CHANGES IN EQUITY (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro				
	GROUP		COMPANY			GROUP		COMPANY	
	30.06.2011	31.12.2010	30.06.2011	31.12.2010		30.06.2011	30.06.2010	30.06.2011	30.06.2010
<b>ASSETS</b>					<b>Total equity at the beginning of the period</b> (01.01.2011 and 01.01.2010)	1.652,6	1.884,1	3.370,4	3.347,8
Property, plant and equipment	4.891,6	5.061,9	1.777,5	1.864,0	Total comprehensive income / (loss) after tax	103,6	(102,6)	15,6	96,0
Intangible assets	1.318,7	1.359,8	4,5	2,1	Dividends	(101,5)	(93,1)	(57,8)	(93,1)
Other non current assets	718,0	697,8	5.129,6	5.220,2	Withholding tax related to dividend paid out of dividend income subject to withholding tax	4,9	6,5	4,9	6,5
Inventories	163,3	160,8	27,8	27,9	Share-based payments	1,2	2,9	1,2	2,9
Trade receivables	995,5	1.010,8	512,8	534,8	<b>Total equity at the end of the period</b> (30.06.2011 and 30.06.2010)	<b>1.660,8</b>	<b>1.697,8</b>	<b>3.334,3</b>	<b>3.360,1</b>
Other current assets	249,3	242,4	101,4	110,7					
Cash and cash equivalents	867,4	1.004,3	189,8	189,0	<b>DATA FROM STATEMENT OF CASH FLOWS (CONSOLIDATED AND SEPARATE) (Amounts in millions of Euro)</b>				
<b>TOTAL ASSETS</b>	<b>9.203,8</b>	<b>9.537,8</b>	<b>7.743,4</b>	<b>7.948,7</b>		GROUP		COMPANY	
						01.01-30.06.2011	01.01-30.06.2010	01.01-30.06.2011	01.01-30.06.2010
<b>EQUITY AND LIABILITIES</b>					<b>Cash flows from operating activities</b>				
Share capital	1.171,5	1.171,5	1.171,5	1.171,5	Profit before tax	156,4	220,7	34,5	239,1
Other equity items	(14,1)	(71,9)	2.162,8	2.198,9	Adjustments for:				
Equity attributable to owners of the parent (a)	1.157,4	1.099,6	3.334,3	3.370,4	Depreciation, amortization and impairment	528,6	561,7	169,5	189,8
Non-controlling interests (b)	503,4	553,0	-	-	Share-based payment	1,2	2,9	0,5	1,3
<b>Total equity (c) = (a) + (b)</b>	<b>1.660,8</b>	<b>1.652,6</b>	<b>3.334,3</b>	<b>3.370,4</b>	Cost of early retirement program	49,7	32,8	10,5	9,9
Long-term borrowings	4.593,3	3.211,4	2.712,8	1.715,4	Provisions for staff retirement indemnities	11,7	13,5	10,1	12,1
Provisions / Other non current liabilities	742,6	747,7	594,6	626,4	Provisions for youth account	9,5	13,1	9,5	13,1
Short-term borrowings	414,2	2.088,4	20,3	1.119,1	Provisions for doubtful accounts	69,3	68,5	16,3	17,1
Other current liabilities	1.792,9	1.837,7	1.081,4	1.117,4	Other provisions	-	(4,2)	-	(4,3)
<b>Total liabilities (d)</b>	<b>7.543,0</b>	<b>7.885,2</b>	<b>4.409,1</b>	<b>4.578,3</b>	Foreign exchange differences, net	(8,7)	10,2	(1,7)	-
<b>TOTAL EQUITY AND LIABILITIES (c) + (d)</b>	<b>9.203,8</b>	<b>9.537,8</b>	<b>7.743,4</b>	<b>7.948,7</b>	Interest income	(10,8)	(14,6)	(5,3)	(4,1)
					Dividend income	(10,4)	(9,0)	(11,6)	(200,9)
<b>DATA FROM STATEMENT OF COMPREHENSIVE INCOME (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro</b>					Losses from investments and financial assets - Impairments	0,2	2,8	0,2	1,8
					Release of EDEKT fund prepayment	17,6	17,6	17,6	17,6
<b>GROUP</b>	<b>01.01-30.06.2011</b>	<b>01.01-30.06.2010</b>	<b>01.01-30.06.2011</b>	<b>01.01-30.06.2010</b>	Interest expense	134,9	170,1	75,3	113,6
Total revenue	2.479,7	2.759,7	1.254,9	1.358,6	Working capital adjustments:				
<b>Profit before taxes, investment and financial activities</b>	<b>261,6</b>	<b>380,2</b>	<b>131,3</b>	<b>178,4</b>	Decrease / (increase) in inventories	(2,5)	23,6	0,1	(1,0)
Profit before tax	156,4	220,7	83,0	79,5	Decrease / (increase) in accounts receivables	(55,0)	(45,8)	1,1	(5,0)
<b>Profit / (loss) after tax (A)</b>	<b>81,2</b>	<b>(24,2)</b>	<b>56,1</b>	<b>(89,9)</b>	(Decrease) in liabilities (except borrowings)	(48,1)	(103,6)	(45,8)	(24,9)
Attributable to:					Plus/ (Minus):				
- Owners of the parent	92,4	5,0	62,2	(60,8)	Payment of early retirement programs	(73,2)	(135,9)	(40,3)	(120,6)
- Non controlling interests	(11,2)	(29,2)	(6,1)	(29,1)	Payment of staff retirement indemnities and youth account, net of employees' contributions	(32,1)	(46,8)	(30,5)	(45,1)
<b>Other comprehensive income / (loss) after tax (B)</b>	<b>22,4</b>	<b>(78,4)</b>	<b>(56,8)</b>	<b>(152,3)</b>	Interest and related expenses paid	(174,4)	(163,8)	(109,5)	(95,5)
<b>Total comprehensive income / (loss) after tax (A)+(B)</b>	<b>103,6</b>	<b>(102,6)</b>	<b>(0,7)</b>	<b>(242,2)</b>	Income taxes paid	(73,5)	(235,8)	(8,6)	(113,7)
Attributable to:					<b>Net cash flows from operating activities (a)</b>	<b>490,4</b>	<b>378,0</b>	<b>91,9</b>	<b>0,3</b>
- Owners of the parent	109,5	(48,4)	20,0	(164,2)	<b>Cash flows from investing activities</b>				
- Non controlling interests	(5,9)	(54,2)	(20,7)	(78,0)	Acquisition of non-controlling interest	-	(7,9)	-	-
<b>Basic earnings / (losses) per share (in €)</b>	<b>0,1885</b>	<b>0,0102</b>	<b>0,1269</b>	<b>(0,1240)</b>	Acquisition of subsidiary and business units net of cash acquired	(7,2)	(1,7)	-	-
<b>Profit before taxes, investment, financial activities and depreciation, amortization and impairment</b>	<b>790,2</b>	<b>941,9</b>	<b>396,9</b>	<b>463,2</b>	Purchase of financial assets	(0,2)	(52,8)	-	-
					Sale or maturity of financial assets	-	36,5	-	3,7
<b>COMPANY</b>	<b>01.01-30.06.2011</b>	<b>01.01-30.06.2010</b>	<b>01.01-30.06.2011</b>	<b>01.01-30.06.2010</b>	Repayments of loans receivable	4,9	4,9	4,9	4,9
Total revenue	951,4	1.108,8	466,1	548,2	Loans granted	-	(19,3)	-	(19,3)
<b>Profit before taxes, investment and financial activities</b>	<b>91,4</b>	<b>149,5</b>	<b>34,3</b>	<b>91,7</b>	Purchase of property plant and equipment and intangible assets	(302,9)	(398,0)	(86,1)	(102,0)
Profit before tax	34,5	239,1	13,7	224,7	Interest received	8,9	8,6	4,5	1,5
<b>Profit after tax (A)</b>	<b>4,3</b>	<b>112,1</b>	<b>6,8</b>	<b>136,4</b>	Dividends received	-	-	-	40,0
<b>Other comprehensive income / (loss) after tax (B)</b>	<b>11,3</b>	<b>(16,1)</b>	<b>(2,3)</b>	<b>(3,5)</b>	Return of capital invested in subsidiaries	-	-	82,0	-
<b>Total comprehensive income after tax (A)+(B)</b>	<b>15,6</b>	<b>96,0</b>	<b>4,5</b>	<b>132,9</b>	<b>Net cash flows from / (used in) investing activities (b)</b>	<b>(296,5)</b>	<b>(429,7)</b>	<b>5,3</b>	<b>(71,2)</b>
<b>Profit before taxes, investment, financial activities and depreciation, amortization and impairment</b>	<b>260,9</b>	<b>339,3</b>	<b>119,8</b>	<b>185,6</b>	<b>Cash flows from financing activities</b>				
					Proceeds of loans granted and issued	1.432,0	2,6	1.432,0	-
					Repayment of loans	(1.720,2)	(59,7)	(1.528,4)	(56,0)
					Dividends paid to Company's owners	-	(2,0)	-	(2,0)
					Dividends paid to non-controlling interests	(43,7)	-	-	-
					<b>Net cash flows (used in) financing activities (c)</b>	<b>(331,9)</b>	<b>(59,1)</b>	<b>(96,4)</b>	<b>(58,0)</b>
					<b>Net increase / (decrease) in cash and cash equivalents (a) + (b) + (c)</b>	<b>(138,0)</b>	<b>(110,8)</b>	<b>0,8</b>	<b>(128,9)</b>
					<b>Cash and cash equivalents at the beginning of the period</b>	<b>1.004,3</b>	<b>868,8</b>	<b>189,0</b>	<b>224,0</b>
					Net foreign exchange differences	1,1	3,1	-	-
					<b>Cash and cash equivalents at the end of the period</b>	<b>867,4</b>	<b>761,1</b>	<b>189,8</b>	<b>95,1</b>

## ADDITIONAL DATA AND INFORMATION

- The companies which are included in the interim condensed financial statements (consolidated and separate), their country, the Group's participating interest (direct and indirect) and the method of consolidation, are presented in Notes 1 and 4 of the financial statements.
- The fiscal years that are unaudited by the tax authorities for the Company and the Group's subsidiaries and the results of the tax audits completed, are presented in Note 8 of the financial statements.
- The outcome of pending litigation and claims is not expected to have a material impact on the financial statements. The amount of provisions that have been established as of June 30, 2011 for litigations and other risks, as well as for unaudited tax years are as follows: a) for the Group € 91.5 million and € 27.9 million respectively and b) for the Company € 90.1 million and € 18.0 million respectively.
- Number of employees at the end of the period: Group 29,102 (30.06.2010: 31,538), Company 10,826 (30.06.2010: 11,198).
- Other comprehensive income / (loss) after tax for the first six months of 2011 which was recognized directly in equity for the Group, relates to foreign currency translation € 11.1 million and actuarial gains € 11.3 million (net of deferred taxes). As for the Company, it relates to actuarial gains € 11.3 million (net of deferred taxes).
- Effective February 6, 2009, the financial statements are included in the consolidated financial statements of DEUTSCHE TELEKOM AG (full consolidation method), which has its registered office in Germany and as of June 30, 2011 holds a 30.00% plus one share interest in the Company. Recent developments are presented in Note 19 of the financial statements.

- The Company's transactions with its related parties as defined in IAS 24, are analyzed as follows: Sales and purchases of goods and services for the first six months of 2011, amounted to € 76.2 million and € 133.8 million, respectively. Interest expense for the first six months of 2011 amounted to € 51.5 million. The outstanding balance of receivables and payables from/to related parties as of June 30, 2011 that derived from current transactions amounted to € 107.2 million and € 179.4 million, respectively. The outstanding balance of payables to related parties from the loans granted amounted to € 2.195.1 million. Fees paid to the members of the Board of Directors of the Company and the Company's key management personnel compensation charged to the income statement for the first six months of 2011, amount to € 2.3 million. Based on OTE's share option plan, until June 30, 2011, 2,240,102 stock options have been granted to key management personnel. At Group level sales and purchases of goods and services, between related parties which are not eliminated, for the first six months of 2011 amounted to € 9.4 million and € 9.3 million, respectively. Interest expense for the first six months of 2011 which is not eliminated amounted to € 0.9 million. The outstanding balance of receivables and payables, between related parties which are not eliminated, as of June 30, 2011 derived from operating transactions and amounted to € 8.6 million and € 18.4 million, respectively.
- Basic earnings per share were calculated based on the weighted average number of shares outstanding.
- The most significant events after June 30, 2011 are presented in Note 19 of the financial statements.

Athens, August 3, 2011

CHAIRMAN AND MANAGING DIRECTOR

BOARD MEMBER AND GROUP  
CHIEF FINANCIAL OFFICER

OTE CHIEF FINANCIAL OFFICER

CHIEF ACCOUNTING OFFICER

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