



# HELLENIC TELECOMMUNICATIONS ORGANIZATION S.A.

AR.MAE 347/06/B86/10

REGISTERED OFFICE: 99 KIFISSIAS AVE - 15124 MAROUSI, ATHENS

FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM JANUARY 1, 2012 TO DECEMBER 31, 2012

(Published in accordance with law 2190/1920, art.135 for Companies preparing annual consolidated and separate financial statements, in accordance with I.F.R.S.)

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.

Supervising Authority : Ministry of Development, Societe Anonyme and Credit Division

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

Date of approval of financial statements from the Board of Directors: February 27, 2013

The Certified Auditor : Marios Psaltis RN ICA(GR): 38081

Auditing Company : PricewaterhouseCoopers S.A. Certified Auditors - Accountants SOEL REG: No 113

Type of Auditor's Opinion : Unqualified

Composition of the Board of Directors:

1. Michael Tsamaz, Chairman and Managing Director, Executive Member
2. Dimitrios Tzouganatos, Vice-Chairman, Independent Non-Executive Member
3. Babis Mazarakis, Executive Member
4. Timotheus Höttges, Non - Executive Member
5. Klaus Müller, Non - Executive Member
6. Claudia Nemat, Non - Executive Member
7. Eustathios Anestis, Non - Executive Member
8. Nikolaos Karamouzis, Non - Executive Member
9. Michael Bletsas, Independent, Non - Executive Member
10. Panagiotis Tabourlos, Independent, Non - Executive Member
11. Vasileios Fourlis, Independent, Non - Executive Member

DATA FROM STATEMENT OF FINANCIAL POSITION (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro					DATA FROM STATEMENT OF CASH FLOWS (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro				
	GROUP		COMPANY			GROUP		COMPANY	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011		01.01-31.12.2012	01.01-31.12.2011	01.01-31.12.2012	01.01-31.12.2011
<b>ASSETS</b>					<b>Cash flows from operating activities</b>				
Property, plant and equipment	3,914.1	4,328.0	1,508.9	1,682.7	Profit / (loss) before tax	609.3	115.1	(147.7)	(372.5)
Intangible assets	1,520.1	1,505.5	50.0	31.8	Adjustments for:				
Other non current assets	544.3	573.8	4,118.1	4,538.7	Depreciation, amortization and impairment	918.7	1,310.2	308.1	332.1
Inventories	111.4	125.0	16.5	21.9	Share-based payment	1.6	(2.6)	0.3	(1.0)
Trade receivables	825.5	928.6	409.1	495.1	Cost of early retirement program	123.0	69.0	123.0	27.1
Other current assets	282.8	566.6	107.2	456.5	Provision for staff retirement indemnities	22.2	22.2	19.4	20.1
Cash and cash equivalents	1,161.6	683.4	392.3	156.0	Provision for youth account	(6.2)	9.9	(6.2)	9.9
Assets classified as held for sale	-	380.0	-	380.0	Write down of inventories	7.7	20.9	-	6.3
<b>TOTAL ASSETS</b>	<b>8,359.8</b>	<b>9,090.9</b>	<b>6,602.1</b>	<b>7,762.7</b>	Provision for doubtful accounts	117.1	135.0	21.4	24.5
<b>EQUITY AND LIABILITIES</b>					Other provisions	2.7	(4.5)	2.5	(4.6)
Share capital	1,171.5	1,171.5	1,171.5	1,171.5	Foreign exchange differences, net	1.4	(3.6)	-	(2.3)
Other equity items	452.3	212.0	1,606.3	1,974.0	Interest income	(15.2)	(22.2)	(8.7)	(11.5)
Equity attributable to shareholders of the parent (a)	1,623.8	1,383.5	2,777.8	3,145.5	Dividend income	(3.9)	(27.4)	(41.9)	(28.6)
Non-controlling interests (b)	390.0	373.8	-	-	(Gains) / losses and impairments of investments	(225.1)	0.6	100.5	431.8
<b>Total equity (c) = (a) + (b)</b>	<b>2,013.8</b>	<b>1,757.3</b>	<b>2,777.8</b>	<b>3,145.5</b>	Release of EDEKT fund prepayment	-	35.2	-	35.2
Long-term borrowings	2,635.2	4,139.1	1,602.0	2,715.7	Interest expense	248.7	290.1	166.8	184.2
Provisions / Other non current liabilities	648.5	736.2	552.5	664.5	Working capital adjustments:				
Short-term borrowings	1,415.6	762.9	795.5	280.7	Decrease / (increase) in inventories	5.9	14.9	5.4	(0.3)
Other current liabilities	1,646.7	1,695.4	874.3	956.3	Decrease / (increase) in receivables	41.0	(86.9)	118.7	(25.1)
<b>Total liabilities (d)</b>	<b>6,346.0</b>	<b>7,333.6</b>	<b>3,824.3</b>	<b>4,617.2</b>	(Decrease) / Increase in liabilities (except borrowings)	(56.7)	1.6	(77.8)	(12.5)
<b>TOTAL EQUITY AND LIABILITIES (c) + (d)</b>	<b>8,359.8</b>	<b>9,090.9</b>	<b>6,602.1</b>	<b>7,762.7</b>	Plus/ (Minus):				
					Payment of early retirement programs and voluntary leave scheme	(146.4)	(113.9)	(145.9)	(74.2)
					Payment of staff retirement indemnities and youth account, net of employees' contributions	(115.7)	(82.4)	(114.7)	(79.4)
					Interest and related expenses paid	(246.7)	(284.5)	(172.3)	(174.0)
					Income taxes paid	(116.5)	(188.5)	(24.5)	(20.4)
					<b>Net cash flows from operating activities (a)</b>	<b>1,166.9</b>	<b>1,208.2</b>	<b>126.4</b>	<b>264.8</b>
					<b>Cash flows from investing activities</b>				
					Acquisition of subsidiary net of cash acquired	-	(10.5)	-	-
					Purchase of financial assets	(719.5)	(435.4)	(677.4)	(435.0)
					Sale or maturity of financial assets	1,060.9	93.7	1,018.8	93.6
					Repayments of loans receivable	10.3	9.8	10.3	9.8
					Purchase of property, plant and equipment and intangible assets	(554.3)	(716.5)	(157.7)	(181.4)
					Restricted cash	(65.1)	-	-	-
					Proceeds from disposal of subsidiaries / investments	380.0	-	380.0	-
					Interest received	17.2	17.5	8.1	10.6
					Dividends received	20.9	10.4	58.9	11.6
					Return of capital invested in subsidiary	-	-	52.0	82.0
					<b>Net cash flows from / (used in) investing activities (b)</b>	<b>150.4</b>	<b>(1,031.0)</b>	<b>693.0</b>	<b>(408.8)</b>
					<b>Cash flows from financing activities</b>				
					Proceeds from loans granted and issued	466.3	1,743.6	439.9	1,743.6
					Repayment of loans	(1,298.9)	(2,142.1)	(1,022.6)	(1,579.7)
					Dividends paid to Company's owners	(0.4)	(52.9)	(0.4)	(52.9)
					Dividends paid to non-controlling interests	-	(43.7)	-	-
					<b>Net cash flows from / (used in) financing activities (c)</b>	<b>(833.0)</b>	<b>(495.1)</b>	<b>(583.1)</b>	<b>111.0</b>
					<b>Net increase / (decrease) in cash and cash equivalents (a) + (b) + (c)</b>	<b>484.3</b>	<b>(317.9)</b>	<b>236.3</b>	<b>(33.0)</b>
					<b>Cash and cash equivalents at the beginning of the year</b>	<b>683.4</b>	<b>1,004.3</b>	<b>156.0</b>	<b>189.0</b>
					Net foreign exchange differences	(6.1)	(3.0)	-	-
					<b>Cash and cash equivalents at the end of the year</b>	<b>1,161.6</b>	<b>683.4</b>	<b>392.3</b>	<b>156.0</b>

## ADDITIONAL DATA AND INFORMATION

- 1) The companies which are included in the annual 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 8 of the financial statements.
- 2) 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 23 of the financial statements.
- 3) On January 25, 2012, the sale of OTE's 20% entire stake in TELEKOM SRBIJA was completed. Further details are presented in Note 8 of the financial statements.
- 4) 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 December 31, 2012 for litigations and other risks, as well as for unaudited tax years are as follows: a) for the Group € 88.9 million and € 29.6 million respectively and b) for the Company € 83.8 million and € 18.0 million respectively. The most significant outstanding legal cases are presented in Note 32 of the financial statements.
- 5) Number of employees at the end of the year: Group 27,330 (31.12.2011: 28,474), Company 8,750 (31.12.2011: 10,569).
- 6) Other comprehensive income / (loss) after tax for the year 2012 which was recognized directly in equity for the Group, relates to foreign currency translation € (36.0) million, actuarial gains € 1.5 million (net of deferred taxes) and the net movement of available for sale investments € (212.2) million (net of deferred taxes). As for the Company, it relates to actuarial gains € 5.4 million (net of deferred taxes) and the net movement of available for sale financial assets € (211.5) million (net of deferred taxes).
- 7) 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 holds a 40.00% interest in OTE as of December 31, 2012.
- 8) 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 year 2012, amounted to € 121.6 million and € 272.4 million, respectively. Interest expense for the year 2012 amounted to € 88.3 million. The outstanding balance of receivables and payables from/to related parties as of December 31, 2012 derived from current transactions amounted to € 80.3 million and € 190.8 million, respectively. The outstanding balance of payables to related parties from the loans received amounted to € 1,565.1 million. Dividend income from related parties amounts to € 38.0 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 year 2012, amount to € 5.5 million. Based on OTE's share option plan, until December 31, 2012, 2,814,651 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 year 2012 amounted to € 22.7 million and € 24.7 million, respectively. The outstanding balance of receivables and payables, between related parties which are not eliminated, as of December 31, 2012 derived from operating transactions amounted to € 12.9 million and € 48.2 million, respectively.
- 9) Basic earnings per share were calculated based on the weighted average number of shares outstanding.
- 10) There have been reclassifications with no impact on the prior year equity or results of the Group and the Company. These reclassifications are presented in Note 34 of the financial statements.
- 11) The most significant events that have occurred after December 31, 2012 are presented in the Note 35 of the financial statements.

Athens, February 27, 2013

CHAIRMAN AND MANAGING DIRECTOR

MICHAEL TSAMAZ  
I.D. Number AB 516212

BOARD MEMBER AND GROUP  
CHIEF FINANCIAL OFFICER

BABIS MAZARAKIS  
I.D. Number AE 096808  
License Number 0021943

GROUP GENERAL DIRECTOR  
OF FINANCIAL OPERATIONS

GEORGE MAVRAKIS  
I.D. Number T 004893

CHIEF ACCOUNTING OFFICER

KONSTANTINOS VASILOPOULOS  
I.D. Number Π 529399  
License Number 032033