



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, 2013 TO SEPTEMBER 30, 2013
(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

Date of approval of financial statements from the Board of Directors: November 6, 2013

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	
	30.09.2013	31.12.2012	30.09.2013	31.12.2012		01.01-30.09.2013	01.01-30.09.2012	01.01-30.09.2013	01.01-30.09.2012
ASSETS					Cash flows from operating activities				
Property, plant and equipment	3,293.3	3,914.1	1,371.6	1,508.9	Profit before tax	490.2	621.1	51.3	263.8
Intangible assets	1,456.3	1,520.1	111.1	50.0	Adjustments for:				
Other non-current assets	591.4	550.5	3,939.7	4,124.3	Depreciation, amortization and impairment	588.4	599.3	221.0	223.4
Inventories	108.5	111.4	19.1	16.5	Share-based payment	1.2	1.5	0.3	0.5
Trade receivables	727.5	822.8	356.5	406.4	Cost of early retirement program	17.7	-	-	-
Other current assets	254.6	285.5	136.7	109.9	Provision for staff retirement indemnities	8.8	11.0	6.7	8.7
Cash and cash equivalents	1,707.2	1,161.6	190.9	392.3	Provision for youth account	2.2	3.1	2.2	3.1
TOTAL ASSETS	8,138.8	8,366.0	6,125.6	6,608.3	Write down of inventories	1.3	5.7	-	-
					Other provisions	(2.5)	-	(2.1)	-
EQUITY AND LIABILITIES					Provision for doubtful accounts	64.1	89.3	16.5	19.4
Share capital	1,171.5	1,171.5	1,171.5	1,171.5	Foreign exchange differences, net	(3.5)	(5.0)	-	0.3
Other equity items	934.9	427.3	1,664.4	1,581.3	Interest income	(7.1)	(10.9)	(3.2)	(6.7)
Equity attributable to owners of the parent (a)	2,106.4	1,598.8	2,835.9	2,752.8	Dividend income	(0.4)	(3.9)	(7.4)	(4.6)
Non-controlling interests (b)	393.8	390.0	-	-	(Gains) / Losses from investments and financial assets - Impairments	(215.2)	(224.9)	19.5	(224.9)
Total equity (c) = (a) + (b)	2,500.2	1,988.8	2,835.9	2,752.8	Interest expense	204.8	187.8	127.4	129.8
Long-term borrowings	2,566.1	2,635.2	1,031.4	1,602.0	Working capital adjustments:				
Provisions / Other non-current liabilities	645.5	679.7	569.2	583.7	Decrease / (increase) in inventories	(6.1)	2.6	(2.6)	0.3
Short-term borrowings	821.7	1,415.6	851.2	795.5	Decrease / (increase) in accounts receivable	(72.3)	(89.8)	9.6	(13.1)
Other current liabilities	1,605.3	1,646.7	837.9	874.3	(Decrease) / increase in liabilities (except borrowings)	(21.0)	(98.8)	(59.6)	(51.6)
Total liabilities (d)	5,638.6	6,377.2	3,289.7	3,855.5	Plus / (Minus):				
TOTAL EQUITY AND LIABILITIES (c) + (d)	8,138.8	8,366.0	6,125.6	6,608.3	Payment for early retirement programs and voluntary leave scheme	(24.2)	(18.3)	(6.5)	(18.0)
					Payment of staff retirement indemnities and youth account, net of employees' contributions	(20.8)	(35.3)	(20.0)	(35.3)
					Interest and related expenses paid	(242.1)	(231.4)	(145.0)	(162.5)
					Income taxes paid	(85.5)	(75.9)	(9.0)	(24.0)
					Net cash flows from operating activities of discontinued operations	55.7	104.9	-	-
					Net cash flows from / (used in) operating activities (a)	733.7	832.1	199.1	108.6
					Cash flows from investing activities				
					Purchase of financial assets	(226.4)	(720.1)	(75.0)	(677.4)
					Sale or maturity of financial assets	229.6	982.8	75.0	940.7
					Repayments of loans receivable	7.8	7.7	7.8	7.7
					Purchase of property, plant and equipment and intangible assets	(451.6)	(290.4)	(99.7)	(87.6)
					Decrease / (increase) in restricted cash	58.4	(37.0)	-	-
					Proceeds from disposal of subsidiaries / investments, net of cash disposed	729.7	380.0	202.8	380.0
					Interest received	6.7	12.5	3.0	6.4
					Dividends received	0.4	20.9	7.4	20.9
					Return of capital invested in subsidiaries / investments	1.0	-	1.0	52.0
					Net cash flows from investing activities of discontinued operations	(30.7)	(35.3)	-	-
					Net cash flows from / (used in) investing activities (b)	324.9	321.1	122.3	642.7
					Cash flows from financing activities				
					Proceeds from loans granted and issued	1,245.7	312.6	670.2	310.8
					Repayment of loans	(1,756.5)	(1,134.8)	(1,192.1)	(864.6)
					Dividends paid to Company's owners	(0.9)	(0.1)	(0.9)	(0.1)
					Net cash flows from financing activities of discontinued operations	(3.8)	-	-	-
					Net cash flows from / (used in) financing activities (c)	(515.5)	(822.3)	(522.8)	(553.9)
					Net increase / (decrease) in cash and cash equivalents (a) + (b) + (c)	543.1	330.9	(201.4)	197.4
					Cash and cash equivalents, at the beginning of the period	1,161.6	683.4	392.3	156.0
					Net foreign exchange differences	2.5	(10.5)	-	-
					Cash and cash equivalents, at the end of the period	1,707.2	1,003.8	190.9	353.4

DATA FROM STATEMENT OF COMPREHENSIVE INCOME (SEPARATE) Amounts in millions of Euro												
COMPANY	01.01-30.09.2013			01.01-30.09.2012			01.07-30.09.2013			01.07-30.09.2012		
	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL
Total revenue	1,165.1	1,287.1	388.1	423.8	1,165.1	1,287.1	388.1	423.8	1,165.1	1,287.1	388.1	423.8
Profit before taxes, investment and financial activities	187.6	157.7	60.6	46.8	187.6	157.7	60.6	46.8	187.6	157.7	60.6	46.8
Profit before tax	51.3	263.8	19.6	4.1	51.3	263.8	19.6	4.1	51.3	263.8	19.6	4.1
Profit after tax (A)	73.2	233.6	11.7	0.1	73.2	233.6	11.7	0.1	73.2	233.6	11.7	0.1
Other comprehensive income / (loss) after tax (B)	8.7	(258.2)	(0.3)	(13.0)	8.7	(258.2)	(0.3)	(13.0)	8.7	(258.2)	(0.3)	(13.0)
Total comprehensive income / (loss) after tax (A)+(B)	81.9	(24.6)	11.4	(12.9)	81.9	(24.6)	11.4	(12.9)	81.9	(24.6)	11.4	(12.9)
Profit before taxes, investment, financial activities and depreciation, amortization and impairment	408.6	381.1	138.5	119.4	408.6	381.1	138.5	119.4	408.6	381.1	138.5	119.4

DATA FROM STATEMENT OF COMPREHENSIVE INCOME (CONSOLIDATED) Amounts in millions of Euro												
GROUP	01.01-30.09.2013			01.01-30.09.2012			01.07-30.09.2013			01.07-30.09.2012		
	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL
Total revenue	3,008.6	200.1	3,208.7	3,285.7	262.4	3,548.1	1,039.9	37.0	1,076.9	1,096.3	82.5	1,178.8
Profit before taxes, investment and financial activities	468.8	38.0	506.8	564.2	29.5	593.7	168.3	7.6	175.9	198.1	9.4	207.5
Profit before tax	490.2	32.5	522.7	621.1	28.9	650.0	255.4	7.0	262.4	141.4	9.4	150.8
Profit after tax (A)	485.1	28.9	514.0	520.0	26.8	546.8	252.2	6.2	258.4	110.5	9.2	119.7
Attributable to:												
- Owners of the parent	476.5	28.9	505.4	497.9	26.8	524.7	252.6	6.2	258.8	101.3	9.2	110.5
- Non controlling interests	8.6	-	8.6	22.1	-	22.1	(0.4)	-	(0.4)	9.2	-	9.2
Other comprehensive income / (loss) after tax (B)	(3.9)	-	(3.9)	(332.1)	-	(332.1)	(0.8)	-	(0.8)	(46.3)	-	(46.3)
Total comprehensive income after tax (A)+(B)	481.2	28.9	510.1	187.9	26.8	214.7	251.4	6.2	257.6	64.2	9.2	73.4
Attributable to:												
- Owners of the parent	476.3	28.9	505.2	182.9	26.8	209.7	251.7	6.2	257.9	61.6	9.2	70.8
- Non controlling interests	4.9	-	4.9	5.0	-	5.0	(0.3)	-	(0.3)	2.6	-	2.6
Basic earnings per share (in €)	0.9722	0.0589	1.0311	1.0158	0.0547	1.0705	0.5154	0.0126	0.5280	0.2067	0.0187	0.2254
Profit before taxes, investment, financial activities and depreciation, amortization and impairment	1,057.2	68.2	1,125.4	1,163.5	106.6	1,270.1	368.8	7.6	376.4	397.7	34.3	432.0

1) 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.

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 8 of the financial statements.

3) On March 26, 2013, the sale of OTE's entire stake (99.05%) in HELLAS SAT was completed. On July 31, 2013, the sale of the Group's 100.00% stake in GLOBUL and in GERMANOS TELECOM BULGARIA A.D. was completed. Further details are presented in Note 4 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 at September 30, 2013 for litigations and other risks, as well as for unaudited tax years are as follows: a) for the Group € 88.3 million and € 29.7 million respectively and b) for the Company € 86.7 million and € 18.0 million respectively.

5) Number of employees at the end of the period Group 24,896 (30.09.2012: 29,019), Company 8,717 (30.09.2012: 10,436).

6) Other comprehensive income after tax for the nine month period of 2013 which was recognized directly in equity for the Group, relates to actuarial gains € 8.5 million (net of deferred taxes), foreign currency translation € (12.8) million and net movement of available for sale investments € 0.4 million (net of deferred taxes). As for the Company, it relates to actuarial gains € 8.5 million (net of deferred taxes) and net movement of available for sale investments € 0.2 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 September 30, 2013.

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 nine months period of 2013, amounted to € 67.8 million and € 174.9 million, respectively. Interest expense for the nine months period of 2013 amounted to € 91.1 million. The outstanding balance of receivables and payables from/to related parties as of September 30, 2013 derived from current transactions amounted to € 58.0 million and € 169.8 million, respectively. The outstanding balance of payables to related parties from the loans received amounted to € 1,503.2 million. Dividend income from related parties amounted to € 7.0 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 nine months period of 2013, amounted to € 4.9 million. Based on OTE's share option plan, until September 30, 2013, 2,386,586 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 nine months period of 2013 amounted to € 14.9 million and € 18.8 million, respectively. The outstanding balance of receivables and payables, between related parties which are not eliminated, as at September 30, 2013 derived from operating transactions amounted to € 14.6 million and € 58.2 million, respectively.

9) Basic earnings per share were calculated based on the weighted average number of shares outstanding.

10) Due to the amendment of IAS 19, certain adjustments have been made in the profit, equity and provision for staff retirement indemnities in prior periods. Furthermore, certain reclassifications have been made for better presentation, with no impact on the equity or the results of the Group and the Company. These adjustments and reclassifications are presented in Note 15 of the financial statements.

11) The most significant events that have occurred after September 30, 2013 are presented in Note 16 of the financial statements.

Athens, November 6, 2013

CHAIRMAN AND MANAGING DIRECTOR	BOARD MEMBER AND GROUP CHIEF FINANCIAL OFFICER	GROUP GENERAL MANAGER FINANCIAL OPERATIONS	CHIEF ACCOUNTING OFFICER
MICHAEL TSAMAZ I.D. Number AB 516212	BABIS MAZARAKIS I.D. Number AE 096808 License Number 0021943	GEORGE MAVRAKIS I.D. Number T 004893	KONSTANTINOS VASILOPOULOS I.D. Number Π 529399 License Number 032033