# 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 JUNE 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: August 7, 2013
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

| | GROUP | | COMPANY | |
|---|---|---|---|---|
| | 30.06.2013 | 31.12.2012 | 30.06.2013 | 31.12.2012 |
| **ASSETS** | | | | |
| Property, plant and equipment | 3,393.3 | 3,914.1 | 1,417.3 | 1,508.9 |
| Intangible assets | 1,400.2 | 1,520.1 | 48.4 | 50.0 |
| Other non - current assets | 570.5 | 550.5 | 3,939.6 | 4,124.3 |
| Inventories | 111.8 | 111.4 | 17.2 | 16.5 |
| Trade receivables | 749.7 | 822.8 | 388.3 | 406.4 |
| Other current assets | 374.2 | 285.5 | 140.8 | 109.9 |
| Cash and cash equivalents | 1,193.6 | 1,161.6 | 69.8 | 392.3 |
| Assets of disposal group classified as held for sale | 641.2 | - | - | - |
| **TOTAL ASSETS** | **8,434.5** | **8,366.0** | **6,021.4** | **6,608.3** |
| **EQUITY AND LIABILITIES** | | | | |
| Share capital | 1,171.5 | 1,171.5 | 1,171.5 | 1,171.5 |
| Other equity items | 675.4 | 427.3 | 1,652.6 | 1,581.3 |
| Equity attributable to owners of the parent (a) | 1,846.9 | 1,598.8 | 2,824.1 | 2,752.8 |
| Non-controlling interests (b ) | 394.1 | 390.0 | - | - |
| **Total equity (c) = (a) + (b)** | **2,241.0** | **1,988.8** | **2,824.1** | **2,752.8** |
| Long-term borrowings | 2,366.4 | 2,635.2 | 1,030.8 | 1,602.0 |
| Provisions / Other non - current liabilities | 652.1 | 679.7 | 572.2 | 583.7 |
| Short-term borrowings | 1,379.7 | 1,415.6 | 792.0 | 795.5 |
| Other current liabilities | 1,554.0 | 1,646.7 | 802.3 | 874.3 |
| Liabilities of disposal group classified as held for sale | 241.3 | - | - | - |
| **Total liabilities (d)** | **6,193.5** | **6,377.2** | **3,197.3** | **3,855.5** |
| **TOTAL EQUITY AND LIABILITIES (c) + (d)** | **8,434.5** | **8,366.0** | **6,021.4** | **6,608.3** |

## DATA FROM STATEMENT OF CHANGES IN EQUITY (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro

| | GROUP | | COMPANY | |
|---|---|---|---|---|
| | 30.06.2013 | 30.06.2012 | 30.06.2013 | 30.06.2012 |
| **Total equity at the beginning of the period** (01.01.2013 and 01.01.2012) | 1,988.8 | 1,736.8 | 2,752.8 | 3,125.0 |
| Total comprehensive income / (loss) after tax | 252.5 | 141.3 | 70.5 | (11.7) |
| Share-based payments | 0.8 | 1.7 | 0.8 | 1.7 |
| Net change due to disposal of subsidiary | (1.1) | - | - | - |
| **Total equity at the end of the period (30.06.2013 and 30.06.2012)** | **2,241.0** | **1,879.8** | **2,824.1** | **3,115.0** |

## DATA FROM STATEMENT OF COMPREHENSIVE INCOME (SEPARATE) Amounts in millions of Euro

| COMPANY | 01.01-30.06.2013 | 01.01-30.06.2012 | 01.04-30.06.2013 | 01.04-30.06.2012 |
|---|---|---|---|---|
| Total revenue | 777.0 | 863.3 | 387.9 | 422.1 |
| **Profit before taxes, investment and financial activities** | **127.0** | **110.9** | **57.9** | **43.8** |
| Profit before tax | 31.7 | 259.7 | 17.7 | 17.2 |
| **Profit after tax (A)** | **61.5** | **233.5** | **10.6** | **10.8** |
| **Other comprehensive income / (loss) after tax (B)** | **9.0** | **(245.2)** | **3.1** | **(19.2)** |
| **Total comprehensive income / (loss) after tax (A)+(B)** | **70.5** | **(11.7)** | **13.7** | **(8.4)** |
| **Profit before taxes, investment, financial activities and depreciation, amortization and impairment** | **270.1** | **261.7** | **132.8** | **120.1** |

## DATA FROM STATEMENT OF CASH FLOWS (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro

| | GROUP | | COMPANY | |
|---|---|---|---|---|
| | 01.01-30.06.2013 | 01.01-30.06.2012 | 01.01-30.06.2013 | 01.01-30.06.2012 |
| **Cash flows from operating activities** | | | | |
| Profit before tax | 234.8 | 479.7 | 31.7 | 259.7 |
| Adjustments for: | | | | |
| Depreciation, amortization and impairment | 387.9 | 399.7 | 143.1 | 150.8 |
| Share-based payment | 0.8 | 1.7 | 0.2 | 0.4 |
| Cost of early retirement program | 7.5 | - | - | - |
| Provision for staff retirement indemnities | 6.0 | 7.1 | 4.5 | 5.8 |
| Provision for youth account | 1.5 | 2.1 | 1.5 | 2.1 |
| Write down of inventories | 0.3 | 3.5 | - | - |
| Other provisions | (2.3) | - | (2.1) | - |
| Provision for doubtful accounts | 43.2 | 55.6 | 11.0 | 12.6 |
| Foreign exchange differences, net | (5.7) | 1.2 | (0.2) | - |
| Interest income | (4.9) | (7.8) | (2.1) | (5.0) |
| Dividend income | (0.3) | (3.9) | (7.3) | (3.9) |
| (Gains) / losses from investments and financial assets - Impairments | (60.9) | (224.9) | 19.6 | (224.9) |
| Interest expense | 137.5 | 121.8 | 85.3 | 85.0 |
| Working capital adjustments: | | | | |
| Decrease / (increase) in inventories | (8.4) | 0.5 | (0.7) | 1.3 |
| Decrease / (increase) in accounts receivable | (80.6) | (100.6) | (14.1) | (19.5) |
| (Decrease) / increase in liabilities (except borrowings) | 36.8 | (85.2) | (29.1) | (71.2) |
| Plus/ (Minus): | | | | |
| Payment for early retirement programs and voluntary leave scheme | (11.6) | (14.9) | (4.3) | (14.7) |
| Payment of staff retirement indemnities and youth account, net of employees' contributions | (13.6) | (24.8) | (13.3) | (24.8) |
| Interest and related expenses paid | (174.2) | (149.6) | (127.5) | (111.4) |
| Income taxes paid | (16.8) | (47.1) | (6.8) | (23.6) |
| Net cash flows from operating activities of discontinued operations | 48.9 | 61.9 | - | - |
| **Net cash flows from / (used in) operating activities (a)** | **525.9** | **476.0** | **89.4** | **18.7** |
| **Cash flows from investing activities** | | | | |
| Purchase of financial assets | (226.4) | (720.0) | (75.0) | (677.4) |
| Sale or maturity of financial assets | 151.4 | 724.7 | 75.0 | 682.6 |
| Repayments of loans receivable | 5.2 | 5.2 | 5.2 | 5.2 |
| Purchase of property, plant and equipment and intangible assets | (343.1) | (199.8) | (54.4) | (53.5) |
| Decrease in restricted cash | 21.5 | - | - | - |
| Proceeds from disposal of subsidiaries / investments, net of cash disposed | 159.0 | 380.0 | 208.4 | 380.0 |
| Interest received | 5.7 | 7.6 | 2.0 | 4.6 |
| Dividends received | 0.3 | 20.9 | 7.3 | 20.9 |
| Return of capital invested in subsidiaries / investments | 1.0 | - | 1.0 | - |
| Net cash flows from investing activities of discontinued operations | (25.9) | (19.2) | - | - |
| **Net cash flows from / (used in) investing activities (b)** | **(251.3)** | **199.4** | **169.5** | **362.4** |
| **Cash flows from financing activities** | | | | |
| Proceeds from loans granted and issued | 888.2 | 307.9 | 537.2 | 305.9 |
| Repayment of loans | (1,043.3) | (350.9) | (1,117.7) | (777.6) |
| Dividends paid to Company's owners | (0.9) | - | (0.9) | - |
| Net cash flows from financing activities of discontinued operations | (3.8) | - | - | - |
| **Net cash flows from / (used in) financing activities (c)** | **(159.8)** | **(43.0)** | **(581.4)** | **(471.7)** |
| **Net increase / (decrease) in cash and cash equivalents (a) + (b) + (c)** | **114.8** | **632.4** | **(322.5)** | **(90.6)** |
| **Cash and cash equivalents, at the beginning of the period** | **1,161.6** | **683.4** | **392.3** | **156.0** |
| Net foreign exchange differences | 1.9 | (5.6) | - | - |
| Cash and cash equivalents of disposal group classified as held for sale | (84.7) | - | - | - |
| **Cash and cash equivalents, at the end of the period** | **1,193.6** | **1,310.2** | **69.8** | **65.4** |

## DATA FROM STATEMENT OF COMPREHENSIVE INCOME (CONSOLIDATED) Amounts in millions of Euro

| GROUP | 01.01- 30.06.2013 | | | 01.01- 30.06.2012 | | | 01.04- 30.06.2013 | | | 01.04- 30.06.2012 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | CONTINUING OPERATIONS | DISCONTINUED OPERATIONS | TOTAL | CONTINUING OPERATIONS | DISCONTINUED OPERATIONS | TOTAL | CONTINUING OPERATIONS | DISCONTINUED OPERATIONS | TOTAL | CONTINUING OPERATIONS | DISCONTINUED OPERATIONS | TOTAL |
| Total revenue | 1,968.7 | 163.1 | 2,131.8 | 2,189.4 | 179.9 | 2,369.3 | 1,002.5 | 83.9 | 1,086.4 | 1,097.0 | 92.1 | 1,189.1 |
| **Profit before taxes, investment and financial activities** | **300.5** | **30.4** | **330.9** | **366.1** | 20.1 | **386.2** | **150.7** | 26.8 | **177.5** | **176.6** | 12.8 | **189.4** |
| Profit before tax | 234.8 | 25.5 | 260.3 | 479.7 | 19.5 | 499.2 | 87.7 | 24.4 | 112.1 | 128.7 | 12.8 | 141.5 |
| **Profit after tax (A)** | **232.9** | **22.7** | **255.6** | **409.5** | **17.6** | **427.1** | **61.0** | **21.9** | **82.9** | **100.5** | **11.5** | **112.0** |
| Attributable to: | | | | | | | | | | | | |
| - Owners of the parent | 223.9 | 22.7 | 246.6 | 396.6 | 17.6 | 414.2 | 57.2 | 21.9 | 79.1 | 94.6 | 11.5 | 106.1 |
| - Non controlling interests | 9.0 | - | 9.0 | 12.9 | - | 12.9 | 3.8 | - | 3.8 | 5.9 | - | 5.9 |
| **Other comprehensive income / (loss) after tax (B)** | **(3.1)** | **-** | **(3.1)** | **(285.8)** | **-** | **(285.8)** | **(14.9)** | **-** | **(14.9)** | **(37.3)** | **-** | **(37.3)** |
| **Total comprehensive income after tax (A)+(B)** | **229.8** | **22.7** | **252.5** | **123.7** | **17.6** | **141.3** | **46.1** | **21.9** | **68.0** | **63.2** | **11.5** | **74.7** |
| Attributable to: | | | | | | | | | | | | |
| - Owners of the parent | 224.6 | 22.7 | 247.3 | 121.3 | 17.6 | 138.9 | 47.1 | 21.9 | 69.0 | 62.8 | 11.5 | 74.3 |
| - Non controlling interests | 5.2 | - | 5.2 | 2.4 | - | 2.4 | (1.0) | - | (1.0) | 0.4 | - | 0.4 |
| **Basic earnings per share (in €)** | **0.4568** | **0.0463** | **0.5031** | **0.8091** | **0.0359** | **0.8450** | **0.1167** | **0.0447** | **0.1614** | **0.1930** | **0.0235** | **0.2165** |
| **Profit before taxes, investment, financial activities and depreciation, amortization and impairment** | **688.4** | **60.6** | **749.0** | **765.8** | **72.3** | **838.1** | **346.6** | **34.4** | **381.0** | **380.2** | **38.5** | **418.7** |

## ADDITIONAL DATA AND INFORMATION

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. Further details are presented in Note 4 of the financial statements. 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 June 30, 2013 for litigations and other risks, as well as for unaudited tax years are as follows: a) for the Group € 80.7 million and € 31.4 million respectively and b) for the Company € 79.3 million and € 18.0 million respectively.
5) Number of employees at the end of the period Group 27,282 (30.06.2012: 28,904), Company 8,728 (30.06.2012: 10,504).
6) Other comprehensive income after tax for the first six months of 2013 which was recognized directly in equity for the Group, relates to foreign currency translation € (12.2) million, the net movement of available for sale investments € 0.1 million (net of deferred taxes) and actuarial gains € 9.0 million (net of deferred taxes). As for the Company, it relates to actuarial gains € 9.0 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 June 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 first six months of 2013, amounted to € 45.7 million and € 113.4 million, respectively. Interest expense for the first six months of 2013 amounted to € 62.8 million. The outstanding balance of receivables and payables from/to related parties as at June 30, 2013 derived from current transactions amounted to € 57.4 million and € 169.0 million, respectively. The outstanding balance of payables to related parties from the loans received amounted to € 1,561.5 million. Dividend income from related parties amounts 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 first six months of 2013, amount to € 3.3 million. Based on OTE's share option plan, until June 30, 2013, 2,728,434 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 2013 amounted to € 8.7 million and € 12.8 million, respectively. The outstanding balance of receivables and payables, between related parties which are not eliminated, as at June 30, 2013 derived from operating transactions amounted to € 11.3 million and € 54.2 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 17 of the financial statements.
11) The most signicant events that have occurred after June 30, 2013 are presented in the Note 18 of the financial statements.

Athens, August 7, 2013

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