



HELLENIC TELECOMMUNICATIONS ORGANIZATION S.A.

AR.MAE 347/06/B86/10

REGISTERED OFFICE: 99 KIFISSIAS AVE - 15124 MAROUSSI, ATHENS

FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM JANUARY 1, 2013 TO DECEMBER 31, 2013

(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

Date of approval of financial statements from the Board of Directors: March 5, 2014
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 | 7. Raphael Kübler, Non - Executive Member |
| 2. Nikolaos Karavitis, Vice-Chairman, Independent, Non-Executive Member | 8. Stylianos Petsas, Non - Executive Member |
| 3. Babis Mazarakis, Executive Member | 9. Christos Kastoris, Independent, Non - Executive Member |
| 4. Klaus Müller, Non - Executive Member | 10. Theodoros Matalas, Independent, Non - Executive Member |
| 5. Panagiotis Tabouris, Independent, Non - Executive Member | 11. Leonidas Filippopoulos, Independent, Non - Executive Member |
| 6. Claudia Nemat, Non - Executive Member | |

DATA FROM STATEMENT OF FINANCIAL POSITION (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro

	GROUP		COMPANY	
	31.12.2013	31.12.2012	31.12.2013	31.12.2012
ASSETS				
Property, plant and equipment	3,278.9	3,914.1	1,356.4	1,508.9
Intangible assets	1,487.4	1,520.1	142.0	50.0
Other non current assets	582.9	550.5	3,920.8	4,124.3
Inventories	97.0	111.4	16.7	16.5
Trade receivables	720.4	822.8	349.1	406.4
Other current assets	249.5	285.5	115.7	109.9
Cash and cash equivalents	1,444.3	1,161.6	426.6	392.3
TOTAL ASSETS	7,860.4	8,366.0	6,327.3	6,808.3
EQUITY AND LIABILITIES				
Share capital	1,387.1	1,171.5	1,387.1	1,171.5
Other equity items	533.2	427.3	1,229.7	1,581.3
Equity attributable to shareholders of the parent (a)	1,920.3	1,598.8	2,616.8	2,752.8
Non-controlling interests (b)	375.4	390.0	-	-
Total equity (c) = (a) + (b)	2,295.7	1,988.8	2,616.8	2,752.8
Long-term borrowings	2,556.5	2,635.2	1,600.6	1,602.0
Provisions / Other non current liabilities	583.5	674.9	515.6	578.9
Short-term borrowings	399.9	1,415.6	533.8	795.5
Other current liabilities	2,024.8	1,651.5	1,060.5	879.1
Total liabilities (d)	5,564.7	6,377.2	3,710.5	3,855.5
TOTAL EQUITY AND LIABILITIES (c) + (d)	7,860.4	8,366.0	6,327.3	6,808.3

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

	GROUP		COMPANY	
	01.01-31.12.2013	01.01-31.12.2012	01.01-31.12.2013	01.01-31.12.2012
Cash flows from operating activities				
Profit / (loss) before tax	314.8	569.3	(169.7)	(153.3)
Adjustments for:				
Depreciation, amortization and impairment	842.5	818.4	322.5	308.1
Share-based payment	3.2	1.6	0.7	0.3
Costs related to early retirement programs	272.4	123.0	250.9	123.0
Provision for staff retirement indemnities	10.2	27.9	8.9	25.0
Provision for youth account	3.7	(6.2)	3.7	(6.2)
Write down of inventories	5.2	7.7	-	-
Provision for doubtful accounts	84.9	110.7	20.4	21.4
Other provisions	4.2	2.7	(2.1)	2.5
Foreign exchange differences, net	(2.3)	1.3	(0.4)	-
Interest income	(8.6)	(14.4)	(4.3)	(8.7)
Dividend income	(0.4)	(3.9)	(8.0)	(41.9)
(Gains) / losses and impairments of investments	(216.9)	(225.1)	17.9	100.5
Interest expense	249.0	247.3	159.4	166.8
Working capital adjustments:				
Decrease / (increase) in inventories	(0.5)	0.1	(1.9)	5.4
Decrease / (increase) in receivables	(7.3)	58.4	99.6	118.7
(Decrease) / increase in liabilities (except borrowings)	122.6	(80.3)	(19.9)	(77.8)
Plus/ (Minus):				
Payment of early retirement programs and voluntary leave scheme	(163.1)	(146.4)	(141.6)	(145.9)
Payment of staff retirement indemnities and youth account, net of employees' contributions	(106.7)	(115.7)	(105.5)	(114.7)
Interest and related expenses paid	(249.2)	(243.4)	(163.4)	(172.3)
Income taxes paid	(121.3)	(108.0)	(9.7)	(24.5)
Net cash flows from operating activities of discontinued operations	55.7	141.9	-	-
Net cash flows from operating activities (a)	1,091.9	1,166.9	257.5	126.4
Cash flows from investing activities				
Acquisition of non-controlling interest	(10.2)	-	-	-
Purchase of financial assets	(226.4)	(719.5)	(75.0)	(677.4)
Sale or maturity of financial assets	229.6	1,060.9	75.0	1,018.8
Repayment of loans receivable	10.7	10.3	10.7	10.3
Purchase of property, plant and equipment and intangible assets	(604.7)	(507.9)	(179.8)	(157.7)
Movement in restricted cash	58.8	(65.1)	-	-
Proceeds from disposal of subsidiaries / investments	717.0	380.0	202.8	380.0
Interest received	14.8	16.4	7.5	8.1
Dividends received	0.4	20.9	7.4	58.9
Return of capital invested in subsidiary	1.0	-	1.0	52.0
Net cash flows used in investing activities from discontinued operations	(30.7)	(45.6)	-	-
Net cash flows from investing activities (b)	160.3	150.4	49.6	693.0
Cash flows from financing activities				
Acquisition of treasury shares	(6.0)	-	(6.0)	-
Proceeds from loans granted and issued	1,245.7	313.3	1,412.2	439.9
Repayment of loans	(2,201.2)	(1,298.9)	(1,678.1)	(1,022.6)
Dividends paid to Company's owners	(0.9)	(0.4)	(0.9)	(0.4)
Net cash flows from / (used in) financing activities from discontinued operations	(3.8)	153.0	-	-
Net cash flows used in financing activities (c)	(966.2)	(833.0)	(272.8)	(583.1)
Net increase in cash and cash equivalents (a) + (b) + (c)	286.0	484.3	34.3	236.3
Cash and cash equivalents at the beginning of the year	1,161.6	683.4	392.3	156.0
Net foreign exchange differences	(3.3)	(6.1)	-	-
Cash and cash equivalents at the end of the year	1,444.3	1,161.6	426.6	392.3

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

	GROUP 01.01.2013 - 31.12.2013			GROUP 01.01.2012 - 31.12.2012			COMPANY	
	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL	CONTINUING OPERATIONS	DISCONTINUED OPERATIONS	TOTAL	01.01-31.12.2013	01.01-31.12.2012
	Total revenue	4,054.1	200.1	4,254.2	4,330.3	350.0	4,680.3	1,557.2
Profit / (loss) before taxes, investment and financial activities	335.4	38.0	373.4	574.5	35.1	609.6	(5.1)	63.4
Profit / (loss) before tax	314.8	32.5	347.3	569.3	34.4	603.7	(169.7)	(153.3)
Profit / (loss) after tax (A)	293.9	28.9	322.8	465.4	31.7	497.1	(138.0)	(167.7)
Attributable to:								
- Owners of the parent	287.8	28.9	316.7	440.2	31.7	471.9	(138.0)	(167.7)
- Non controlling interests	6.1	-	6.1	25.2	-	25.2	-	-
Other comprehensive income / (loss) after tax (B)	3.2	-	(246.7)	-	(246.7)	10.9	(206.1)	(206.1)
Total comprehensive income / (loss) after tax (A)+(B)	297.1	28.9	326.0	218.7	31.7	250.4	(127.1)	(373.8)
Attributable to:								
- Owners of the parent	295.2	28.9	324.1	202.5	31.7	234.2	(127.1)	(373.8)
- Non controlling interests	1.9	-	1.9	16.2	-	16.2	-	-
Basic earnings per share (in €)	0.5873	0.0589	0.6462	0.8981	0.0647	0.9628		
Proposed dividend per share (in €)							0.0000	0.0000
Profit before taxes, investment, financial activities and depreciation, amortization and impairment	1,177.9	67.1	1,245.0	1,392.9	135.4	1,528.3	317.4	371.5

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

	GROUP		COMPANY	
	31.12.2013	31.12.2012	31.12.2013	31.12.2012
Total equity at the beginning of the year (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	326.0	250.4	(127.1)	(373.8)
Share-based payments	2.3	1.6	2.3	1.6
Acquisition of own shares	(11.2)	-	(11.2)	-
Net change of participation in subsidiaries	(10.2)	-	-	-
Total equity at the end of the year (31.12.2013 and 31.12.2012)	2,295.7	1,988.8	2,616.8	2,752.8

ADDITIONAL DATA AND INFORMATION

- 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.
- 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.
- 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 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 at December 31, 2013 for litigations and other risks, as well as for unaudited tax years are as follows: a) for the Group € 126.9 million and € 34.8 million respectively and b) for the Company € 106.1 million and € 23.0 million respectively. The most significant outstanding legal cases are presented in Note 30 of the financial statements.
- Number of employees at the end of the period Group 22,667 (31.12.2012: 27,330), Company 6,878 (31.12.2012: 8,750).
- Other comprehensive income / (loss) after tax for the year 2013 which was recognized directly in equity for the Group, relates to actuarial gains € 15.1 million (net of deferred taxes), foreign currency translation € (12.4) million and the net movement of available for sale investments € 0.5 million (net of deferred taxes). As for the Company, it relates to actuarial gains € 10.5 million (net of deferred taxes) and the net movement of available for sale financial assets € 0.4 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 holds a 40.00% interest in OTE as of December 31, 2013.

- 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 2013, amounted to € 92.5 million and € 238.1 million, respectively. Interest expense for the year 2013 amounted to € 125.8 million. The outstanding balance of receivables and payables from/to related parties as of December 31, 2013 derived from current transactions amounted to € 63.7 million and € 181.5 million, respectively. The outstanding balance of payables to related parties from the loans received amounted to € 2,217.0 million. Dividend income from related parties amounts to € 8.0 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 2013, amount to € 6.2 million. Based on OTE's share option plan, until December 31, 2013, 1,485,956 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 2013 amounted to € 21.0 million and € 24.7 million, respectively. The outstanding balance of receivables and payables, between related parties which are not eliminated, as of December 31, 2013 derived from operating transactions amounted to € 14.5 million and € 57.2 million, respectively.
- Basic earnings per share were calculated based on the weighted average number of shares outstanding.
- 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 32 of the financial statements.
- The most significant events that have occurred after December 31, 2013 are presented in Note 33 of the financial statements.

Athens, March 5, 2014

CHAIRMAN AND MANAGING DIRECTOR

BOARD MEMBER AND OTE GROUP
CHIEF FINANCIAL OFFICER

OTE GROUP GENERAL MANAGER
FINANCIAL OPERATIONS

ACCOUNTING DIRECTOR

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
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