



HELLENIC TELECOMMUNICATIONS ORGANIZATION S.A.

Greek General Commercial Registry ("Γ.Ε.ΜΗ.") 001037501000

REGISTERED OFFICE: 99 KIFISSIAS AVE - 15124 MAROUSSI, ATHENS

FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM JANUARY 1, 2019 TO DECEMBER 31, 2019

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.cosmote.gr

Date of approval of financial statements from the Board of Directors: February 18, 2020

The Certified Auditor: Fotis Smirnis (RN ICA(GR): 52861)

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. Elco Blok, Vice-Chairman, Independent Non-Executive Member
3. Srinivasan Gopalan, Non - Executive Member
4. Robert Hauber, Non - Executive Member
5. Kyra Orth, Non - Executive Member
6. Michael Wilkens, Non - Executive Member
7. Vasilios Vassalos, Non - Executive Member
8. Dimitrios Georgoutsos, Non - Executive Member
9. Charalampos Mazarakis, Executive Member
10. Andreas Psathas, Independent Non - Executive Member

	DATA FROM STATEMENTS OF FINANCIAL POSITION (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro				STATEMENTS OF CASH FLOWS (CONSOLIDATED AND SEPARATE) Amounts in millions of Euro			
	GROUP		COMPANY		GROUP		COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018	01.01-31.12.2019	01.01-31.12.2018	01.01-31.12.2019	01.01-31.12.2018
ASSETS								
Property, plant and equipment	2,341.3	2,741.1	1,278.9	1,296.4				
Right-of-use assets	418.6	-	270.4	-				
Intangible assets	1,128.1	1,327.6	211.7	228.1				
Other non current assets	490.9	500.1	3,571.2	3,493.7				
Inventories	51.3	82.0	8.6	11.5				
Trade receivables	592.5	606.0	282.3	294.5				
Other current assets	275.0	289.9	187.8	219.1				
Cash and cash equivalents	1,058.3	1,084.7	560.6	292.9				
Assets of disposal group classified as held for sale	-	68.5	-	-				
TOTAL ASSETS	6,356.0	6,699.9	6,371.5	5,836.2				
EQUITY AND LIABILITIES								
Share capital	1,358.2	1,387.1	1,358.2	1,387.1				
Other equity items	693.8	946.1	1,796.4	1,501.8				
Equity attributable to shareholders of the parent (a)	2,052.0	2,333.2	3,154.6	2,888.9				
Non-controlling interests (b)	131.1	241.5	-	-				
Total equity (c) = (a) + (b)	2,183.1	2,574.7	3,154.6	2,888.9				
Long-term borrowings	996.4	1,280.6	892.5	1,270.4				
Lease liabilities (long-term)	334.5	-	227.9	-				
Provisions / Other non-current liabilities	423.6	470.1	416.8	452.6				
Short-term borrowings	716.4	548.0	743.8	278.6				
Lease liabilities (short-term)	62.9	-	42.3	-				
Other current liabilities	1,639.1	1,787.8	893.6	945.7				
Liabilities of disposal group classified as held for sale	-	38.7	-	-				
Total liabilities (d)	4,172.9	4,125.2	3,216.9	2,947.3				
TOTAL EQUITY AND LIABILITIES (c) + (d)	6,356.0	6,699.9	6,371.5	5,836.2				
					Cash flows from operating activities			
					Profit before tax	129.9	413.4	706.5
					Adjustments for:			
					Depreciation, amortization and impairment	1,207.6	755.7	365.5
					Costs related to voluntary leave schemes	65.6	51.0	49.9
					Provision for staff retirement indemnities	3.8	(30.2)	3.8
					Provision for youth account	5.1	2.3	5.1
					Foreign exchange differences, net	(14.3)	0.3	(1.1)
					Interest income	(4.5)	(2.4)	(5.3)
					Dividend income	-	-	(1,159.2)
					(Gains) / losses from investments and other financial assets - Impairment	(27.6)	(2.2)	725.4
					Interest and related expenses	96.6	86.1	75.8
					Working capital adjustments:			
					Decrease / (increase) in inventories	29.7	6.6	2.9
					Decrease / (increase) in receivables	22.6	85.9	(4.9)
					(Decrease) / increase in liabilities (except borrowings)	(36.3)	(42.4)	(8.1)
					Plus / (Minus):			
					Payment for voluntary leave schemes	(65.8)	(60.9)	(54.2)
					Payment of staff retirement indemnities and youth account, net of employees' contributions	(12.7)	(12.3)	(12.3)
					Interest and related expenses paid (except leases)	(73.9)	(88.0)	(61.1)
					Interest paid for leases	(22.1)	-	(15.6)
					Income tax paid	(145.6)	(178.4)	(100.9)
					Net cash flows from operating activities of discontinued operations	(5.3)	11.0	-
					Net cash flows from operating activities (a)	1,152.8	995.5	512.2
					Cash flows from investing activities			
					Return on capital invested in subsidiary	-	-	120.6
					Acquisition of subsidiaries	(0.7)	-	(800.0)
					Sale or maturity of financial assets	0.1	0.4	-
					Repayment of loans receivable	7.2	7.1	7.2
					Loans granted to subsidiary	-	-	(270.0)
					Repayment of loans granted to subsidiary	-	-	270.0
					Purchase of property, plant and equipment and intangible assets	(661.8)	(719.9)	(343.5)
					Proceeds from disposal of subsidiaries / investments	28.2	-	-
					Movement in restricted cash	0.5	1.2	-
					Interest received	2.5	2.5	4.6
					Dividends received	-	-	1,078.6
					Net cash flows from investing activities of discontinued operations	(6.6)	(12.6)	-
					Net cash flows from/ (used) in investing activities (b)	(630.6)	(721.3)	67.5
					Cash flows from financing activities			
					Acquisition of treasury shares	(110.3)	(94.2)	(110.3)
					Other payments for subsidiary's share capital increase	-	(0.9)	-
					Proceeds from loans granted and issued	712.2	570.3	700.0
					Repayment of loans	(826.9)	(784.1)	(610.7)
					Lease repayments	(78.8)	-	(42.0)
					Dividends paid to Company's owners	(249.0)	(171.1)	(249.0)
					Net cash from financing activities from discontinued operations	(1.3)	-	-
					Net cash flows used in financing activities (c)	(554.1)	(480.0)	(312.0)
					Net increase / (decrease) in cash and cash equivalents (a) + (b) + (c)	(31.9)	(205.8)	267.7
					Cash and cash equivalents, at the beginning of the year	1,084.7	1,297.7	292.9
					Net foreign exchange differences	(2.0)	0.3	-
					Cash and cash equivalents of disposal group classified as held for sale	7.5	(7.5)	-
					Cash and cash equivalents, at the end of the year	1,058.3	1,084.7	560.6

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 10 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) 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, 2019 for litigations and other risks, as well as for unaudited tax years or pending tax cases are as follows: a) for the Group € 146.7 million and € 27.7 million respectively and b) for the Company € 121.3 million and € 16.1 million respectively. The most significant outstanding legal cases are presented in Note 30 of the financial statements.
- 4) Number of employees at the end of the year: Group 17,697 (31.12.2018: 19,343), Company 7,870 (31.12.2018: 8,203).
- 5) Other comprehensive income / (loss) after tax for the year 2019 which was recognized directly in equity for the Group, relates to actuarial losses € (11.0) million (net of deferred taxes), foreign currency translation € (36.6) million and reclassification of foreign currency translation reserve related to disposed operations € (22.9) million. As for the Company, it relates to actuarial losses € (9.4) million (net of deferred taxes).
- 6) 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 45.96% interest in OTE as of December 31, 2019.

- 7) 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 2019, amounted to € 131.6 million and € 230.0 million, respectively. Other operating income for the year 2019 amounted to € 4.5 million. Finance income and expense for the year 2019 amounted to € 2.9 million and € 62.2 million respectively. Dividend income from related parties amounted to € 1,159.2 million. The outstanding balance of receivables and payables from / to related parties as of December 31, 2019 deriving from current transactions amounted to € 153.5 million and € 457.9 million, respectively. The outstanding balance of loans receivable from and payable to related parties amounted to € 14.9 million and € 1,654.2 million respectively. Fees to the members of the Board of Directors and the Company's key management personnel for the year 2019 amounted to € 9.9 million. At Group level, sales and purchases of goods and services between related parties which are not eliminated, for the year 2019 amounted to € 47.5 million and € 43.7 million, respectively. Other operating income, between related parties which is not eliminated, for the year 2019 amounted to € 0.1 million. The outstanding balance of receivables and payables, resulting from operating transactions between related parties which are not eliminated, as of December 31, 2019 amounted to € 20.5 million and € 166.5 million, respectively.
- 8) Basic earnings per share were calculated based on the weighted average number of shares outstanding.
- 9) The impact of adopting IFRS 16 on the Group's and Company's annual financial statements is presented in Note 4 of the financial statements.
- 10) Reclassifications have been made for better presentation with no impact on the equity or the results of operations of the Group and the Company. These reclassifications are presented in Note 32 of the financial statements.
- 11) Significant events after December 31, 2019 are disclosed in Note 34 of these financial statements.

Maroussi, February 18, 2020

CHAIRMAN AND MANAGING DIRECTOR

BOARD MEMBER AND OTE GROUP
CHIEF FINANCIAL OFFICER

EXECUTIVE DIRECTOR
FINANCIAL OPERATIONS OTE GROUP

ACCOUNTING DIRECTOR

MICHAEL TSAMAZ
I.D. Number AB 516212

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

GEORGE MAVRAKIS
I.D. Number AN 023801

ANASTASIOS KAPENIS
I.D. Number AK 618263
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