



Results for the Q4'08, Trading Update and operating performance

March 18th, '09

- Telecom Services (Forthnet) continue to post improving EBITDA margin in Q4 '08
- Strong financial results for the Pay-TV Services (NOVA)
- 35.8k new ULL customers in Q4 '08 with 92% choosing double play services
- 36% market share in Q4 '08 ULL activations
- 23.7k new Broadband subscribers in Q4 '08
- 23.6% increase in revenue in Telecommunication Services in 2008 (Forthnet)
- 208k active ULL subscribers in the end of December '08
- 363k Pay-TV subscribers in the end of December '08
- The consolidation of NOVA improves significantly the Group's financial performance
- The Group maintains high level of liquidity and focuses in the continuous improvement of its operating performance.

Telecom Services (Forthnet)

Forthnet continued its progress in unbundling with improving market share in the ULL market:

Forthnet ULL Customer Base	Q4 '08	Q3 '08	Q2 '08	Q1 '08	Q4 '07
New ULL net activations	35,804	26,085	38,590	30,810	33,820
Quarterly Market Share in New Adds	36%	33%	37%	32%	30%
Total ULL	207,688	171,884	145,800	107,210	76,400
Overall Market Share	32.1%	31.5%	31.3%	29.7%	27.9%

Forthnet is the leading unbundler in Greece with an overall market share of 32% by the end of 2008, and a market share of 36% in new LLU customers during the 4th quarter of 2008. The Forthnet double play services are the major growth driver constituting 76% of the total LLU active customers. The ARPU for the Q4 2008 was € 40.5 (VAT excl.).

Forthnet Broadband Customers	31/12/08	30/09/08	30/06/08	31/03/08	31/12/07
Forthnet Broadband subscribers ¹	274.150	250.480	230.710	216.776	200.346
Quarterly net additions	23.670	19.770	13.934	16.429	11.089
Forthnet active ULL subs	207.868	171.885	145.800	107.210	76.400

The number of Broadband customers at the end of December '08 stood at 274,150 customers, with 23,670 additions in Q4. ULL is the key growth driver for the Company, while demand for Broadband, 2play and other ULL services, is expected to remain strong.

¹ Active & pending activation wholesale ADSL and 2Play customers, plus active & pending activation Unbundled customers.

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To date, OTE has delivered 156 Exchanges corresponding to a footprint of c65% local loop coverage, whilst the Company is already offering its ULL services through 155 Exchanges.

Financial Results of Telecommunication services (Forthnet)

The shift of the focus from Wholesale services to LLU services and the continuing growth of LLU services led to the reversal of the Company's results, to positive EBITDA for Q3 and Q4 of 2008. The positive trend was further strengthened at the 4th quarter and EBITDA margin increased 4.67pp.

(in '000 euro)	Q4 '08	Q3 '08	Q2 '08	Q1 '08
Revenue	41,352	36,915	35,670	33,613
Adjusted EBITDA (non cash adjustments) ²	2,914	878	-1,670	-3,413
EBITDA Margin	7.05%	2.38%	-4.68%	-10.15%
Capital Expenditures	15,470	12,593	22,679	18,411

Capital expenditure for Q4 € '08 was €15.5m, down from €30.4m in Q4 '07.

Revenue Breakdown (in '000 euro)	2008	2007	% change
Direct Retail Services (μέσω ΑΠΤΒ)	65,199	11,501	467%
Indirect Retail Services	35,471	67,353	-47%
Business Services & Applications	46,881	40,563	16%
Total Revenues	147,551	119,417	23.6%

For 2008 Telecommunication services reported revenues of €147.6M a increase of 23.6% compared to 2007.

Pay-TV Services (NOVA)

NOVA's customer base continues to grow. By the end of December 2008 Pay-TV had 362,739 customers, an increase of 1.4% compared to 2007:

NOVA Subs	31/12/08	30/09/08	31/12/07
Cyprus	16,331	16,026	12,628
Greece (Analogue platform)	41,188	43,266	52,515
Greece (Digital platform)	305,220	300,287	292,422
Total NOVA	362,739	359,579	357,565

NOVA Q4 financials

NOVA's improving performance continued in the 4th quarter of '08.

(in '000 €)	Q4 '08	Q4 '07	Διαφορά
Revenue	53,464	52,667	1.5%
Reported EBITDA	10,746	11,909	-9.8%
Adjusted EBITDA (non-cash adjustments)	13,269	11,909	11.4%
EBITDA Margin	24.8%	22.61%	

² There are no adjustments for Q2, Q3 and Q4 '08

Recent Developments

The two companies are gradually moving to functional integration with the support functions being the first to merge. Already all Pay TV products and services are being sold in the 101 Forthnet Shops.

On Pay-TV content, there is good progress to improve the domestic football league offering. As a result NOVA has been named as the preferred bidder for the football rights for the seasons 2009-2011 for 14 out of 16 teams of the Greek Superleague.

Furthermore, at the beginning of March '09 NOVA announced the acquisition of the UEFA Champions League football rights for the seasons 2009-10 to 2011-12. It relates to exclusive rights of all the games with the exception of the first pick for Tuesday and Wednesday - 112 games per season, including the 16 playoff games.

Finally at the beginning of March '09, a new Pay TV offer under the name Start Pack was launched. At a monthly subscription price of €19.90 (inc. VAT) it aims to make the Pay TV product more affordable in Greece.

Consolidated Results Q4

The consolidation of Nova financials in Forthnet Group is improving considerably the Group performance, contributing healthy operating profitability and strong cash flow generation. The following table illustrates the performance of the 4th quarter of 2008 versus the proforma results of the corresponding period in 2007:

(in '000 €)	Q4 2007			Q4 2008		
	Forthnet	Nova	Proforma GROUP	Forthnet	Nova	GROUP
Revenue	33,395	52,667	86,062	41,352	53,464	94,817
Adjusted EBITDA	-1,277	11,909	10,632	2,914	13,269	16,183
EBITDA Margin	-3.8%	22.6%	12.4%	7.1%	24.8%	17.1%

12-month Consolidated Results

Key Results	(in '000 €)	12M'08*	12M'07
Turnover		218,193	119,417
Reported EBITDA		6,474	-20,086
Adjusted EBITDA (non-cash adjustments)		15,446	-17,253
Pre-tax Loss		-54,573	-40,443
Losses after tax and minority rights		-40,485	-32,533

* From 1/9/08 NOVA is consolidated in Forthnet Group

**Liquidity and Debt**

As of December 31st 2008, Forthnet Group had cash and cash equivalent of €79.5m, while there are further €35m of undrawn committed syndicated long term bank facilities. The total net bank debt for the group at the end of 2008 stood at €247.1m. It is worth noting that the total long term debt that is maturing over the next 12 months is €10.1m.

Forthnet/NOVA is the largest alternative broadband and pay TV operator in Greece. It provides data, Internet, fixed line telephony services to 500,000 customers and pay TV services to 350.000 customers in Greece and Cyprus.

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