



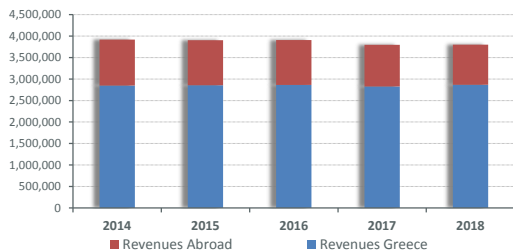
Website: <http://www.cosmote.gr>
 Bloomberg code: HTO:GA
 Reuters code: OTER.AT
 ISIN code: GRS260333000

COMPANY PROFILE

Consisting of the parent company OTE S.A. and its subsidiaries, the Group offers fixed-line (voice, broadband, data and leased lines) TV, ICT solutions and mobile telephony services in Greece and Romania. OTE Group is also involved in a range of activities in Greece, notably in real-estate and professional training.

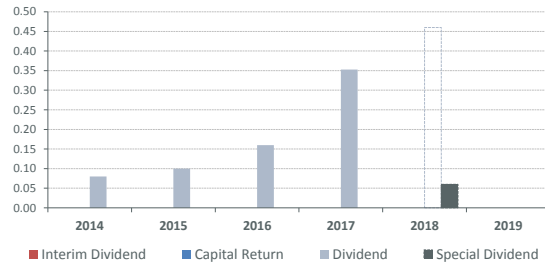
Deutsche Telekom owns 45.96% of the share capital of OTE S.A. Greek State owns directly 1.02% and indirectly 4.64% [through the Unified Social Insurance Fund (EFKA)] of the share capital of OTE S.A. OTE is listed on the Athens Exchange and the London Stock Exchange. Following OTE's delisting from the NYSE, OTE's ADSs (American Depositary Shares) trade in the OTC (Over the Counter) market under the ticker HLTOY through the Level I ADSs program.

REVENUE ANALYSIS (in € 000)



Revenues from abroad represented the 24.55% of the group's annual turnover in 2018.

DIVIDEND POLICY & CAPITAL RETURN (in €)



* The Annual General Meeting of Shareholders on June 12th 2019 decided dividend distribution for FY 2018, in the amount of €0.46 per share (ex-dividend date July 4th 2019). The company will distribute special dividend in the amount of €0.06 per share (Ex-dividend date: July 22nd 2019). The above mentioned amounts are before taxation (where applicable).

OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2018 - 30/04/2019)

Symbol:	HTO
Athex Market:	MAIN MARKET
Listing in Athex:	April 19, 1996
Sector Classification:	Telecommunications
Subsector Classification:	Fixed Line Telecommunications
Market Cap (Mil. €): (30 April 2019)	5,941,649
Shares Outstanding (number): (30 April 2019)	479,939,319
Average Spread (%):	0.16
Market Liquidity (%):	10.66%
Average Trading volume (no of shares):	6,853,851.0
Total Value of transactions (€):	155,694,138
Days to trade (1% of outstanding amount):	7.6
Free Float (30 April 2019):	50.00%
Turnover Velocity (F.F. Weighted):	41.97%
Historic Volatility	30 days 60 days 90 days
(annualised %)	15.99% 17.52% 21.63%

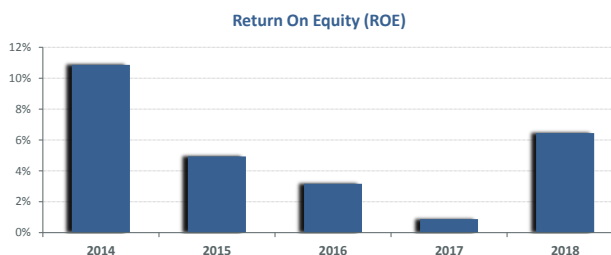
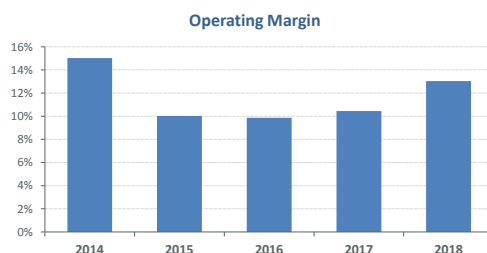
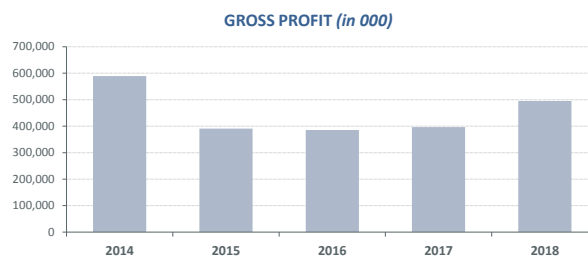
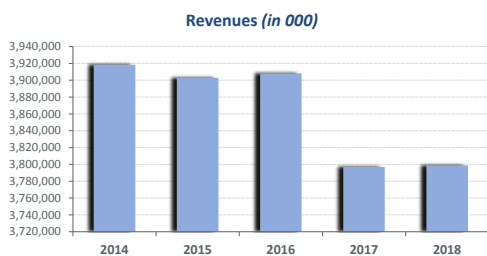
GROUP STRUCTURE

OTE S.A. - Parent	Location	% Holding
COSMOTE MOBILE TELECOMMUNICATIONS S.A. ("COSMOTE")	Greece	100%
OTE INTERNATIONAL INVESTMENTS LTD	Cyprus	100%
COSMO-ONE HELLAS MARKET SITE S.A. ("COSMO-ONE")	Greece	61.74%
OTE PLC	U.K	100%
OTESAT-MARITEL S.A. ("OTESAT-MARITEL")	Greece	94.08%
OTE PLUS TECHNICAL AND BUSINESS SOLUTIONS S.A.– SECURITY SERVICES ("OTE PLUS")	Greece	100%
OTE ESTATE S.A. ("OTE ESTATE")	Greece	100%
OTE INTERNATIONAL SOLUTIONS S.A. ("OTE GLOBE")	Greece	100%
OTE INSURANCE AGENCY S.A. ("OTE INSURANCE")	Greece	100%
OTE ACADEMY S.A. ("OTE ACADEMY")	Greece	100%
TELEKOM ROMANIA COMMUNICATIONS S.A. ("TELEKOM ROMANIA")	Romania	54.01%
NEXTGEN COMMUNICATIONS SRL ("NEXTGEN")	Romania	54.01%
TELEKOM ROMANIA MOBILE COMMUNICATIONS S.A. ("TELEKOM ROMANIA MOBILE")	Romania	86.20%
TELEKOM ALBANIA	Albania	99.76%
GERMANOS S.A. ("GERMANOS")	Greece	100%
COSMOTE E-VALUE	Greece	100%
MOBILBEEEP LTD	Greece	100%
COSMOTE TV PRODUCTIONS	Greece	100%
E-VALUE DEBTORS AWARENESS ONE PERSON LTD ("E-VALUE LTD")	Greece	100%
COSMOHOLDING INTERNATIONAL B.V.	Netherlands	100%
E-VALUE INTERNATIONAL S.A.	Romania	100%
OTE RURAL NORTH SPECIAL PURPOSE DEVELOPMENT AND MANAGEMENT OF BROADBAND INFRASTRUCTURE S.A. (Greece	100%
OTE RURAL SOUTH SPECIAL PURPOSE DEVELOPMENT AND MANAGEMENT OF BROADBAND INFRASTRUCTURE S.A. (Greece	100%
COSMOTE PAYMENTS - ELECTRONIC MONEY SERVICES S.A. ("COSMOTE PAYMENTS")	Greece	100%
COSMOTE GLOBAL SOLUTIONS S.A.	Belgium	100%

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (Consolidated)

(in 000)	2014	2015	2016	2017	2018
Revenues	3,918,400	3,902,900	3,908,100	3,796,900	3,798,700
Gross Profit	589,100	391,100	385,600	396,700	495,200
EBIT	589,100	391,100	385,600	396,700	495,200
EBITDA	1,385,500	1,220,500	1,267,000	1,236,600	1,250,900
Profit before tax	395,400	246,500	252,400	272,700	413,400
Profit after tax	271,500	128,700	84,000	22,800	165,900
Total Equity	2,498,400	2,609,200	2,651,700	2,589,400	2,574,700
E.P.S.	0.550	0.31	0.29	0.14	0.36
ROE	10.87%	4.93%	3.17%	0.88%	6.44%



MAJOR SHAREHOLDERS (>5%)

Name	%
DEUTSCHE TELEKOM AG	45.00%
HELLENIC PUBLIC SECTOR	5.00%
Total	50.00%

BOARD OF DIRECTORS

Name	Qualification
TSAMAZ MICHAEL	PRESIDENT/CEO/EXECUTIVE MEMBER
SKEVOFYLAX PANAGIOTIS	NON EXECUTIVE MEMBER
BLOK EELCO	VICE PRESIDENT/NON EXECUTIVE MEMBER
MAZARAKIS CHARALAMBOS	EXECUTIVE MEMBER
GOPALAN SRINIVASAN	NON EXECUTIVE MEMBER
HAUBER ROBERT	NON EXECUTIVE MEMBER
WILKENS MICHAEL	NON EXECUTIVE MEMBER
ORTH KYRA	NON EXECUTIVE MEMBER
PSATHAS ANDREAS	INDEPENDENT NON EXECUTIVE MEMBER
KOUFORIZOU VASILIKI	NON EXECUTIVE MEMBER

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