

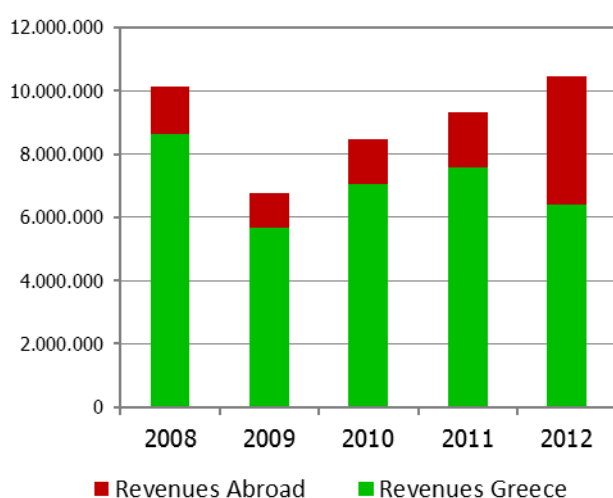


W e b s i t e t p : / / w
B l o o m b e r g c o d e
R e u t e r s c o d e : E
I S I N c o d e : G R S 2

COMPANY PROFILE

The company is activating in Oil refinery and distributor of petroleum and petrochemical products. Also oil exploration and other hydrocarbons-related activities.

REVENUES ANALYSIS (in € 000)

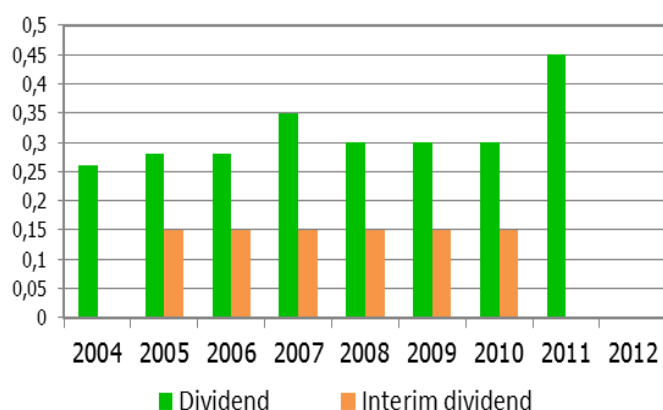


| OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2012 - 28/03/2013) | | | |
|---|-------------|---------|---------|
| Symbol: | ELPE | | |
| Athex Market: | MAIN MARKET | | |
| Market Cap (Mil. €): (28 March 2013) | 2.289,2 | | |
| Shares Outstanding (number): (28 March 2013) | 305.635.185 | | |
| Average Spread (%): | 0,48% | | |
| Market Liquidity (%): | 1,754% | | |
| Average Trading volume (no of shares): | 93.056 | | |
| Total Value of transactions (€): | 153.488.691 | | |
| Days to trade (1% of outstanding amount): | 31,6 | | |
| Free Float (28 March 2013): | 23,54% | | |
| Turnover Velocity (F.F. Weighted): | 38,2% | | |
| Historic Volatility | 30 days | 60 days | 90 days |
| (annualised %) | 38,75% | 37,31% | 35,69% |

GROUP STRUCTURE

| | |
|---|--------|
| EKO SA | 100% |
| DIAXON SA | 100% |
| ASPROFOS SA | 100% |
| HELLENIC PETROLEUM INTERNATIONAL AG | 100% |
| HELLENIC PETROLEUM -POSEIDON MARITIME | 100% |
| HELLENIC PETROLEUM - APOLLO MARITIME | 100% |
| GLOBAL PETROLEUM ALBANIA SA | 99.9% |
| | 57% |
| EL.PE.T BALKAN SA | 63% |
| PETROLA SA | 100% |
| HELLENIC PETROLEUM - RENEWABLE ENERGY SOURCES SA | 100% |
| HELLENIC PETROLEUM FINANCE plc | 100% |
| EKOTA KO SA | 49% |
| EKO CALYPSO LTD | 100% |
| EKO DIMITRA MARITIME COMPANY | 100% |
| EKO ARTEMIS MARITIME COMPANY | 100% |
| EKO ATHENA MARITIME COMPANY | 100% |
| EKO IRA MARITIME COMPANY | 100% |
| EKO APHRODITE MARITIME COMPANY | 100% |
| HELLENIC PETROLEUM CYPRUS LTD | 100% |
| RAM OIL LTD | 100% |
| JUGOPETROL AD KOTOR | 54.3% |
| | 5 |
| HELLENIC PETROLEUM BULGARIA (Holdings) LTD | 100% |
| HELLENIC PETROLEUM SERBIA (Holdings) LTD | 100% |
| EL.PE. INTERNATIONAL CONSULTING SA | 100% |
| HELLENIC FUELS SA (former BP Hellas) | 100% |
| EKO BULGARIA EAD | 100% |
| HELLENIC PETROLEUM BULGARIA PROPERTIES EAD SA | 100% |
| EKO-SERBIA AD-BEOGRAD | 100% |
| OKTA AD SKOPJE VARDAX SA | 81.5% |
| | 1 |
| | 80 |
| DEPA SA | 35% |
| ARTENIOUS Hellas SA | 35% |
| ATHENS AIRPORT FUEL PIPELINE COMPANY SA(AAFPC SA) | 50% |
| THRACE SA | 25% |
| TRANS BALKAN PIPELINE BV | 23.5% |
| ELPEDISON BV | 5% |
| | 45% |
| ELPEDISON TRADING SA | 100% |
| ELPEDISON POWER SA | 78% |
| SAFCO | 25% |
| BIODIESEL SA | 25% |
| STPC LLC (ELPE Calfrac) | 25% |
| Petroceltic, Kuwait Energy Company & ELPE | 30% |
| EDAP-T.P.TH | 6.67% |
| NAPC (UNDER LIQUIDATION) | 16.67% |
| MONTENEGRO MEDUSA | 49% |
| | 11% |

DIVIDEND POLICY - DPS (in €)



CURRENT PROJECTS

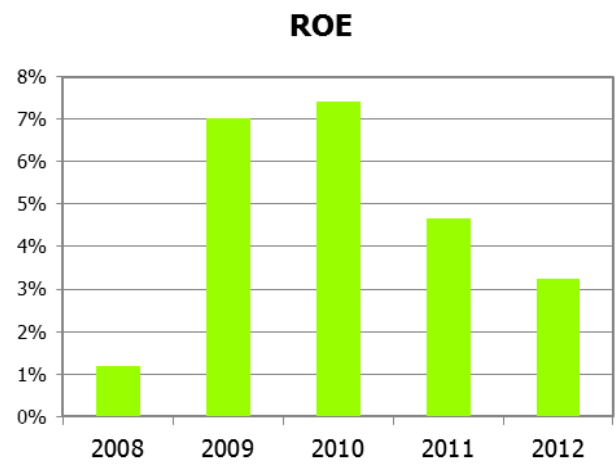
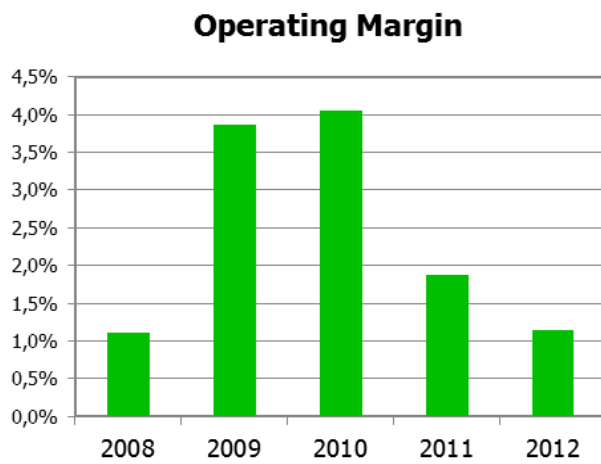
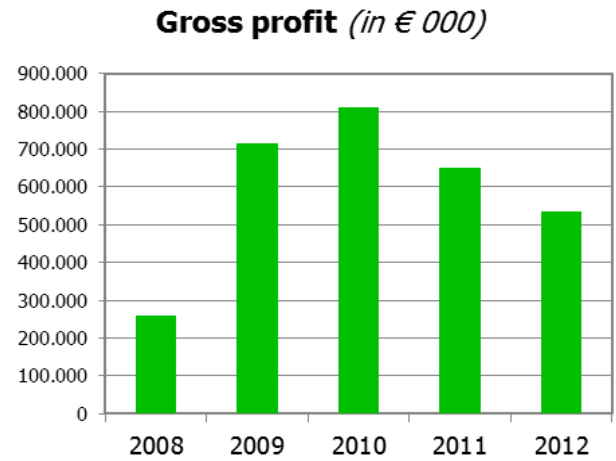
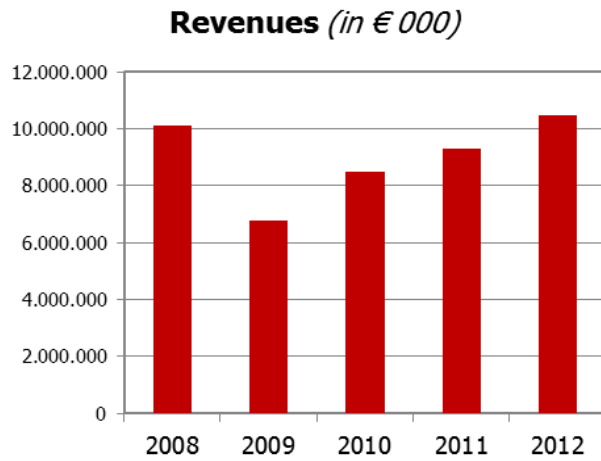
HELLENIC PETROLEUM has recently completed a 5-year investment plan in excess of €3bn, including the Elefsina refinery upgrade project, which at €1.4bn is the largest private manufacturing investment in Greece and one of the biggest refining projects in Europe. The refinery started commercial operations in 2012. Following the completion of its investment plan the Group does not envisage any major investment over the next 2-3 years, with reduction of debt levels set as main strategic priority.

RECENT DEALS

In June 2011 and November 2012 the Group has exited the Georgian and Albanian markets respectively, where it had a small presence in the fuels marketing business, reallocating its resources in markets that presented a competitive advantage and better fit with the Group strategy for downstream integration with refining.

COMPANY'S PERFORMANCE

| FINANCIAL OVERVIEW (consolidated) | | | | |
|--|-------------|-------------|-------------|-------------|
| (in € 000) | 2009 | 2010 | 2011 | 2012 |
| Sales | 6.756.666 | 8.476.805 | 9.307.582 | 10.468.870 |
| Gross profit | 713.830 | 810.079 | 650.093 | 535.161 |
| EBIT | 261.227 | 343.913 | 175.009 | 119.703 |
| EBITDA | 385.906 | 496.848 | 330.889 | 294.674 |
| Earnings before tax | 242.414 | 298.713 | 163.429 | 114.498 |
| Earnings after tax | 176.262 | 187.419 | 117.666 | 81.226 |
| E.P.S. | 0,57 | 0,59 | 0,37 | 0,28 |
| Total Equity | 2.508.540 | 2.531.618 | 2.529.990 | 2.495.016 |
| ROE | 7,03% | 7,40% | 4,65% | 3,26% |



| MAJOR SHAREHOLDERS (>5%) | |
|---|---|
| Name | % |
| TAMEIO ΑΞΙΟΠΟΙΗΣΗΣ ΙΔΙΩΤΙΚΗΣ ΠΕΡΙΟΥΣΙΑΣ ΔΗΜΟΣΙΟΥ Α.Ε. | 35,48% |
| POIH INVESTMENT LIMITED | 40,98% |
| PANEUROPEAN OIL & INDUSTRIAL HOLDINGS S.A. | To ποσοστό της εταιρίας περιλαμβάνεται στην εταιρία POIH INVESTMENT LIMITED |
| POIH HOLDINGS Ltd | To ποσοστό της εταιρίας περιλαμβάνεται στην εταιρία POIH INVESTMENT LIMITED |
| Total | 76,46% |
| BOARD OF DIRECTORS | |
| Name | Qualification |
| KOMNINOS CHRISTOS ALEXIS | PRESIDENT/EXECUTIVE MEMBER |
| AMALLOS DIMOKRITOS | NON EXECUTIVE MEMBER |
| ATHANASOPOULOS ALEXIOS | NON EXECUTIVE MEMBER |
| KALLIMOPOULOS GEORGIOS | NON EXECUTIVE MEMBER |
| KATSIOTIS ALEXANDROS | NON EXECUTIVE MEMBER |
| LACHANAS GERASIMOS | NON EXECUTIVE MEMBER |
| LALAS DIMITRIOS | NON EXECUTIVE MEMBER |
| OFTHALMIDIS PANAGIOTIS | NON EXECUTIVE MEMBER |
| PANTALAKIS THEODOROS | NON EXECUTIVE MEMBER |
| PANTELIAS SPYRIDON | NON EXECUTIVE MEMBER |
| COSTOPOULOS JOHN | CEO/EXECUTIVE MEMBER |
| STERGIOPOULOS IOANNIS | MEMBER |
| VARDAS THEODOROS-ACHILLEAS | MEMBER |

MANAGEMENT TEAM PROFILE

Mr Christos-Alexis Komninos: Chairman, executive member of the BoD

Studies: Holds a Master of Science in Chemical Engineering from the Technical University of Istanbul (I.T.U.)

Previous positions – engagements:

In 1972 he joined 'Hellenic Bottling Company' and until 1987 he held various positions in the Company. From 1987 to 1990 he was appointed as the Managing Director of 'The Coca-Cola Bottlers Ireland' (a subsidiary of Hellenic Bottling). In 1990 he returned to Greece and in 1995 he became the Chief Executive of Hellenic Bottling, position held until 2000. From 2000 to 2004 he was appointed Chairman and CEO of 'Papastratos Cigarette Manufacturing Industry'.

After the acquisition of the 'Papastratos Industry' by 'Philip Morris S.A.' he joined voluntarily the 'Athens 2004 -Olympic Games Organizing Committee' as the Head of Opening and Closing Ceremonies. From 2005 to February 2010 he held the position of the Executive Vice President of SHELMAN S.A. and ELMAR S.A. He speaks English, French, Italian and Turkish.

Current positions – engagements:

Since December 2011, he is the Chairman of the Board of Directors of HELLENIC PETROLEUM SA and General Secretary of S.E.V (Hellenic Federation of Enterprises), member of the BoD of HALCOR S.A. (Viohalco Group), member of the BoD of Finansbank (Turkey), and member of the BoD of Anadolu Efes (Turkey).

Mr. Christos-Alexis Komninos is fluent in english, french, italian and turkish languages.

Mr Dimokritos Amallos: Non-executive member of the BoD

Studies: Holds a Bachelor's Degree in Economics from the University of Athens and a Master of Philosophy from the University of Cambridge.

Previous positions – engagements:

Member of the management of many information technology companies, such as Singular SA (Software – CFO, deputy general manager, member of the BoD, shareholder), Oneworld SA (Internet & communications – member of the BoD), Decision SA (IT services – member of the BoD), Euroskills SA (Business training – member of the BoD), Sanyocom (Mobile telephony – member of the BoD). He has also participated in the administration of many companies such as: AMTE SA (Construction – member of the BoD), Panathinaikos FC (member of the BoD), Technimon (family owned construction) and for six years was a deputy member of the Hellenic Competition Committee as a representative of the Hellenic Federation of Enterprises.

Current positions – engagements:

He founded the financial services company "D. Amallos and Co Ltd" (AMBA Ltd.) in 2007. He is also a member of the BoD of Qualco SA (IT services)/

Mr Alexios Athanasopoulos: Non-executive member – employee representative.

Holds a degree in Oil Technology Engineering from the Technological Educational Institute of Kavala and a degree in Chemical Engineering from the National Technical University of Athens. He has been working for the Company since 1994. He was a member of the BoD of the Union (PSEEP). Since March 2008, he is the elected representative at the General Confederation of Greek Workers (GSEE). In March 2008 he was elected as employee representative in the Company's BoD.

Mr Georgios Kallimopoulos: non-executive member of the BoD

Studies: He holds a Law Degree from the University of Athens Law School and a Doctorate (Dr. Jur.) from the University of Tübingen, Germany.

Previous positions – engagements:

Honorary President of the Civil Law Attorneys' Association, President of the Greek Union of Banking & Capital Market Law, Chairman of the Organising Committee for the 2nd European Jurists Forum (2003), Legal Adviser of the National Investment Bank for Industrial Development (1970-1978), Legal Counsel of the Bank of Greece (1978-1986), Legal Advisor of the Prime Minister, X. Zolotas, (1989-1990), Member of the National Legislative Committee (1990-1993), Member of the Legal Counsel of the Bank of Greece (1986-2006).

Current positions – engagements:

Attorney at Law at the Athens Bar since 1958, Professor at the Athens Law School, President of the Legal Counsel of the Hellenic Bank Association (2007-today).

Mr Alexandros Katsiotis: Non-executive member of the BoD

Studies: Degree from the Economics Department of the Macedonia School of Industrial Studies and a Marketing Degree from the private ICBS University in Thessaloniki.

Previous positions – engagements:

Began his professional career in 1979 in Elgeka SA, where he was appointed CEO in 1998.

Current positions – engagements:

Besides his position in HELLENIC PETROLEUM SA, he is currently Chairman and CEO of Elgeka SA, Diakinisis and Biotros; CEO of BHTA PI, Sambrook Pharmaceutical SA and Medi helm; and Vice-Chairman of Elgeka Ferfellis Romania. He is also a member of the BoD at Ethniki Insurance and Nutriart.

Mr Gerasimos Lachanas: Non-executive member of the BoD

Studies: Degree in architecture from the Politecnico Di Milano in Milan.

Previous positions – engagements:

Established an architectural firm in 1990, having since issued studies in many fields of architectural projects in Greece and abroad. Architect and technical advisor in the Journalists' Social Security and Healthcare Organization (EDOEP) and the Journalists' Union of Athens Daily Newspapers (ESIEA). From 1995 to 2000 he was Chairman of the BoD at General Tourist Enterprises SA.

Current positions – engagements:

He is a member of the Technical Chamber of Greece and of the Greek Architects Association.

Mr Dimitrios Lalas: Non-executive member of the BoD

Studies: Degree from Hamilton College (BSc. [Hons] Physics, 1962) Aeronautical Engineering (M.Aero.Eng.1965) and Aerospace Engineering (PhD, 1968) at Cornell University.

Previous positions – engagements:

Professor at the Meteorology Department of the University of Athens. Also, Professor at Wayne State University, Michigan and the University of Colorado/CIRES. Has served as President of the National Centre of Renewable Resources, Chairman of the BoD of Public Petroleum Corporation and Director and Chairman of the BoD of the National Observatory of Athens.

He was Scientific Project Manager for over 40 research programs in the USA and Europe, and worked as Advisor to the Ministries of Development; Environment Energy & Climate Change; Environment, Physical Planning & Public Works; Finance; in the RESEARCH, TREN and REGIONAL POLICY General Directorates of the European Commission; in the Conphoebus Research Energy Centre, Italy; at NASA 's Goddard Space Centre; at the US National Centre for Atmospheric Research; and at the Ford and General Motors research centres. Has participated as National Representative in the international negotiations for Climate Change (1993-2007), Vice President in the National Committee for combating Desertification (1997-2004), member of the Advisory Group for Global Change, Climate & Biodiversity of the 12th General Directorate for the Research of the European Commission (1998-2002), President of the Hellenic Wind Energy Association (HWEA) (1991-1999), National representative in the Monitoring Committee of Energy Programme JOULE of the General Directorate for the Research as well as THERMIE of the General Directorate for Energy of the European Commission (1995-1999).

Current positions – engagements:

Advisor at consulting firm FACE3TS SA that specialises in the areas of energy and the environment, with emphasis on green development, National Representative in international negotiations for Climate Change, Coordinator of the National Committee for reaching the 20-20-20 goals of the European Union, member of the National Committee of Energy Planning, member of the BoD of ETVA VI.PE, member of the BoD of Hellenic Wind Energy Association, Vice President of the Hellenic Society for the Protection of the Environment and the Cultural Heritage, as well as a member of the Scientific Counsel of the Institute of Local Administration of KEDKE.

Ioannis Sergopoulos:Non-executive member of the BoD

Previous positions – engagements:

A member of the Lawyers' Association since 1977, he is lawyer to the Supreme Court of Appeal. From 1982 to 1989, he was a member of the BoD of AGET-Heracles, serving also as legal advisor of the company. From 1995 to 1996, he was a member of the BoD of E.R.T and from 1996 to 2005 he was appointed Vice President and Deputy CEO of the National Theater.

Current positions – engagements:

Currently, he held the position of the Chairman of Publishing Company "Artos Zois" and member of the BoD of O.A.S.A.

Mr Panagiotis Ofthalmidis: non-executive member – employee representative.

Holds a degree in Electrical Engineering from the Technological Educational Institute of Kavala. He has been working for HELLENIC PETROLEUM SA since 1989, in the department of Electrical Maintenance of Refinery and Chemical Plants of Industrial Installations in Thessaloniki. He has been President of the Pan-Hellenic Labour Union of the Company. In March 2008 he was elected as employee representative in the Company's BoD.

Mr Theodoros Pantalakis: non-executive member – minority shareholders representative

Studies: Holds a degree in Business Administration from the Piraeus Graduate School of Industrial Studies
Previous positions – engagements: From 1980 to 1991 he worked at the National Bank of Investments & Industrial Development (ETEBA). Additionally, from 1983 to 1985 he was associate of the Deputy Minister of National Economy, Kostis Vaitsou, and from 1985 to 1988 was the Office Director of the Deputy Minister of National Economy, Theodoros Karantzas. From 1991 to 1996 he was Assistant General Manager in the Interamerican group. From March 1996 to April 2004 he held the position of Deputy Governor of the National Bank of Greece, while at the same time he served as Chairman, Vice-Chairman or member of the BoD in several of the bank's subsidiaries. He was also Vice-Chairman of the Athens Stock Exchange, President of the Central Depository, and President of the Executive Committee of the Hellenic Bank Association et.al. On May 2004 he was appointed Vice-Chairman of the BoD of Piraeus Bank and from January 2009 to December 2009 he was the Vice-Chairman and Deputy-CEO of the Piraeus Bank Group. He was also Chairman of the BoD of Piraeus AEEAP (now Trastor AEEAP) and the Chairman of Europaiki Pisti AEGA insurance company. He served as Chairman of the BoD of ATE Bank between 2009 and 2012.

Current positions – engagements:

He is a member of the BoD of Attiki Odos and serves in the Board of a number of other companies.

Mr Spyridon Pantelias: Non-executive member – minority shareholders representative

Studies: Holds a PhD and Master's Degree in Economics from the University of Washington, St. Louis, as well as a Degree in Economics from the University of Athens.

Previous positions – engagements:

A banker with significant experience in the financial services sector. He was General Manager of the Bank of Cyprus group – Head of investment banking, asset management and brokerage. From 2005 to 2007 he held the position of Deputy General Manager at Emporiki Bank, from 2002 to 2004 General Manager of EFG

Telesis Finance and in 2000 to 2002 Deputy General Manager at Geniki Bank. He has also worked in the National Bank of Greece, the Hellenic Bank Association and the Reuters News Agency.

Current positions – engagements:

Executive Vice Chairman of the BoD of TT Hellenic Post Bank.

Mr Ioannis Costopoulos: Chief Executive Officer, executive member of the BoD

Studies: Holds a BSc degree in Economics from the University of Southampton, UK and an MBA from the University of Chicago, USA Previous positions – engagements: From 1979 to 1982 he worked with Procter & Gamble in Geneva, Switzerland. From 1982 to 1986 he held VP and Director's positions in Corporate and Investment Banking at the Chase Manhattan Bank in New York and London. From 1986 to 1991 he was a Principal at Booz Allen & Hamilton based in London, working on strategy development and organisational change projects. Returning to Greece in 1991, he assumed a number of senior management positions: CEO of Metaxa SA (1991-1997), CEO of Johnson & Johnson Hellas SA and Regional Director of Johnson & Johnson Central and Eastern Europe (1998 – 2000). From 2001 to 2003 he was Vice-Chairman and CEO of Petrola Hellas SA, an ATHEX-listed oil refining and trading company. Since 2003, following the merger of Petrola Hellas SA with HELLENIC PETROLEUM SA, he joined the Company's Board of Directors. In June 2006 he became an Executive Board Member.

Current positions – engagements:

He was appointed CEO of HELLENIC PETROLEUM SA in December 2007. He is a member of the BoD of the Hellenic Federation of Enterprises (SEV), of the Foundation for Economic & Industrial Research, of the Hellenic-American Chamber of Commerce, as well as of Fourlis Holdings SA.

Mr Theodoros-Achilleas Vardas: Executive member of the BoD

Studies: PhD from the Systems Engineering Department of the Chemical Engineering School at the Swiss Federal Institute of Technology in Zurich, Switzerland and a Degree in Chemical Engineering from the same institute.

Previous positions – engagements:

Began his professional career in 1979 at the Latsis Group, where he worked in key positions and in 1981 as General Manager of Petroleum Products Trading. From 1988 to 2003 he was the Deputy CEO and member of the BoD of Petrola Hellas SA and from 1999 to 2003 a member of the BoD of Papastratos SA.

Current positions – engagements:

Member of the BoD and Management Consultant of HELLENIC PETROLEUM SA since October 2003, member of the BoD of DEPA SA since May 2004, executive member of the BoD of HELLENIC PETROLEUM SA since December 2007.

The information contained in this report is supplied by ATHEX and by the listed companies. While all reasonable efforts have been taken to ensure the accuracy of the information contained in the report, it cannot be guaranteed. No liability is accepted by ATHEX and/or any listed company. This report does not constitute financial or investment advice.

The present document is property of Athens Exchange S.A. (ATHEX) and the rights over it are protected under the stipulations about intellectual property rights. Copyright © 2013 Athens Exchange S.A.