ANNUAL REPORT 2011

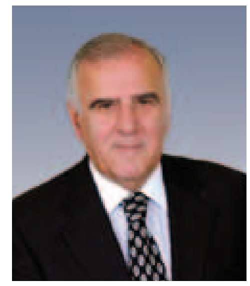
HELLENIC PETROLEUM

HELLENIC
PETROLEUM

Contents

Unit-31 - Vacuum Tower & Vacuum Heater - Elefsina Refinery

Message to Shareholders



Christos - Alexis Komninos
Chairman of the BoD

John Costopoulos
Chief Executive Officer

Dear Shareholders,

2011 was a year of significant challenges. However, despite the unfavourable European and domestic environment, our Group's performance remained positive.

The economic crisis that has characterized the past few years continues to affect the development of the western world, being more pronounced in southern Europe, especially in Greece. Political and social instability, which prevailed in certain oil producing countries and its effect on crude oil availability, maintained high crude oil prices. This development, combined with the decline in oil products demand in Europe and North America, resulted in a drop in refining margins, directly affecting industry players and their profitability, particularly in Europe. Many European refineries were forced to reduce their production, while others had to permanently shut down or be converted into storage facilities. Constantly increasing environmental demands and the gradual adoption of new technologies, continued to intensify pressure and competition within the sector, mainly in advanced European economies.

In Greece, the recession-induced income reduction combined with the large increases in excise duties on oil products and the decline in activity in key areas of the economy, led to a sharp drop of 8% in overall fuel demand, while the decrease in auto fuels reached 11%. The uncertainty in the environment, lack of liquidity, high borrowing costs and credit risks have further exacerbated the situation.

Our Group, four years ago, launched a wide reaching transformation program with particular emphasis on three key areas:

- Implementing a major investment plan totaling approximately € 3 bn, over five years, with an emphasis on modernizing and upgrading our refineries,
- Increasing competitiveness through an integrated program, focusing on reorganization, cost control and operational excellence,
- Managing risks, including pricing, foreign exchange and trade receivables.

This program had a positive effect, as demonstrated in 2011, when despite the economic crisis, we achieved satisfactory results.

In Refining, Supply & Trading, which remains the Group's main pillar of profitability, the reduced demand led to lower domestic sales volumes, whilst the refineries' upgrading and maintenance projects affected production and exports. Adjusted earnings before tax, interest, depreciation and amortization (EBITDA) amounted to € 259 m. Low refining margins in the 2nd half of the year were partially offset by the improved performance in Supply & Trading, which secured the uninterrupted supply of crude and products, despite international adversity. In addition, cost control and lower provisions for bad debts due to improved credit management, contributed to profitability. The Thessaloniki refinery upgrade was successfully completed and has been operational since October 2011. The major upgrade project at the Elefsina refinery is at the end of the commissioning phase and is expected to be fully operational in 2012.

Domestic Marketing was characterized by lower volumes and margins due to market conditions. Furthermore an increase in credit risk as well as very limited liquidity led to a reduction in the number of fuel stations in operation. Nonetheless, the Group demonstrated significant achievements, such as the introduction of diversified products onto the market through EKO and HELLENIC FUELS, with an emphasis on the implementation of innovative programs for the customers, the rationalization of the supply chain, efficient risk management and reduction of operating costs. The aforementioned initiatives resulted in a comparable EBITDA of € 21 m.

In International Marketing, despite the deteriorating macroeconomic environment which affected demand in most markets, we managed to improve performance and sustain profitability through margin enhancement, market share increase and effective cost control. The adjusted EBITDA reached € 45 m.

In Petrochemicals, polypropylene sales were affected by the maintenance and upgrading projects in Group refineries. Margins and international prices fell in the 2nd quarter due to decreased international demand which led to an adjusted EBITDA of €44 m. We maintain our strong export orientation, with 60% of sales directed towards selected markets.

The Group's activity in the fields of Gas and Power made a significant contribution to the Group's results through the participation in DEPA and Elpedison respectively. Specifically, DEPA's contribution to the Group's results amounted to € 67 m, with higher sales, due to the increase of natural gas participation in the energy mix and the local supply and distribution subsidiaries performance improvement. Meanwhile, weather conditions and increased electricity production from natural gas improved Elpedison's results, despite the decline in GDP, thereby contributing € 2 m to the Group's profitability.

In 2011, through its subsidiary HELLENIC PETROLEUM Renewables, the Group further expanded its position in renewable energy sources (RES), as part of its strategy for sustainable development, through its strategic alliance with LARCO. Two Joint subsidiaries were established, in which HELLENIC PETROLEUM Renewables owns 51% for the exploitation of LARCO's inactive mines with RES installations. Overall, the Group's RES portfolio at the end of 2011 includes projects with a total capacity of 80 MW (solar & biomass) in various permitting and construction stages.

In 2011, the Group continued with its strategic portfolio optimization activities, withdrawing from Georgia, which was not included in its main markets, while in Exploration and Production, the Group's partial farm-out from West Obayed was granted final approval from the Egyptian authorities.

The Group's financial position further strengthened in this difficult economic environment, through effective working capital and cash flow management, as well as the refinancing of credit lines maturing in 2011 and at the beginning of 2012. Considering 2011 overall financial results, which on a comparable EBITDA basis amounted to € 363 m and the projected performance for 2012, the Board will propose at the Annual General Meeting a total dividend, for the fiscal year 2011, of € 0.45 per share, at the same level as in previous years.

Despite the continuing difficult operating environment, 2012 is expected to be a positive turning point for our Group, as the results of our commitment to our strategy for competitiveness and sustainable development will become even more visible. Our immediate priority is to complete the Elefsina refinery upgrade program and to commence its commercial operation, which will in turn have a significant impact on our results, our exports as well as our environmental performance. We will also continue to place an emphasis on improving our performance in the domestic market, the petrochemicals business, our exports, our international activities, as well as the renewable energy sector, where we are starting to invest. We are also continuing with the implementation of our plan to further enhance the Group's competitiveness, growth and openness, as we believe that only the most competitive and financially resilient companies among the European refining industry, will remain profitable and growing.

Our vision is to be a leading international energy group, with sustainable growth embedded in our strategy and with a strong presence in Southeastern Europe. Our goal is to claim one of the leading positions in every business activity across the markets, where the Group is active, and to be at the forefront in terms of human resources development, competitiveness, innovation and transparency. Finally, we will continue to invest in the areas of safety, environment and Corporate Social Responsibility.

With the substantial support and contribution of all of our people and the proven support of our shareholders, who we also thank, we will continue moving towards our vision of providing "Energy for Life".

Christos - Alexis Komninos
Chairman of the BoD

John Costopoulos
Chief Executive Officer

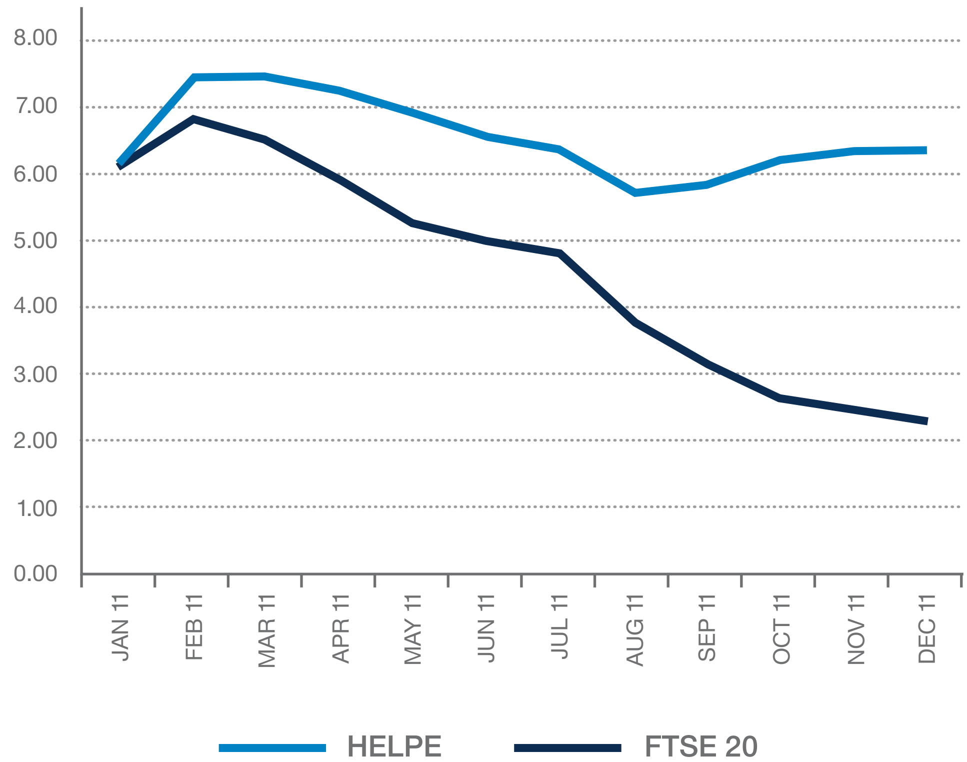
01 The Group

Unit-34 - Hydrocraker's Product Fractionator Feed Heater & Reactors - Elefsina Refinery

The Group in 2011

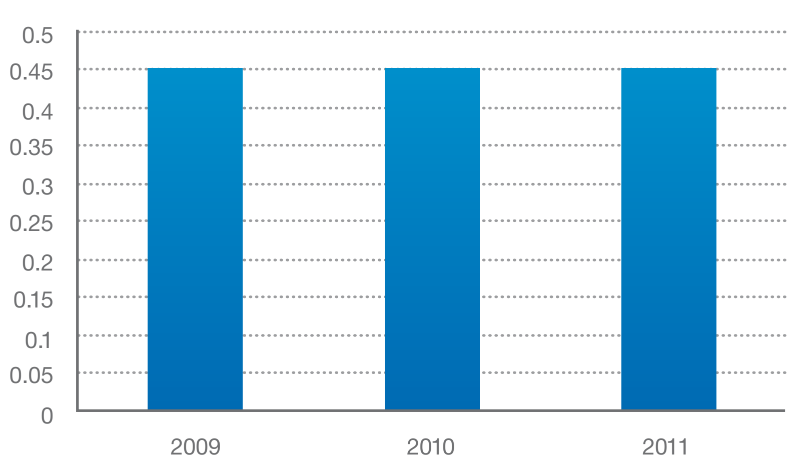
Significantly outperformed FTSE20 - the only index constituent with a positive performance

HELPE's comparative share performance vs. ASE/FTSE20



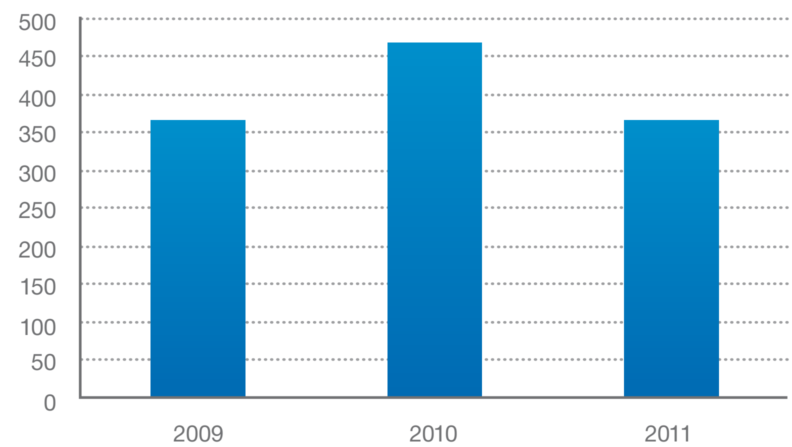
Maintained its high dividend yield

Dividend yield (€/share)



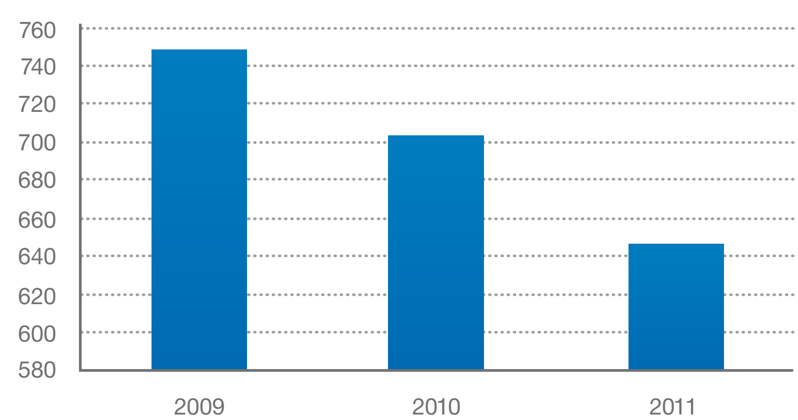
Recorded satisfactory profitability despite the adverse environment

Comparable EBITDA 2009-2001 (€ m)



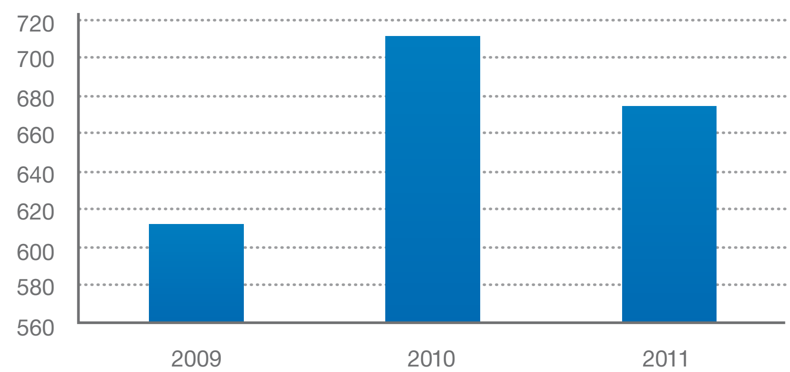
Continued its cost control efforts - 14% reduction between 2009 and 2011

Evolution of Group operating expenses (€ m)



Completes its investment plan - > 2bn capex between 2009-2011

Evolution of Group investments (€ m)



Major Developments

The most significant business developments were:

- The connection of the new units and the successful start-up of the upgraded Thessaloniki refinery. Full commercial operation since September 2011.
- Significant progress in the Elefsina upgrade project, which has reached 96% completion. A large number of units has been completed and the new organization is now staffed with trained professionals, with start-up to take place in 2012.
- The continuation of the performance improvement program contributing € 24 m in profits for 2011.
- The reduction of operating costs (8%) through a series of cost control and transformation Initiatives.
- The sale of EKO Georgia, as part of the Group's portfolio optimization.
- The refinancing of a € 400 m credit line and the extension of its maturity by 14 months as well as a € 175 m inventory monetization agreement, which reduces working capital needs and supports the Group's strategy implementation.

02
The Group and its strategy

A view of the Elefsina Refinery

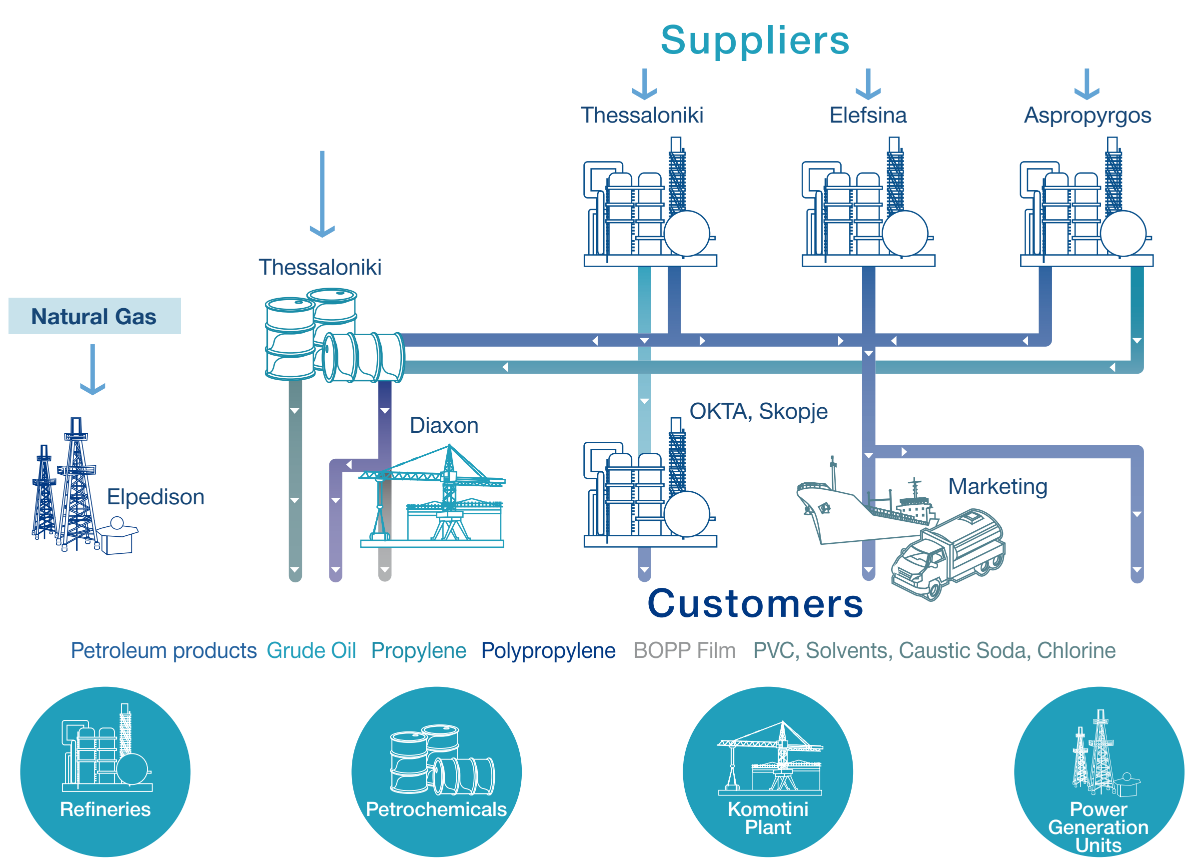
Who we are

HELLENIC PETROLEUM is one of the most important energy groups in Southeastern Europe, with total capital employed at € 4,217 m and total equity amounting to € 2,398 m on 31.12.2011, while turnover and net profit in 2011 amounted to € 9,308 m and € 114 m respectively.

It offers a wide range of activities in the energy sector, the most important of which include the following:

- Supply, Refining and Trading of petroleum products, both within Greece and abroad.
- Fuels Oil Marketing both within Greece and abroad.
- Petrochemicals/Chemicals Production and Trading.
- Oil & Gas Exploration and Production.
- Power Generation & Trading and Natural Gas.

Integrated Group Operation



Strategic Objectives

Main pillars of strategy for sustainable development and competitiveness

A long term strategy has been designed, with the main objective of strengthening the Group both domestically as well as in S.E. Europe, based on:

1. The upgrading of facilities and assets of domestic Refining and Marketing businesses.
2. Enhancing competitiveness and export orientation through restructuring and transformation programs.
3. Expanding International Marketing and promoting vertical integration.
4. Developing Power Generation and RES and the exploration of new technologies.
5. Optimising organizational structures.
6. Continuously developing our people with a particular emphasis on training.

Actions and transformation programs

Optimising markets and supplies "BEST 80" Program

The BEST 80 program is one of the Group's major transformation programs which aims at cost containment throughout the Group's supply chain, using a methodology based on marketing (synergies, strategy specification, market research, negotiations, etc.) as well as technical (specifications, operation mode, etc.) tools and levers.

This specific program requires the participation of all stakeholders (suppliers, customers) as well as the Group's Procurement Division which organizes, coordinates and directs this program.

The Best 80 program is an extension of the BEST 50 program, which was successfully completed in December 2010, achieving the original goal of € 50 m in cash benefits, mainly through realising synergies between the parent company HELLENIC PETROLEUM and the subsidiary EKO, and internally, between various divisions. The BEST 80 program's objective is for further economies of scale amounting to approximately € 30 m, through the more identification of additional savings and synergies from the integration of HELLENIC FUELS.

In the above context, in 2011, the implementation of the BEST 80 program grossed a total of € 7 m in savings for the Group, arising for the most part from cost reductions in the following purchases: Supply of spare parts for the refinery upgrade projects in Elefsina and Thessaloniki, sandblasting, painting of tanks at the refineries in Aspropyrgos and Elefsina, the supply of liquid nitrogen to the Thessaloniki refinery, the catalyst procurement for the Aspropyrgos refinery and the Polypropylene plant, equipment supply and information technology services.

The "DIAS" Refinery Optimization Program

In May 2008, the HELLENIC PETROLEUM Group began an optimization project on its three refineries in Greece, otherwise known as the 'DIAS' program. The Group's experienced executives, in collaboration with Shell Global Solutions, reviewed major activities in the facilities' operation and maintenance in order to identify areas with improovement pontetal. The improvements are based upon:

- Producing a greater number of higher added value products
- Reducing operating costs and as a result, increasing the Group's profitability
- Ensuring for the Upgrade Projects' efficient operation.

In 2011 we used methods and techniques which, with the advancement of technology and accumulated experience in the refining industry, provide the opportunity for improvement. Similar methods and techniques are applied by the best oil and chemical companies worldwide, for the operation and maintenance of their facilities.

Indicatively, the areas for which particular emphasis was given are shown below:

- Addessing legacy equipment issues
- Enhancing credibility as a central goal of maintenance activities
- Predictive maintenance
- Improved programming
- Improved organization of shut-downs
- The reorganization of the spare parts storage facility
- The thorough training of staff

All of the above combined with the high technical expertise and dedication of our people, served to promote the reliability of our Refineries, reduce equipment failures and improve safety, by limiting the exposure of both people and facilities to the dangers caused by equipment failures, all with the objective of achieving high levels of reliability similar to those at a European level.

In terms of improving margins and reducing costs, the cumulative annual benefits from the beginning of the program to 2011 amounted to € 55 m. The benefits materialised on the back of improvements in the supply chain (evaluation of enlarged list of crude/purchase of "new'' types of crude), in the Refineries' operation (increase of performance/production in processing units, reducing energy costs and losses, interventions in equipment) as well as the introduction of new production methods. For the five year period 2012-2016 including the launch of the upgraded Elefsina Refinery, synergies that have been assessed can bring about additional annual cash benefits amounting to c. € 18 m.

The first milestone for the contribution of DIAS program, in the Group's profitability increase, was in fact achieved as a result of all the employees' efforts and their overwhelming response to the task at hand. The next challenge is to establish a monitoring system for key performance indicators, which will take into account operational changes and the volatile economic environment.

With regards to training at the Refineries, the WALP training system (Work Area Learning Program) was applied for the first time in the Group, pertaining to the Refineries' technical personnel. The system is based on Shell's International Best Practice.

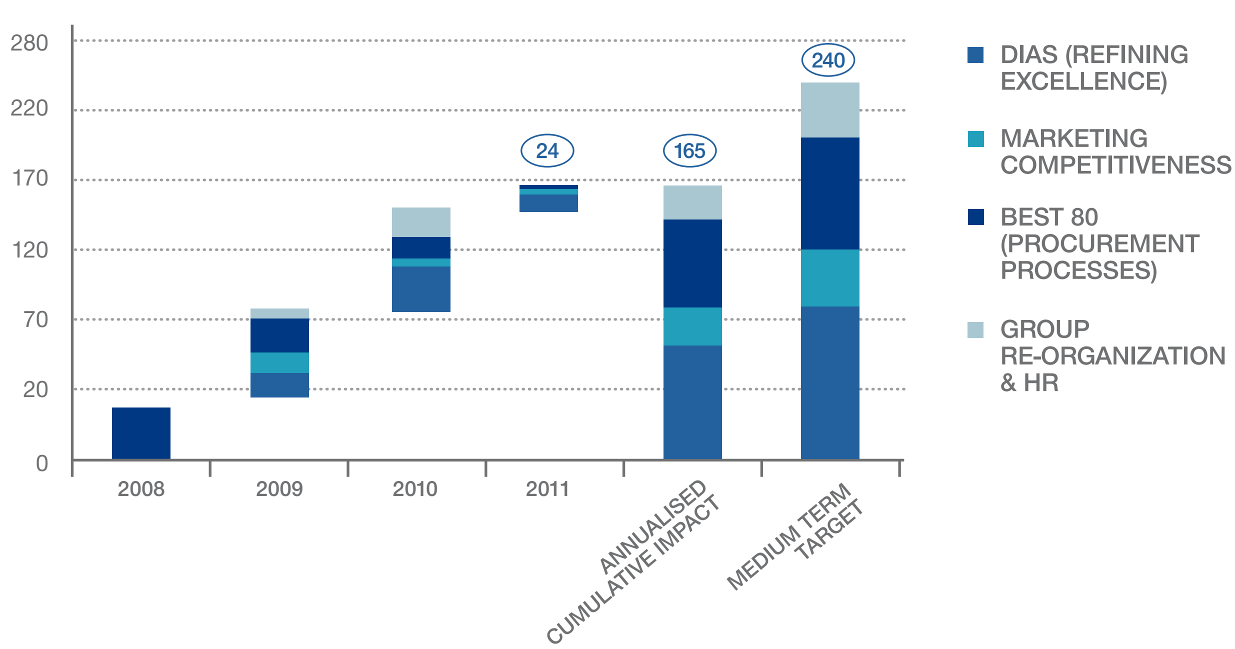
After April 2012, the 'DIAS' program will continue with the increased involvement of expert staff at the refineries, whereby Shell Global Solutions' presence will decrease, aiming to continuously improve the performance of our three domestic refineries.

Marketing Competitiveness

In Domestic Marketing, the program's aim, which has been ongoing since 2009, is to improve competitiveness through the optimization of synergies, by integrating the BP network to the Group, the reorganization of the supply chain and shared support services.

In 2011, the supply chain was restructured with the closure of 5 facilities, which led to the improved management of throuhput and cost reduction. Finally, the reorganization of support services continued, with total annual benefits since 2009 € 24 m.

Evolution of transformation initiatives (€ m)



Employees at Elefsina Refinery

From Past to Present

1998

Merger of the DEP Group subsidiaries, which are renamed HELLENIC PETROLEUM S.A.. Listing on the Athens and London Stock Exchanges.

1999

Acquisition of the OKTA refinery in Skopje.

2000

The Greek State sells a second block of HELLENIC PETROLEUM S.A. shares via a public offering.

2002

Establishment of HELLENIC PETROLEUM CYPRUS, SERBIA AD and EKO BULGARIA, with Group's marketing activities expanding in Cyprus, Serbia and Bulgaria respectively.

2003

PETROLA HELLAS merges by absorption with HELLENIC PETROLEUM S.A., whereby the Group takes over the Elefsina refinery.

2005

Establishment of THESSALONIKI POWER S.A., whereby the Group becomes active, as the first independent power producer, in electricity generation and trading, through the construction and operation of a 390 MW CCGT power plant in Thessaloniki.

2008

Agreement on a strategic cooperation with EDISON and the establishment of the joint venture ELPEDISON, to create a complex energy portfolio, with a capacity ranging between 1.500MW - 2.000MW, and further activity in electricity trading.

Sale of exploration and production rights in Libya to GDF Suez.

2009

Transfer of BP HELLAS commercial rights in Greece to HELLENIC PETROLEUM, including the network of fuel stations, storage facilities, as well as commercial and industrial customers, aimed at strengthening the Group's domestic fuels retailing and the further development of marketing activities.

2010

Commercial operation of the second 420 MW CCGT power plant in Thisvi by ELPEDISON POWER.

Partial farm-out of the Group's exploration and production rights in West Obayed in the Western desert of Egypt to VEGAS OIL & GAS S.A.

2011

Successful start-up for the new units at the Thessaloniki refinery after the upgrade. Significant progress of the upgrade project at the Elefsina refinery, which reached 96% completion, expected to start-up in 2012.

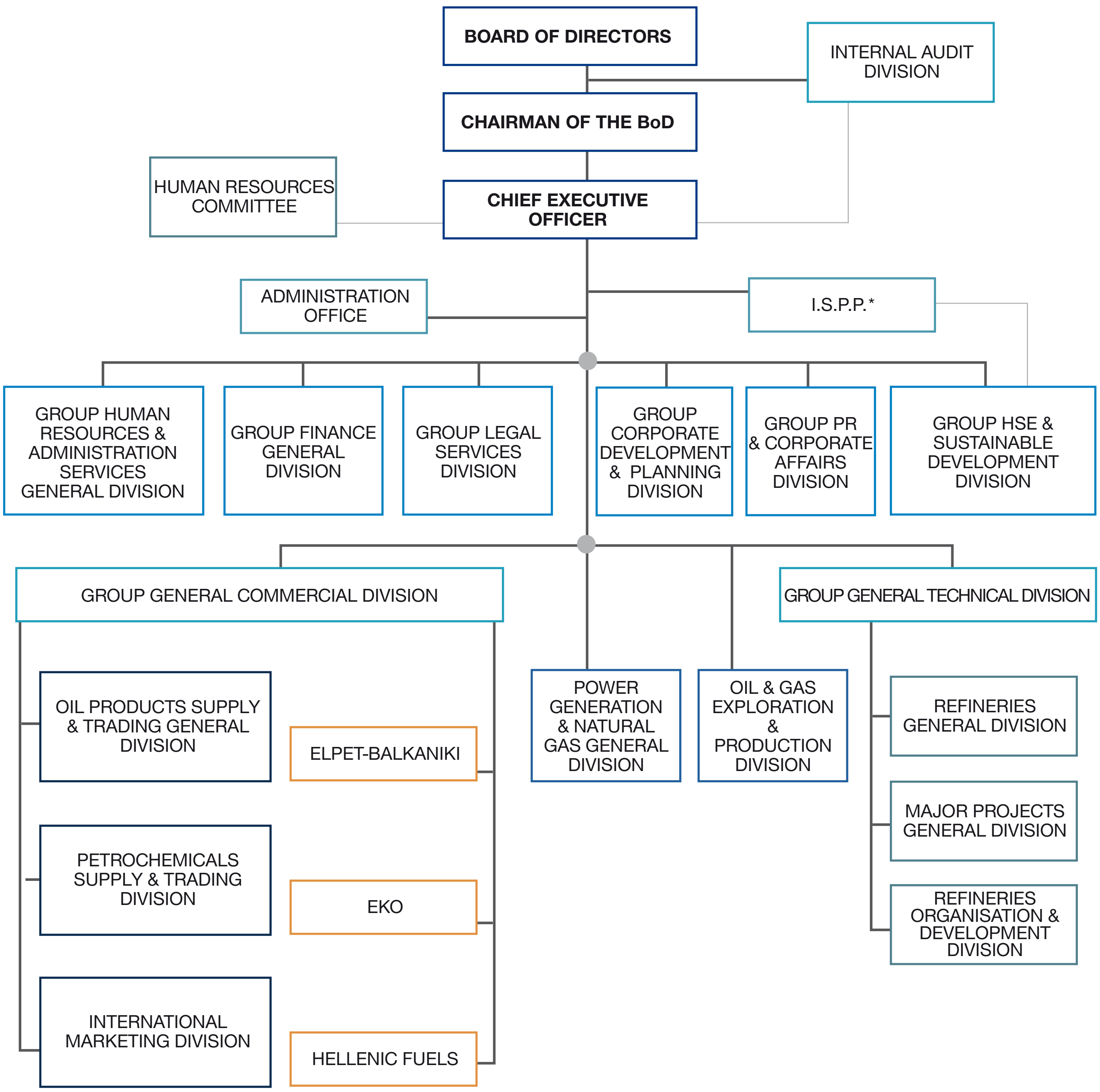
Exit from the Georgian market, by the divestment of HELLENIC PETROLEUM GEORGIA Ltd.

Continuation of improvement and transformation initiatives, with an additional cash contribution of € 24 m for 2011.

The Group in brief

Segment	Companies
Refining	HELLENIC PETROLEUM S.A.
Power Generation & Trading	ELPEDISON BV
Fuels Marketing	EKO A.B.E.E. CALYPSO LTD HELLENIC FUELS S.A.
RES	HELLENIC PETROLEUM – RENEWABLE ENERGY SOURCES S.A.
Chemicals	HELLENIC PETROLEUM S.A. DIAXON A.B.E.E. ARTENIUS HELLAS S.A.
Engineering	ASPROFOS S.A.
International Operations (Refing & Retailing)	OKTA AD SKOPJE HELLENIC PETROLEUM CYPRUS LTD RAMOIL CYPRUS LTD EKO BULGARIA EAD EKO SERBIA AD JUGOPETROL AD KOTOR GLOBAL S.A. EKO PETROLEUM ALBANIA SH.P.K
Crude/Products Transportation & Pipeline Netwoks	ATHENS AIRPORT FUEL PIPELINE COMPANY (A.A.F.P.C) S.A. VARDAX S.A. HELLENIC PETROLEUM-APOLLON MARITIME COMPANY HELLENIC PETROLEUM-POSEIDON MARITIME COMPANY
Oil & Gas Exploration and Production	HELLENIC PETROLEUM S.A. CALFRAC WELL SERVICES LTD MELROSE EGYPT EGYPT – W. OBAYED
Natural Gas	DEPA S.A.

HELLENIC PETROLEUM Management Structure



**Internal Service for Protection and Prevention*

03 The Group's Business Activities

Unit-32 - Flexicoker Reactor - Fractionator & Steam SuperHeater - Elefsina Refinery

The Global Economy

The global economy, after a strong recovery in 2010 following the recession of 2009, slowed down once again in 2011, due to extraordinary political and economic events, especially in North Africa and Middle East region. As a result, the international price of crude oil and other commodities recorded a significant increase in the first four months of the year, with a negative effect on the global industrial production. Then, the major natural disaster in Japan harmed both the country's infrastructure and its exports, causing serious disruptions in the supply chains of many international trade. sectors.

The intensifying public debt crisis in Greece and other peripheral European countries, especially from the summer of 2011 onwards, and temporarily in the United States, were probably the main factors that drove the deteriorating international environment. The ineffective management of the situation caused great uncertainty in the international markets leading to falling international stock markets and significant declines in consumer spending and investment, especially in the Eurozone.

Global GDP growth is estimated to have slowed in 2011 to 3.8% from 5.2% last year. The variance across regions was material. The slowdown was more pronounced in the U.S. (1.8%), milder in the Eurozone (1.6%), while GDP in Japan dropped as a result of the developments in the first half of the year (-0.9%). By contrast, economic activity in emerging markets, although decelerating in 2011, remained strong (6.2% vs 7.3% in 2010), driven by emerging economies in Asia, especially China and India where Real GDP rose by 9.2% and 7.4% respectively in 2011.

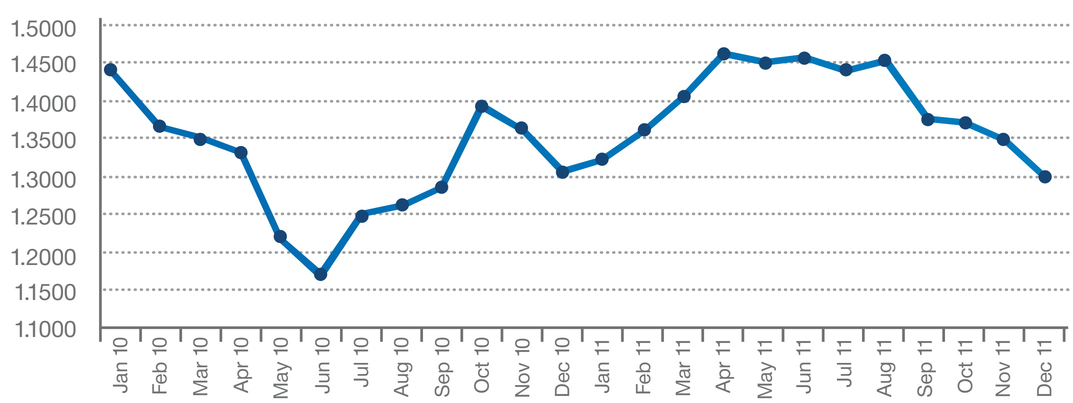
In the EU-27 the slowdown in the growth rate of GDP (1.6% versus 2.0% in 2010) was felt more in the second half of the year. There was however, a great variation in economic performance between countries. Only two economies were in recession in 2011 (Greece and Portugal), compared to five economies in 2010, while 12 of the 27 countries, despite the unfavorable economic environment, showed improvement in economic activity in 2011. Despite the impact of the financial crisis in Greece, GDP growth accelerated in 2011 in 4 of the 17 economies in the Eurozone, whereby Ireland and Spain overcame the recession, achieving positive GDP growth in 2011.

Financial Indicators

In 2011, the €/$ exchange rate showed significant volatility, peaking at 1.49,with 1.29 as the year's lowest. The average rate stood at 1.39 (2010: 1.33), without a material impact on the Group's results.

The most significant impact on the Group's financial costs was the increased borrowing cost, faced by all Greek companies, as a result of the economic crisis.

€/$ Exchange Rate 2010-2011



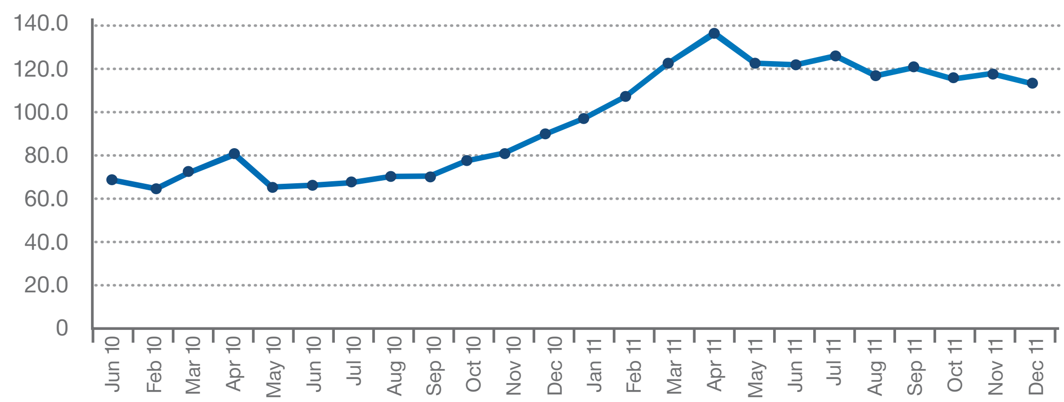
Developments in the oil market

In 2011, global oil demand reached 89.1 mbpd versus 88.3 mbpd in 2010 signifying an increase of 0.9%. In China, oil consumption grew by 4.9% reaching 9.5 mbpd. Demand from countries in the Middle East rose by 2.5% to 8.0 mbpd. European OECD member countries reduced their demand by 2.1% to 14.3 mbpd, whilst demand in North America also decreased by 1.1% to 23.5 mbpd.

In 2011, global oil production amounted to 88.5 mbpd versus 87.4 in 2010, signifying a 1.2% increase. OPEC increased its production by 2.7% to 35.8 mbpd, non OECD country members stabilized their production to 29.8 mbpd, whilst OECD member countries increased their production by 0.2% reaching 18.9 mbpd.

Global crude oil prices have continuously increased since the beginning of 2009 and exceeded 100 $/bbl at the beginning of 2011 for the first time since the summer of 2008, eventually reaching 123.5 $/bbl in April 2011. This was the combined result, on the one hand of the strong international demand for oil from emerging economies and on the other hand, the serious disruptions in the overall supply and reserves due to political instability and armed conflicts, which occurred throughout various countries in the Middle East and North Africa. Since then, due to the slowdown of the global economy, international prices fell slightly.

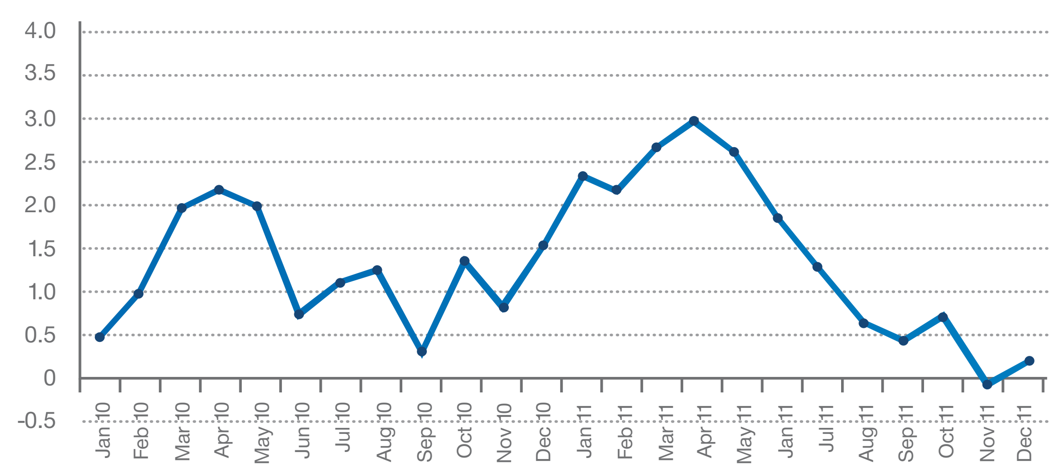
Crude prices (Platt's dated Brent) 2010-2011 ($/bbl)



On yearly average levels, the average price for Brent dtd crude oil increased by 40.0% in 2011 (28.9% in 2010), to 111.3 $/bbl, exceeding the historical recorded peak average price of 2008 (97.3 $).

The Brent-Urals differential after major fluctuations that occurred within the year, closed at 1.7 $/bbl, compared to 1.4 $/bbl in 2010. It is worth noting that due to the significant price hikes in the 1st half of the year, the differential range was at high levels, a situation which was reversed in the 2nd half due to the balance in demand between heavy and light crude oil types. In November 2011, the differential reversed with the indicative price for Urals was 0.2 $/bbl higher than that of Brent.

Differential Brent-Urals 2010-2011 ($/bbl)



In euro terms, the increase in international oil prices in 2011 exceeded 2008 levels (Brent price € 79.9 per barrel, compared to € 60.0 in 2010 and € 66.1 in 2008).

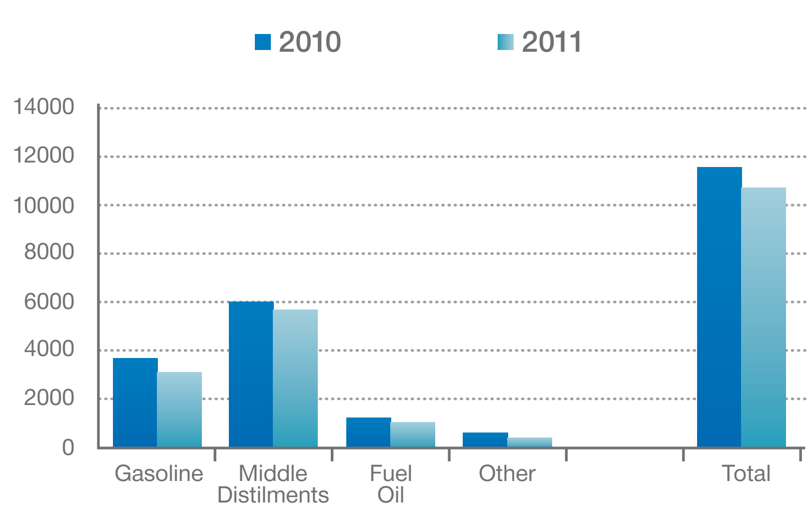
The sharp rise in crude oil prices and the general decline in demand for oil has put pressure on refining margins, significantly reducing industry profitability. In particular, according to the International Energy Agency the indicative margin of a complex refinery in the Mediterranean in 2011 amounted to 0.56 $/bbl compared to 1.34 $/bbl in 2010. Hydroskimming refinery margins moved in the same direction, averaging -6.6 $/bbl in 2011 over -4.18 $/bbl in 2010.

The Greek Economy

Despite the efforts that have been made in the last year to stimulate the economy amid the debt crisis plaguing Europe, Greece remained caught in a deep recession for the fourth consecutive year in 2011. The economic contraction that began in the second half of 2008 peaked in 2011, when GDP fell by 6.9%, according to the estimates compiled by EL.STAT, while total employment is estimated to have declined by 6.7% and the average annual unemployment rate stood at c. 17.5%. The recession is projected to continue in 2012 and, according to recent estimates, the average annual decline in GDP will be c. 4.5%, total employment will decline by 3% and the average annual unemployment rate will exceed 19%. The budget deficit, despite continuous fiscal measures and the successive upward revisions of the target due to the recession and implementation delays, reached 10.8% of GDP.

The Greek fuels market was significantly affected by these events. The high duty on unleaded gasoline (€ 670/m^3 over € 350/m^3 in 2008), the increased value added tax (23%), the increase in excise duty on auto diesel (from € 293/m3 to € 412/ m^3), the strict fiscal policy and the crisis in the banking system have created new market conditions. The oil market recorded a further reduction in demand, which is estimated to be around 8%, versus 2010. Auto fuels were particularly affected, with the demand for auto diesel decreased by 12%, compared with already reduced sales in 2010, while gasoline fell by 11% compared with 2010.

Sales in Greek market (000 MT)



Crude Oil Pre-Heater F-150 - Thessaloniki Refinery

Oil Refining

Activity in Greece

In Greece, the Group owns and operates three refineries in Aspropyrgos, Thessaloniki and Elefsina, which account for about 68% of the country's refining capacity in addition to storage tanks of crude oil and petroleum products with a capacity of 6.65 million m^3.

Each refinery has different technical characteristics, described in the table below, which also determine profitability:

Refinery	Daily Refining Capacity in thousands of barrels (Kbpd)	Annual Refining Capacity Ετήσια (M/T mi.)	Refinery Type	Nelson Complexity Index
Aspropyrgos	148	7,5	Cracking (FCC)	11
Thessaloniki	93	4,5	Hydroskimming	7,3
Elefsina	100	5,0	Hydrocracking	7,2

Elefsina Refinery Upgrade Project

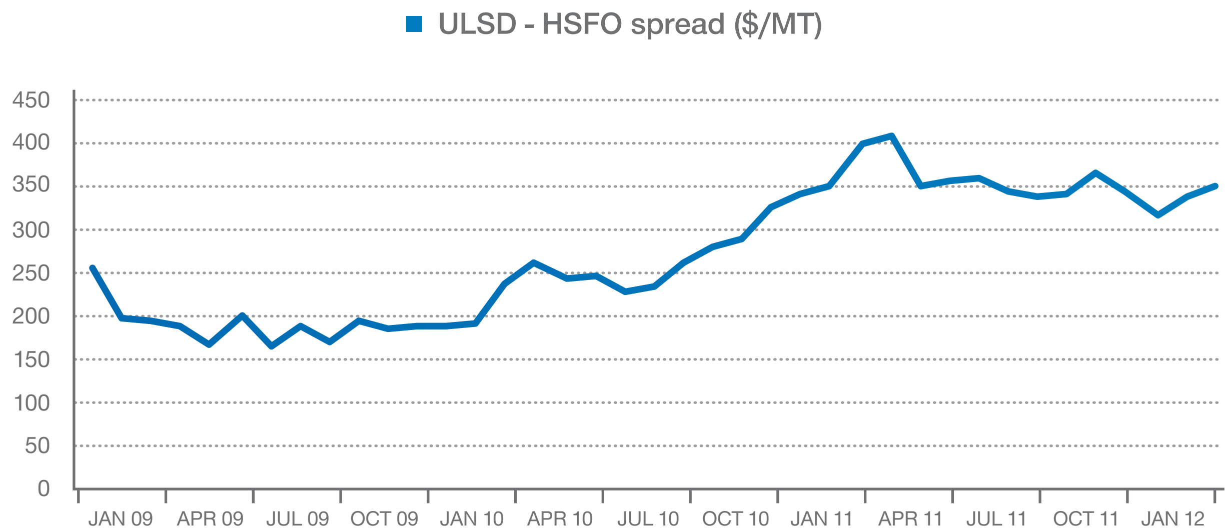
The start-up of the upgraded Elefsina refinery is expected in 2012. This is the largest manufacturing investment in Greece amounting to €1.2 bn, a milestone in the Group's history.

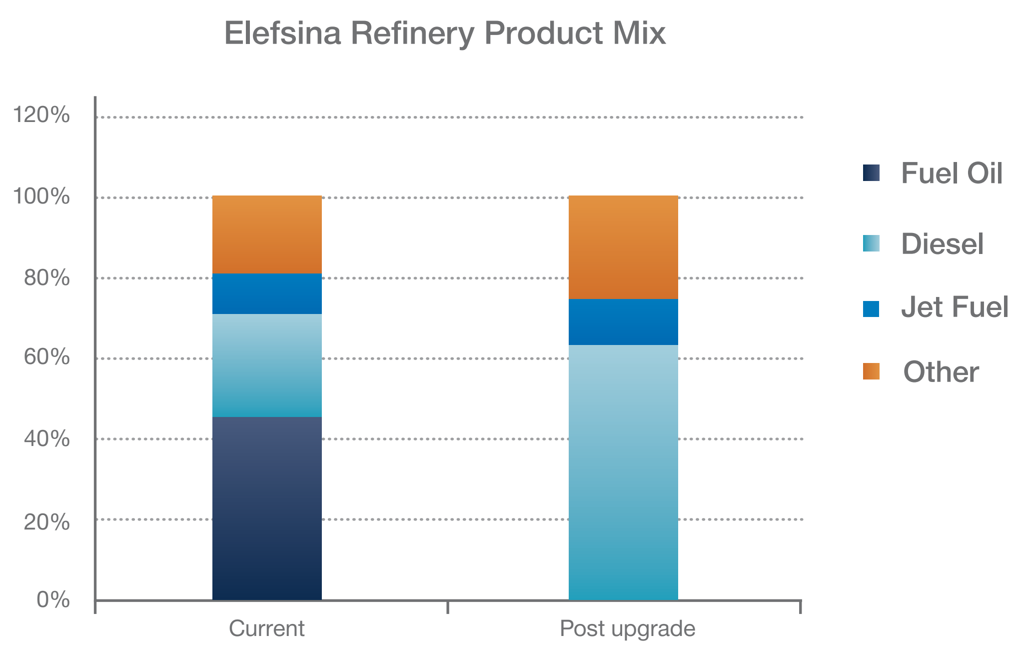
The project includes the installation of the following basic units:

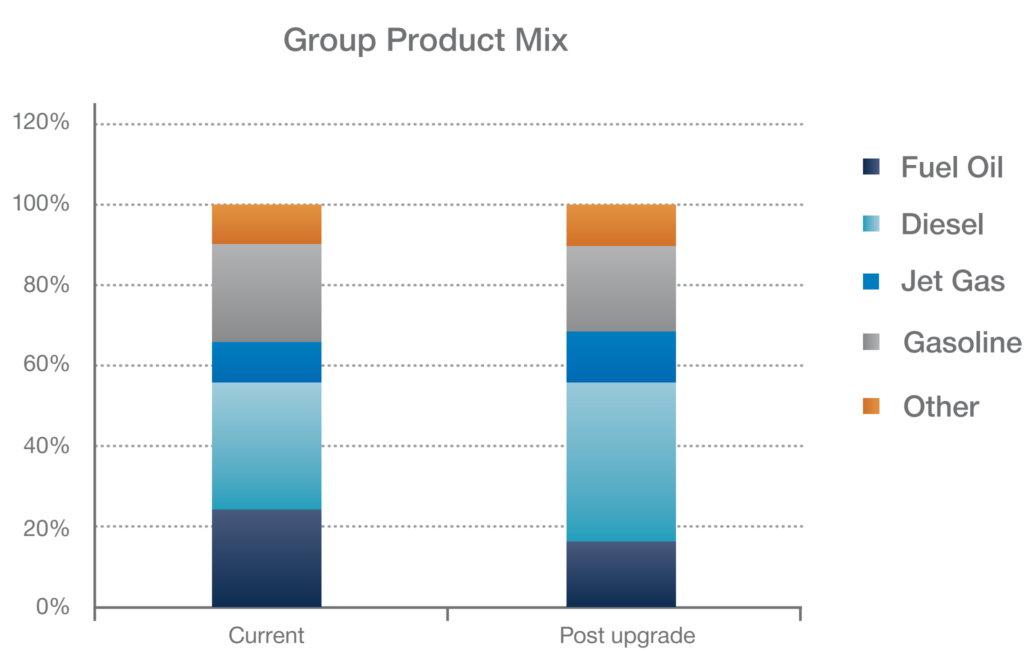
- Vacuum distillation unit with a capacity of 45,000 barrels/day.
- Hydrocracker with a capacity of 39,000 barrels/day, the only of its kind in Greece for the production of ulfla low sulfur diesel.
- Flexicocker with a capacity of 20,000 barrels/day, the second of its kind in Europe using Exxon technology, for the gasification of the coke residue and its conversion into clean fuel gas, serving the refinery's energy and raw materials needs.
- Hydrogen unit with a capacity of 125,000 Nm3/hour.
- Utility units (air, steam, sulfur recovery, amine, cooling water and others).

The project started in 2009, whereby the main contractor has been Technicas Reunidas, a specialized contractor on projects of this size and complexity, as well as HELPE engineering subsidiary ASPROFOS. The project is expected to be completed in 2012. At the end of 2011, the project had reached 96% completion rate. Given its magnitude, the project also provides an impetus to the Greek economy. A significant percentage of the work was executed by Greek companies, creating up to 3,500 jobs during the construction phase. During its operation, 400 jobs will be maintained, whilst 165 additional new jobs will be created.

The upgrade will increase the Nelson complexity index from 1.5 to 7.2, rendering the Elefsina refinery one of the most modern and profitable in Europe. With the new configuration, the refinery will have an increased middle distillates yield (auto and heating diesel, aviation fuel) of modern and environmentally friendly standards, which are in shortage in Europe and the Mediterranean region. Similarly, it will significantly reduce the production of fuel oil, sold at much lower prices with its use gradually declining in the European market.

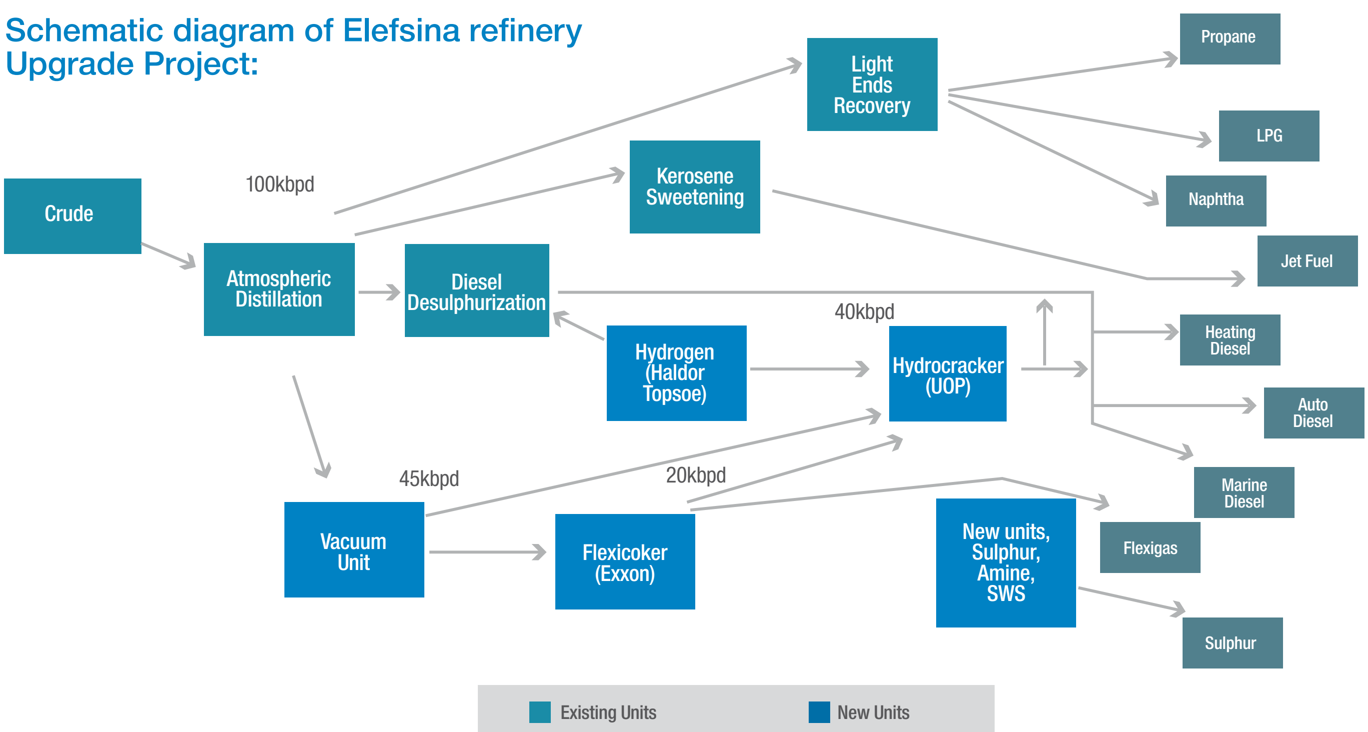

ULSD - HSFO spread ($/MT)
450
400
350
300
250
200
150
100
50
0
JAN 09
APR 09
JUL 09
OCT 09
JAN 10
APR 10
JUL 10
OCT 10
JAN 11
APR 11
JUL 11
OCT 11
JAN 12


Elefsina Refinery Product Mix
120%
100%
80%
60%
40%
20%
0%
Current
Post upgrade
Fuel Oil
Diesel
Jet Fuel
Other


Group Product Mix
120%
100%
80%
60%
40%
20%
0%
Current
Post upgrade
Fuel Oil
Diesel
Jet Gas
Gasoline
Other

In addition to the significant contribution to profitability, the project will have a noticeable impact on the Group's environmental footprint. Emissions of sulfur dioxide (SO_2), and particulates are reduced significantly by 70.2% and 84.2% respectively. A reduction of 11.6% is expected in nitrogen oxides.

Schematic diagram of Elefsina refinery Upgrade Project:



Thessaloniki Refinery Upgrade Project.

The Thessaloniki refinery commenced operations in September 2011, after the completion of the upgrade. The aim of the project, was the production of low sulfur fuels.

With the implementation of the project, the following have been achieved:

- ✓ Production of diesel fuel with a sulfur content of less than 10mg/kg.
- ✓ Production of fuel oil with a sulfur content of less than 1% w/w.
- ✓ Reduction of SO_2 and particulate emissions.

The project included:

- Upgrading of the atmospheric distillation unit (APS) for the refining of low sulfur crudes as well as the diversification of the refinery's crude diet.
- Changes in the naptha desulpherisation unit (top circuit) and the replacement of the old naptha reforming unit with a new, continuously regenerating unit of 15kbpd (CCR).
- Construction of the interconnector with the new CCR unit and the upgrading of the refinery's utility systems and services.
- Construction of a new Blending unit.
- Construction of 4 crude tanks
- Upgrading of the deep desulphurising Diesel Unit (ULSADO)

The engineering, procurement and supervision services were awarded to FOSTER WHEELER Italiana and ASPROFOS. Construction work was carried out with 27 main contractors.

The investment amounted to € 200 m.

The construction work reached 4,000,000 man-hours and no serious accidents were incurred.

The start-up of the refinery, after the investment, was safe and smooth.

Results and key operational indicators

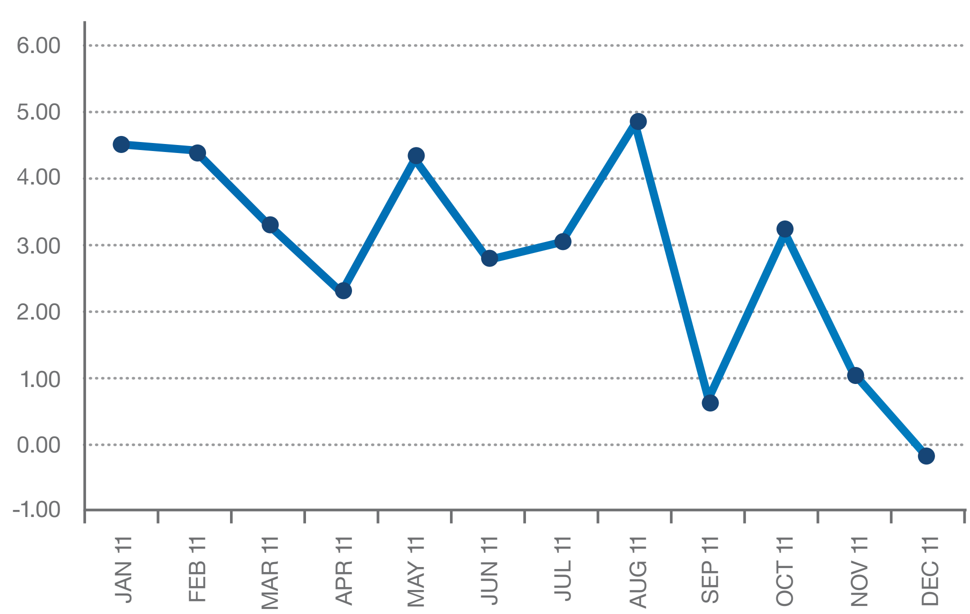
Financial Results (€ m)	2011	2010
Sales	8.937	7.832
EBITDA	251	372
Adjusted EBITDA	259	337
Performance Indicators		
Sales volumes (M/T ΄000) - Total	12.528	14.502
Sales volumes (M/T ΄000) - Domestic Refining	12.543	14.557
Complex refinery margin (FCC)	$2,9/Bbl.	$4,4/Bbl
Refinery utilization (% nominal processing)	49,8%	75,8%
Safety Indicator - AIF	4,6	3,9

In 2011, the Aspropyrgos, Elefsina and Thessaloniki refineries processed a total of 7.9 million tons of crude oil and produced 8.6 million tons of products.

The OKTA refinery processed 700 thousand tons of crude, producing 645 thousand tons of products and sold 930 thousand tons, of which 583 thousand were absorbed by the local market.

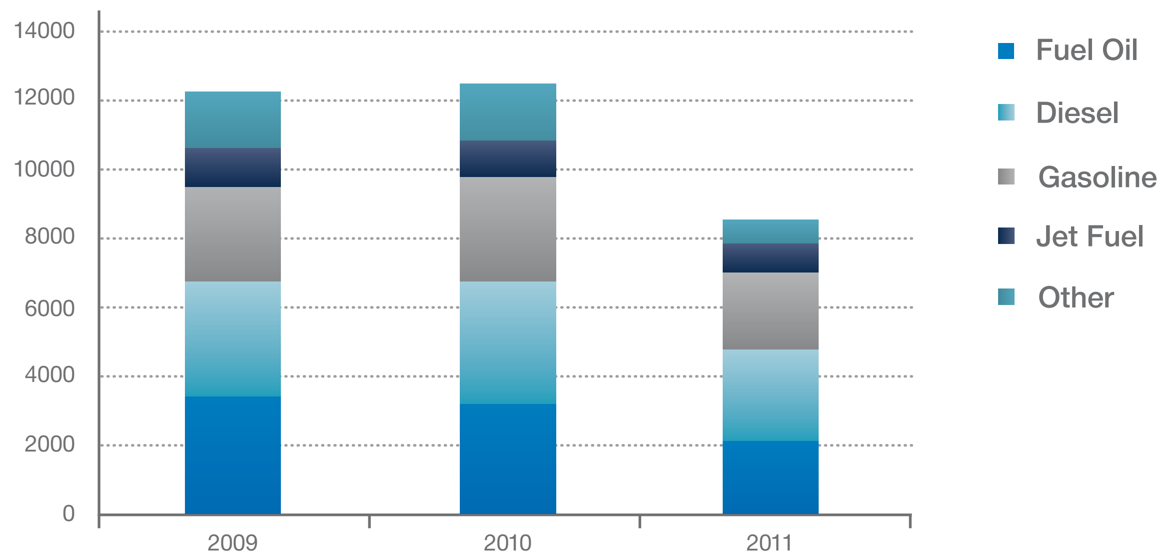
2011 was characterized by reduced refinery production, mainly due to upgrading projects and maintenance in the Aspropyrgos refinery. The reduced margins for both the complex refining but even more for the simple refineries affected profitability. In particular, the indicative margin of a complex refinery (FCC Cracking) in the Mediterranean in 2011 reached $2.86/Bbl compared to $4.37/Bbl in 2010. The decrease was more intense in the second half of the year.

Benchmark FCC refining Margin ($/Bbl)

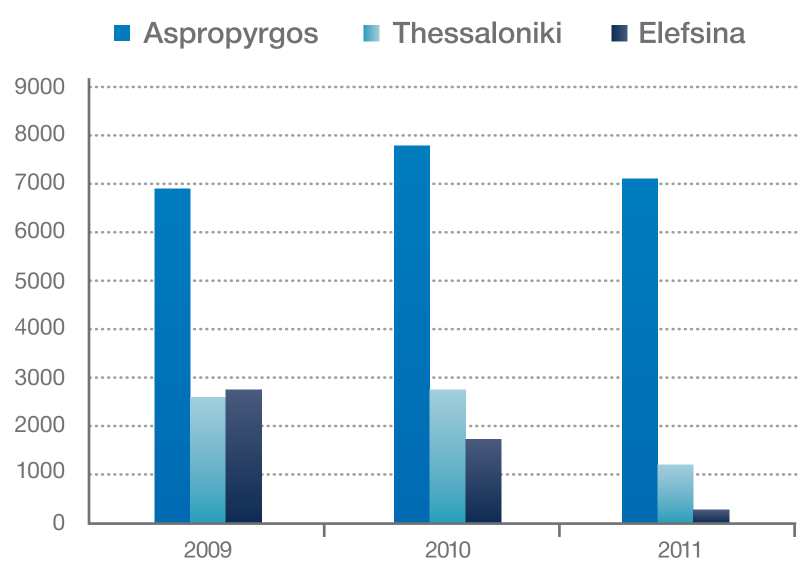


Increased contribution of the Aspropyrgos refinery to the Group's production mix resulted in the increased output of high added value products such as gasoline and diesel, partly offseting the impact on profitability from reduced sales.

Domestic refinery production per product (000 MT)



Domestic refinery production per refinery (000 MT)



Aspropyrgos Refinery Maintenance

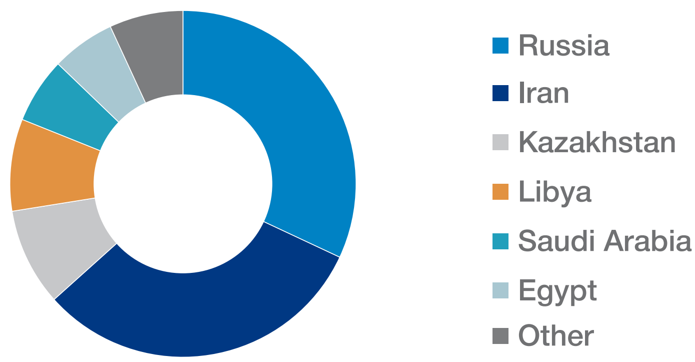
In the fourth quarter of 2011, a scheduled maintenance (intermediate turnaround) took place at the Aspropyrgos refinery. The work included the change in catalyst in the desulfurization, isomerization and mild hydrocracker units, the maintenance of the crude unit, naptha catalytic reformer (hydrotreater), decoking of vacuum and visbreaker units and the revamp of the catalytic cracker (FCC).

The duration of the maintenance was 4 weeks as planned, during which the production of the refinery was reduced.

The maintenance work, that was within budget, ensures the smooth operation of the Aspropyrgos refinery and provides a significant improvement in performance. The project was completed safely and the timely start-up of operations at the refinery, demonstrate the Company's operational excellence and high level of capabilities and training of the facilities' staff.

Supply - Crude Oil Supplies

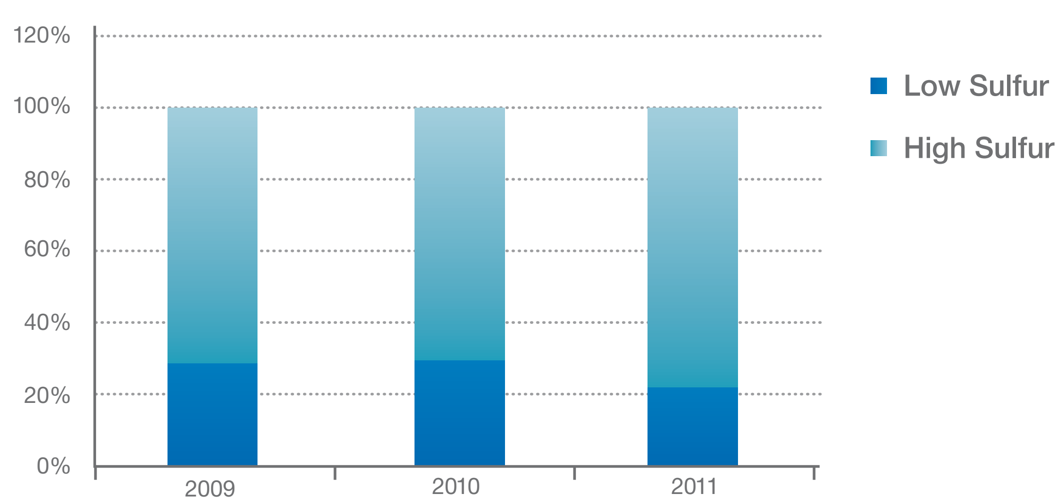
Supplies of crude oil are centrally coordinated through term contracts as well as spot transactions. The main origin countries for crude oil are Russia (Urals, Siberian Light - 31.96%) and Iran (Iranian Heavy, Iranian Light - 31.41%), whilst significant quantities of crude oil were sourced from Kazakhstan (9.10%), Libya (8.59%), Saudi Arabia (6.11%) and Egypt (5.94%).



Imports of crude oil

The Aspropyrgos refinery's increased operation affected the processing of crude, where the heavy, high sulfur crudes accounted for a larger percentage in the Group's processing mix with a positive impact on profitability. The ability to access and procure as well as the flexibility of the Group's refineries to process a wide variety of crudes, is one of its key competitive advantages, of particular importance in terms of both profitability as well as of its ability to respond to supply disruptions in specific types of crude, like in the cases of Libya in early 2011 and most recently of Iran, thereby ensuring the smooth supply of the markets, where the Group operates.

Crude slate

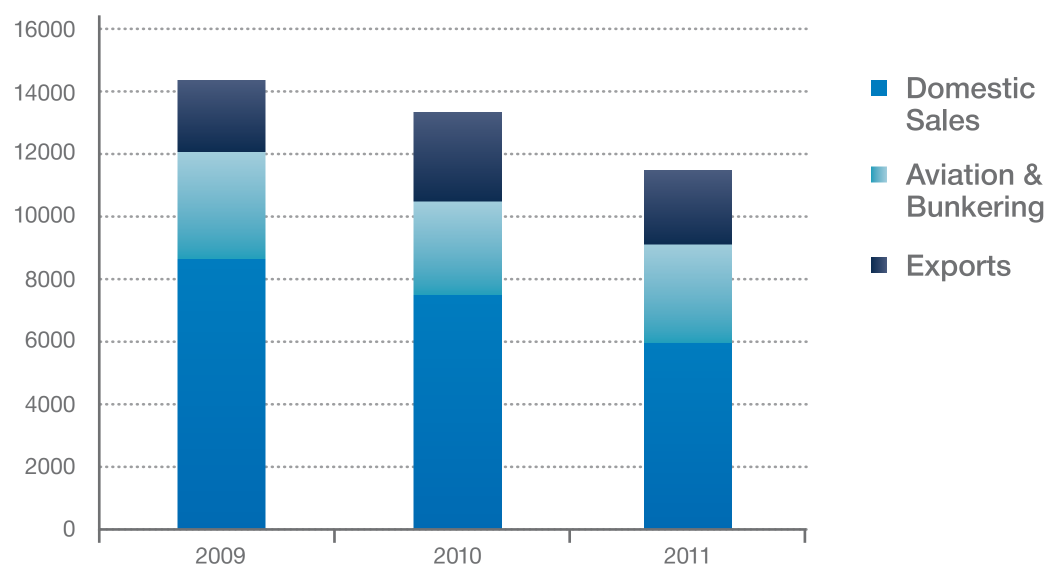


Refinery Sales (Wholesale Trading)

Sales of fuel are carried out by the parent company HELLENIC PETROLEUM S.A. to fuel marketing companies - including subsidiaries of the Group, HELLENIC FUELS and EKO and certain special customers, such as the armed forces. A percentage of production is exported, while heating oil for seasonal needs, not covered by domestic production, is imported. All of the Group's refined products meet the applicable European standards.

Sales of the Group's domestic refineries' products were reduced compared with 2010 to 11.46 million tons. Apart from reduced production, which affected exports, a substantial reduction in domestic demand led to lower sales amounting to 6.04 million tons. Stabilising trends were recorded in the duty-free markets for shipping and aviation fuel where sales stood at 3.04 million tons. Exports were reduced in 2011 to 2.38 million tons, due to reduced production in refineries undergoing upgrading.

Sales by trade channel (000 MT)



Activity abroad

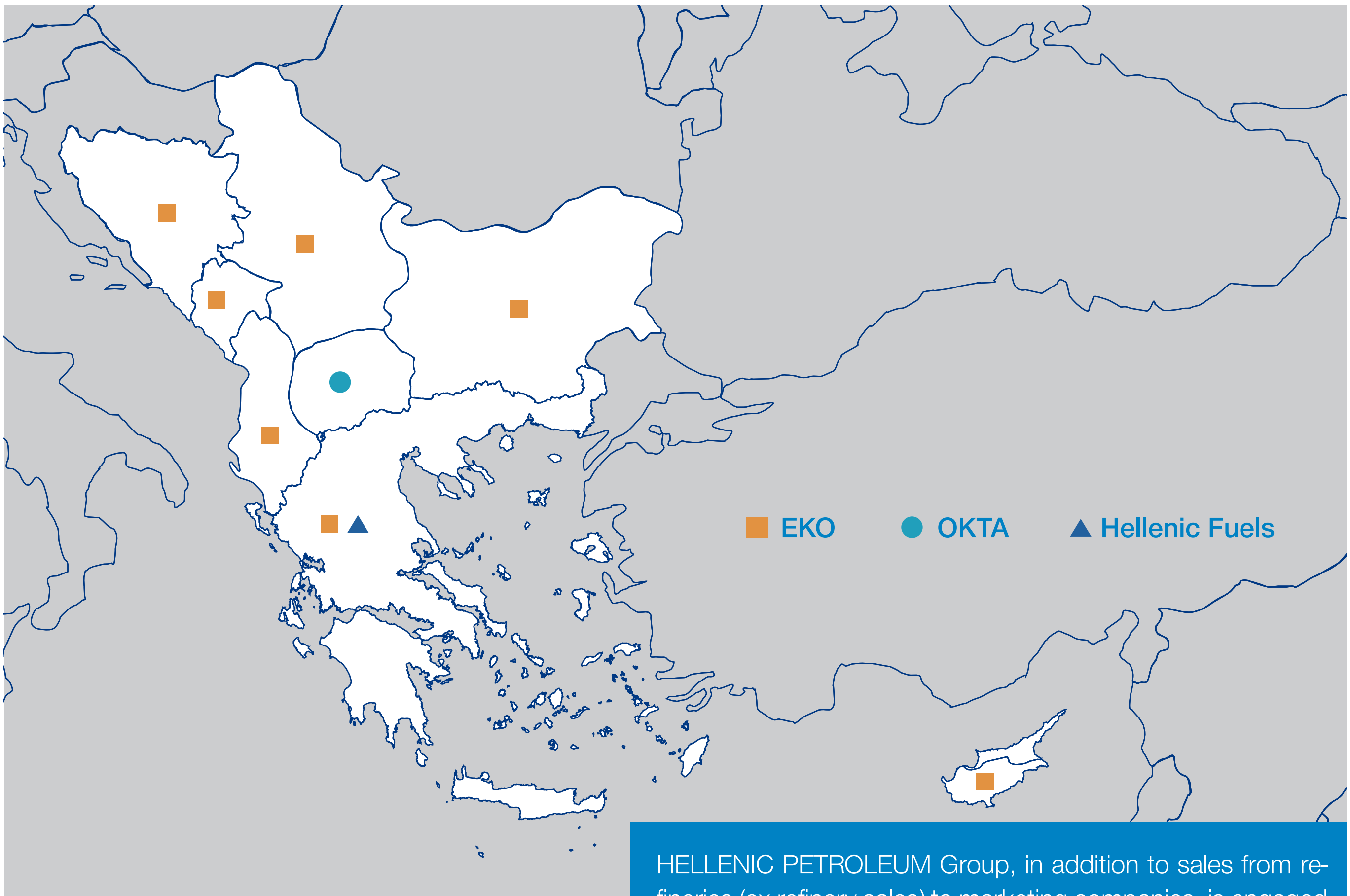
Abroad, refining activity refers to the OKTA refinery in Skopje, of Hydroskimming technology, with an annual nominal capacity of 2.5 million tons. The supply of crude takes place through a pipeline connecting the OKTA to the Thessaloniki refinery, while the refinery's products are sold in the domestic market through marketing companies or exported to neighboring Balkan markets.

The privately owned tanker "Melina" for the transportation of propylene and LPG

Major developments in 2011:

- Improvement of the refineries' operational indicators in the area of health and safety.
- Similar improvements were recorded in environmental impact indicators. The total emissions of sulfur dioxide from the three refineries, despite a significant reduction in emission limits set by the state and by the new environmental regulation, remain (for 2011) about 70% lower than the new quantitative limits.
- CO_2 emissions are interrelated with operational indicators as well as the equipment's level of energy efficiency. Regarding the second part, the refineries have achieved satisfactory improvements, with low investment costs (program DIAS) with positive effects on both the environment and production economics.

Fuels Marketing



HELLENIC PETROLEUM Group, in addition to sales from refineries (ex refinery sales) to marketing companies, is engaged in the distribution of petroleum products (retail) in Greece, through its subsidiaries EKO and HELLENIC FUELS as well as abroad, through its subsidiaries in Cyprus, FYROM, Bulgaria, Serbia, Montenegro and Albania.

Results and key operational indicators

Financial Results (€ m)	2011	2010
Sales	3.953	3.508
EBITDA	54	106
Adjusted EBITDA	66	114
Operational Indicators		
Sales volumes (M/T ΄000) - Total	5.126	5.735
Sales volumes (M/T ΄000) - Greek networks	4.070	4.637
Number of stations - Greece	2.040	2.187
Number of stations - Abroad	294	310
Average daily volumes per station - Greece	3,8	3,9
Average daily volumes per station - Abroad	8,4	8,0

In Greece, the EKO retail network amounts to a total of 1,040 stations, out of a total of 7,000 in the country, while stations operated by HELLENIC FUELS, exceed 1,000 under the trade name of BP. The two companies combine 15 bulk storage and supply terminals, 23 aircraft refueling stations at major airports, 2 LPG bottling plants, and 1 lubricant production and packaging unit. Their market share, taking into account industrial customers, amounts to about 30%.

In 2011, the deteriorating conditions in the Greek market and the reduction in disposable income, led to a reduction in domestic demand, resulting in a significant drop of petroleum products sales across the board. The decrease was more pronounced in auto fuels, exceeding 10%.

The difficult environment left its mark on the Group's marketing companies. The decline in sales reached 8%, with negative effects on profitability. The Group's companies increased the supply of diversified fuels and high value innovative services to the consumer at affordable prices, expanding its range of product offerings.

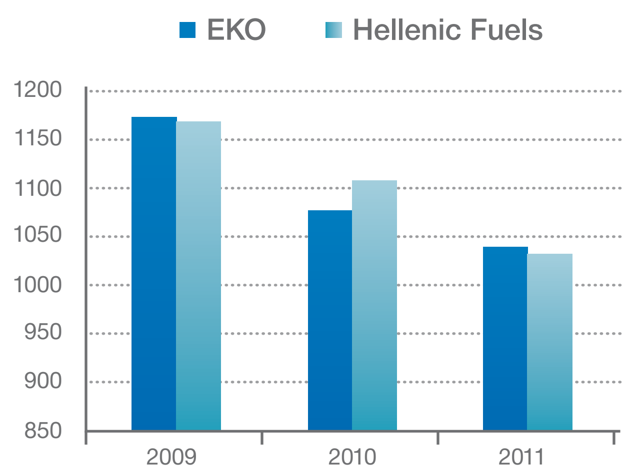
In April 2011, as a response to market conditions, EKO launched a new generation unleaded gasoline, the 95 EKONOMY, increasing its market share. At the end of the year, HELLENIC FUELS (formerly BP) also launched a new product, unleaded gasoline BP ULTIMATE 95, seeking to offer the latest technology in differentiated products to consumers, stabilising its market share. For heating oil, EKO, introduced a new accuracy meter, named MPS, which ensures the delivery of oil to customers in exact amounts.

The aviation business made a significant contribution to domestic marketing profitability due to increased tourist traffic.

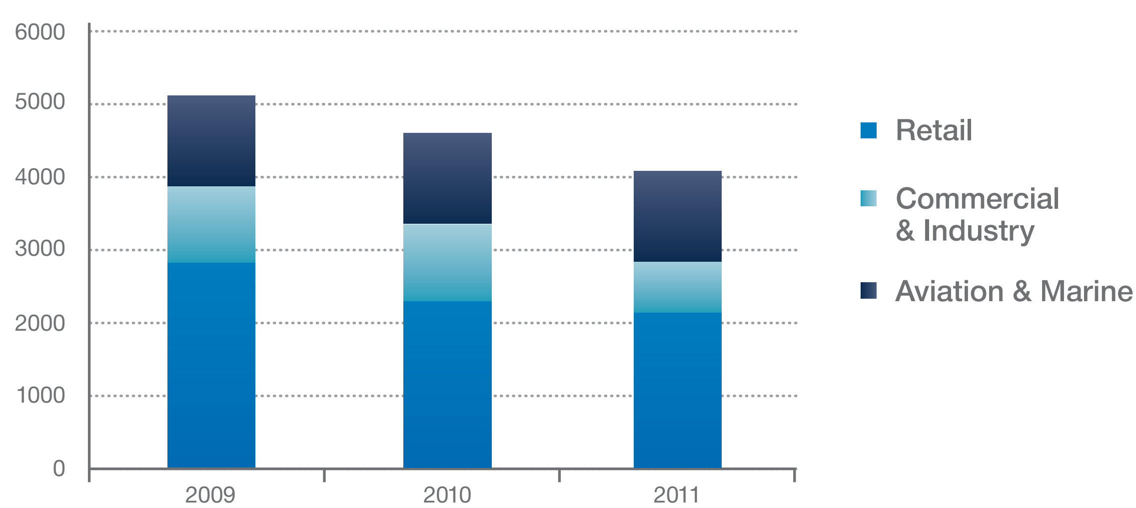
The difficult credit conditions resulted in a further increase in credit risk, as many outlets and customers face problems in raising the necessary capital due to the drop in demand, as well as the weakness in the domestic financial system to supply the market with sufficient liquidity. Changes in the Group's credit policy, before the outbreak of the crisis, and immediate adjustment to new conditions, including the restructuring of the customer portfolio, resulted in a material reduction of exposure to doubtful debts.

Finally, continued efforts were made towards network rationalization, with a gradual decrease of less profitable stations and strengthening of those with a better outlook; synergies implementation between the two networks was accelerated through optimizing distribution, technical support and support functions.

Evolution of EKO and HELLENIC FUELS Retail Network



Domestic Marketing Sales (000 MT)



Abroad, the retail network lists a total of 294 stations. In Cyprus and Montenegro, local subsidiaries Hellenic Petroleum Cyprus and Jugopetrol Kotor respectively, which originate from the acquisition of leading players in the respective markets. In Bulgaria and Serbia, where activities developed through greenfield investments, the Group's subsidiaries EKO Bulgaria and EKO Serbia have recorded rapid growth since 2005 and are now among the top five companies in their markets. In FYROM, a network of 29 stations carries the sign of the Group's OKTA refinery local subsidiary. In Albania, the Group is reviewing its strategic options regarding its presence in that country. In 2011, the Group sold its subsidiary EKO GEORGIA in Georgia in the context of disengaging from non-strategic investments.

All foreign countries where the Group operates were impacted during 2011 by the downturn which affected European economies, thereby reducing overall fuel consumption, compared with the previous year. However, the Group's four main foreign marketing companies succeeded in maintaining or increasing their shares in their respective markets, based on their commercial and promotional activities, as well as improved levels of service and quality, compared with the competition. For the Group's International Activities, 2011 was a year whereby moderate expansion and investment in the renewal of the network took place, where a greater emphasis was placed on strengthening the competitiveness and profitability of our companies.

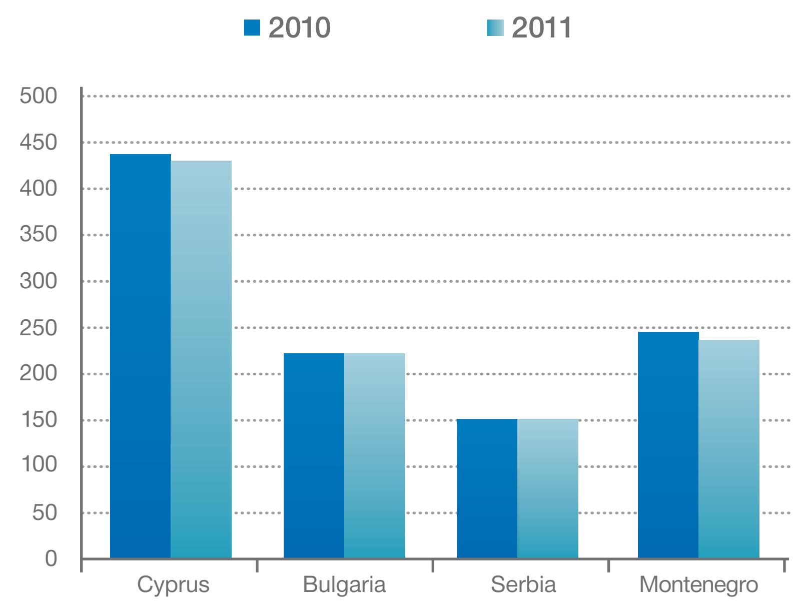
In Cyprus, our companies Hellenic Petroleum Cyprus and Ramoil achieved the budgeted EBITDA target for 2011, increasing their market shares both in retail as well as in wholesale. Market conditions remain difficult, however, and are expected to affect both sales volumes and margins in the near future. The ongoing crisis in the financial sector is causing an economic slowdown affecting particularly important sectors of the fuel market, including automotive, construction and industry segments.

In Bulgaria, EKO Bulgaria has significantly increased volumes and market shares by implementing a targeted and very effective marketing strategy. Profit margins in the Bulgarian market were strongly affected in the second half of 2011, influenced by external factors. The prospects of EKO Bulgaria for next year remain positive. Our company continues to strengthen its presence and activities, maintaining a satisfactory operating performance, despite the overall decrease in the Bulgarian.fuel market.

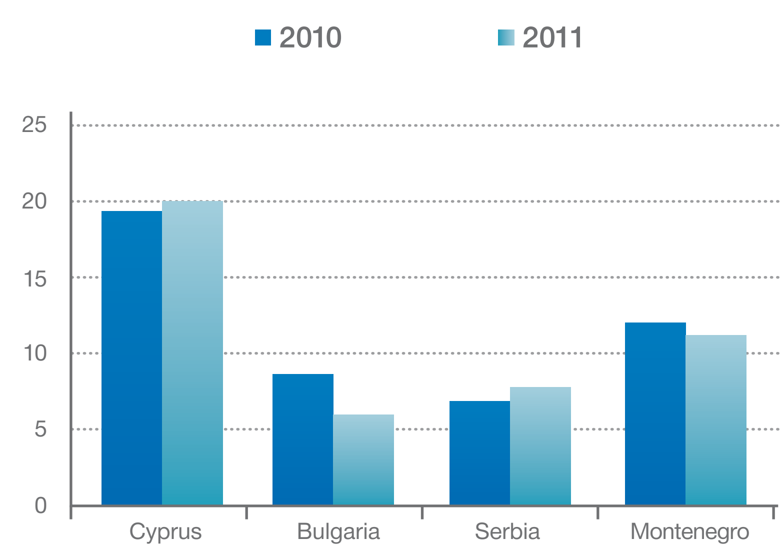
In Serbia, EKO Serbia took advantage of the liberalization of the local fuel market, differentiated products and good cost control, to close the year with significantly improved operating performance, relative to the previous year and targets. The Serbian market remains competitive, while the economy has been affected by general economic conditions and is not expected to see material growth within the next year.

Montenegro is going through a downturn in economic activity, with the exception of tourism, a factor which has weighed heavily on the fuel market in the country. Jugopetrol Kotor, exploiting its economic strength and its leading market position, increased its market shares in 2011, despite the reduction in volumes, compared with the previous year. The unfavorable public finances situation continues to negatively affect the economic activity of the country, especially in construction and manufacturing. Coupled with rising international oil prices, the fuel market in Montenegro is expected to remain under pressure in 2012.

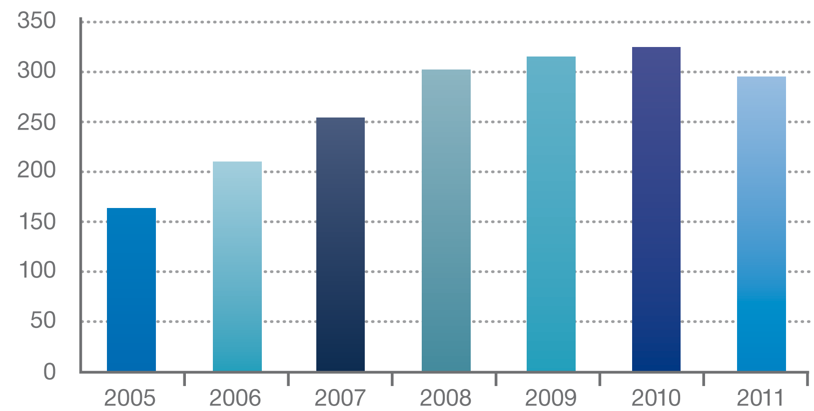
Sales volumes in main international markets (000MT)



EBITDA contribution in main international markets (€ m)



International Marketing Network evolution



Production and Trade of Petrochemicals/Chemicals

Petrochemical activities are primarily focused on the further processing of refinery products such as propylene, polypropylene, minerals and solvents and their marketing in the domestic market. Part of the production process takes place in Aspropyrgos, where propylene is produced, while most of the petrochemical units are located at the Thessaloniki refinery. Note that the production of polypropylene is based on the Basel technology, which is regarded as one of the top internationally.

Based on their contribution to the Group's results, the propylene and polypropylene value chain constitute one of the Group's main activities. Finally, particular importance is given to the export of chemical products, as approximately 60% of sales volume is directed towards the Turkish, Italian and Iberian markets where they are used as raw materials in local industries.

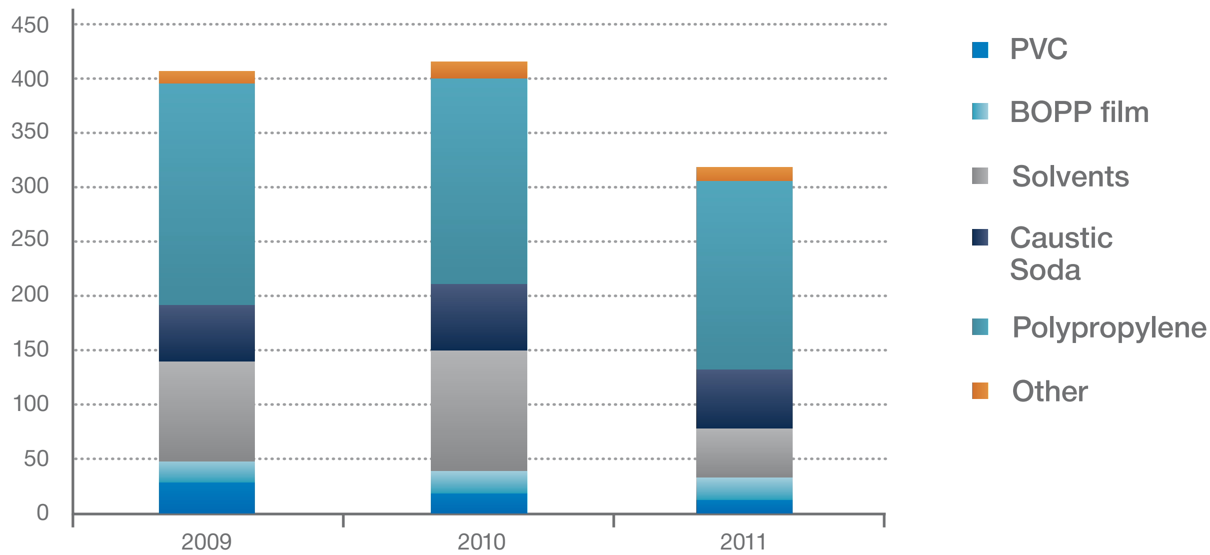
Results and key operational indicators

Financial results (€ m)	**2011**	**2010**
Sales	340	377
EBITDA	37	50
Operation Indicators		
Quantities of Sales (MT ΄000) - Total	314	408
Polypropylene Margin ($/MT)	496	409

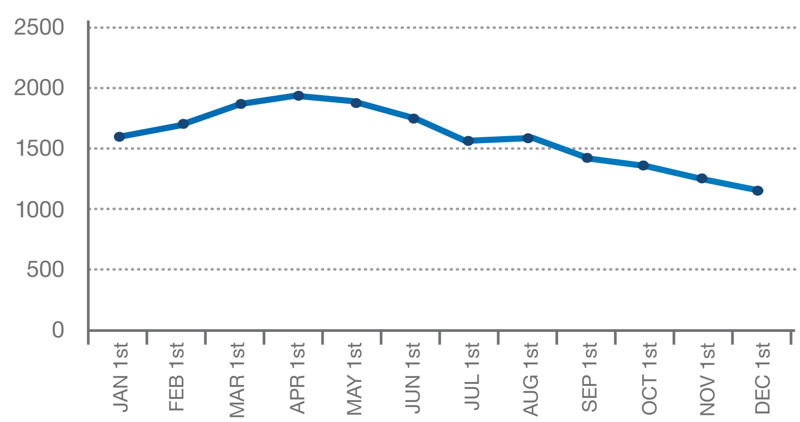
The main points for 2011 were:

- Satisfactory demand conditions and prices in the international Petrochemicals market in the first half of 2011, unlike the second half, where there was a significant decline in prices as a result of sluggish demand and the overall impact of the global economic slowdown. In the Greek market, the economic and credit crisis continued which had adverse effects on the consumption of chemicals and overall marketing activity.
- Despite the crisis in the Greek market, the difficult operating environment in the second half of 2011 and production losses, chemicals results were at satisfactory levels, mainly due to the intensification of the marketing effort and margin optimization.
- Production and sales volumes were affected by the upgrading works and planned maintenance at the Thessaloniki and Aspropyrgos refineries respectively.

Petrochemicals Sales (000 MT)



Polypropylene price evolution 2011 ($/T)



Oil & Gas Exploration and Production

In 2011, the Group's activities focused on Egypt, through the participation in joint ventures in the areas of West Obayed (W. Desert) and Mesaha (Upper Egypt).

Following international bidding in 2010, the Group farmed out 70% of exploration and production rights in the W. Obayed region to VEGAS West Obayed Limited, which also undertook the management of the consortium, in accordance with the Co-management Agreement. This ensures for the company's continued participation in research activities with reduced research risks and costs. The Agreement on the transfer of rights to Vegas was approved by the competent Egyptian authorities on October 12, 2011. The consortium is studying existing research data in order to choose the locations of two new exploratory wells, which it is committed to undertake in 2012.

Given the transfer of the project management to VEGAS, HELLENIC PETROLEUM significantly reduced infrastructure costs and personnel at the office in Cairo.

In the Mesaha region, exploration activities continued with the seismic data processing on the 1,700 km2 region, the assessment of which will be decided upon the first exploration drilling, which is expected to start at the end of 2012.

In view of the Greek State's possible announcement concerning the international tender for the concession rights pertaining to Exploration and Production in areas in western Greece, the Group is evaluating the available technical data in the wider geographical area.

In 2010, the Montenegro government announced that it intends to proceed to offshore concession and requested oil companies to express interest. HELLENIC PETROLEUM participated actively in the process and was accepted by the government of Montenegro to participate in a future round of concessions. In this context, the Group has entered into an agreement with the Italian company Edison, whereby the technical and commercial data will be reviewed, in order for a bid to be made through a joint venture.

Renewable Energy Sources (R.E.S)

HELLENIC PETROLEUM - RENEWABLE ENERGY SOURCES S.A. (HELPE RES S.A.) was founded in 2006 and is a 100% subsidiary company of the Group. The purpose of the company is the production, distribution and trade of renewable energy sources, as well as the participation in other companies for the production, import, distribution and trade of renewable energy.

Since 2006, the company has been active in this field with a 25% stake in BIODIESEL S.A. for the import and trade of biofuels in the Greek market.

In the field of Renewable Energy, HELPE RES has set the goal of developing a portfolio of power plants (wind, solar, small hydro, etc.) in the coming years to help balance greenhouse gas emissions, by reducing the Group's carbon footprint by at least 250,000 tons annually.

Specifically, in terms of its RES portfolio, the Group aims to have at least 100 MW in operation by 2015, through development projects in real estate as well as possible acquisitions of projects in licensing or operation phase, mainly in wind and solar, and other renewable energy sources.

For this purpose, HELPE RES became staffed in 2011 by a small and flexible team of the Group's engineers and executives, who have the know-how and knowledge of the Greek RES market. This group is responsible for implementing the strategy of HELLENIC PETROLEUM in the RES sector.

At present, HELPE RES portfolio includes approximately 80 MW at various licensing stages. Moreover, in collaboration with LARCO Energy, in 2011, HELPE RES founded two companies (in which it has a 51% stake), which submitted to the RAE 5 solar projects with total power capacity of 57.5 MW. In 2012 a further 20 MW are expected to be submitted for photovoltaic, one 20 MW wind plant and a 30 MW.hybrid (wind - hydroelectric).

Engineering

ASPROFOS, a subsidiary of the HELLENIC PETROLEUM Group, is the largest Greek company providing engineering, as well as consulting services in the energy sector in Southeast Europe. It operates in accordance with internationally accepted standards and practices and is certified to ISO 9001:2008 and ELOT1429: 2008. It employs three hundred people who are highly qualified and supports the Group's major investment program, providing a broad range of technical services, project management services and related consultancy services.

Furthermore, as an independent company, it is constantly expanding its business with new customers outside the Group and diversifying its services.

The company has an annual revenue of around € 18 m, primarily for services provided to the HELLENIC PETROLEUM Group and DESFA.

In 2011, ASPROFOS participated in the implementation of the following:

- The modernization of the Elefsina refinery (Upgrade support, Atmospheric Distillation Units, Utility Units and services).
- The Thessaloniki refinery upgrade project (Upgrade support, Amine Unit).
- Projects pertaining to the Aspropyrgos refinery upgrade (tail gas treatment, a new steam generator, waste water treatment plant, modernization of the old pier).
- Various DESFA network and facilities projects (Pipeline Mavrommati-Domvrena-Thisvi, Compressor Station at Nea Messimvria, Pipeline Stefani-Aliveri, 3rd group of Metering and Regulating Stations, Revithoussa LNG Terminal and development of Integrated Project Centric Management System).
- Projects for other customers, with main competitive edge the licensing of biogas and photovoltaic power plants.
- Providing technical consultancy services to the WTV company in Cyprus.

04 Other Major Participations

CCGT Power Plant at Thisvi

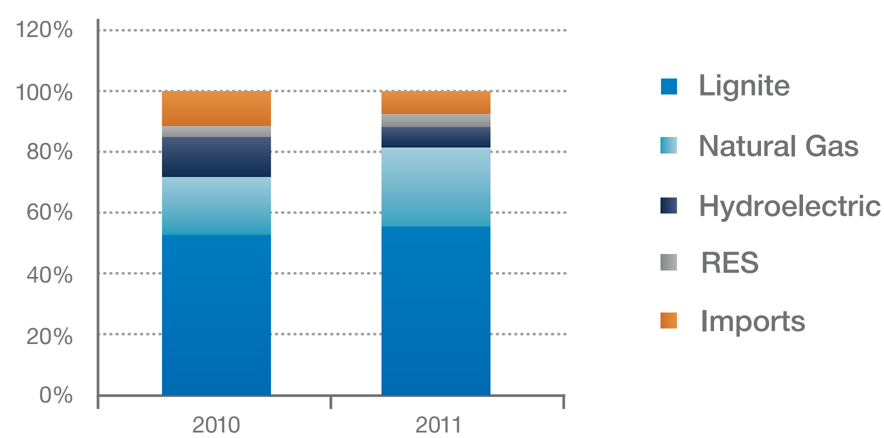
Power Generation and Natural Gas

The Group's activities in the fields of Power Generation and Natural Gas are carried through its participation in ELPEDISON BV and DEPA S.A., respectively. The contribution of the two companies, according to their provisional financial statements, amounted to € 68.7 million, an increase of 122% compared with 2010.

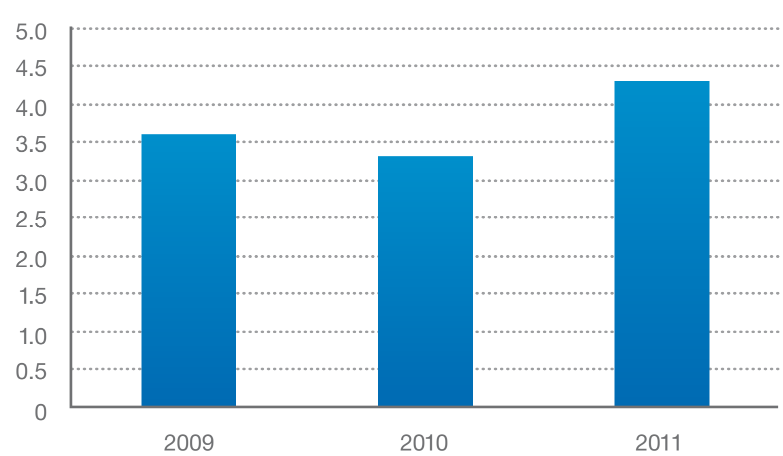
ELPEDISON BV's results were boosted by the favorable outcome of the arbitration with DEPA (on the charges during the shutdown of the unit in Thessaloniki in 2009) and reduced production of the lignite and hydroelectric units.

In 2011, ELPEDISON BV recorded a total net production increase of 133% compared with 2010, mainly due to the launch of its power plant in Thisvi, already in place at the end of 2010, as well as increased production from the Thessaloniki power plant, up by 13% compared to 2010. Also, the average spark spread ranged at higher levels than in 2010, resulting in ELPEDISON's EBITDA reaching € 61m in 2011 (versus € 18 m in 2010).

Energy system mix



DEPA sales volumes (bcm)



DEPA Group results were improved mainly due to increased demand for natural gas, given the increased participation in power generation from CCGT plants. DEPA sales volume increased by 30% compared to last fiscal year.

Based on data provided by the Hellenic Gas Transmission System Operator (DESFA), the demand for natural gas in 2011 in the Greek market amounted to 4.5 bcm, an increase of 21.6% over the previous year.

The Group is also participating in the development of the cross-border gas pipeline in Southeast Europe.

05
Risk Management

Demineralised Water Tank-Elefsina Industrial Installations

The Company's Internal Audit System and Risk Management in relation to the process of preparing the financial statements and financial reporting, includes safeguards and monitoring mechanisms at various levels within the organization, as described below:

Safeguards at the corporate level

Identification, Evaluation, Measurement and Risk Management:

The size and complexity of the Group requires that a complex system be in place for identifying and managing risks, applying to all Group subsidiaries.

The identification and risk assessment takes place mainly during the drafting phase of strategic planning and the annual business plan. The topics that are examined vary depending on market and industry conditions and include, in particular, political developments in the markets where the Group is active or which are important sources of raw materials as well as technology changes, macroeconomic indicators and the competitive environment.

Planning and Monitoring / Budget:

The company is monitored through a detailed budget by activity sector and market. Due to the nature of the activities, the development of the Group's financial results depend largely on exogenous factors such as the international refining environment, crude oil prices and the euro-dollar exchange rate. For this reason, the budget is adjusted periodically to take these changes into account. The company's management monitors the progress of the Group's financial results through regular reports, comparisons with the budget and management team meetings.

Sufficiency of the Internal Audit System:

Management has designed and performs ongoing surveillance activities, which are incorporated into the operation of the Company and which ensure that the internal audit system maintains its effectiveness over time. The company carries out regular individual assessments as to the suitability of the Internal Audit System, which are mainly implemented through the company's Internal Audit Division.

The Company has an independent Internal Audit Division, which, among other things, ensures that the processes of identification and risk management applied by management, are adequate to ensure the effective operation of the Internal Audit System and the quality and reliability of the information provided by management to the Board, regarding the System of Internal Audit. The structure of the Management's Audit Plan is based on performance, which is founded on risk assessment as well as issues that have been identified by Management and the Audit Committee. The Audit Plan itself is submitted to the Audit Committee for approval.

Risk assessment process is carried out regularly and takes into account the assessment conducted by the BoD within the context of company's Risk Management framework.

The adequacy of the Internal Audit System is regularly reviewed by the Audit Committee.

Reports prepared both by Management and the Internal Audit Division provide an assessment of inherent major risks and the Internal Audit System's adequacy in dealing with them. Any identified weaknesses are disclosed in the reports, including the effects that they have had or may have in the future as well as Management's efforts in correcting them.

To ensure the objectivity of the Group's external audit of financial statements, the BoD follows a specific policy and procedure to develop recommendations to the General Assembly to elect a regular auditor. This policy provides, inter alia, the selection of the same auditors for the entire Group, as well as for the auditing of the consolidated financial statements and the fiscal books , and finally electing an auditor of international standing, while safeguarding the independence thereof.

Roles and responsibilities of the Board of Directors:

The role, duties and related responsibilities of the BoD are described in the Company's Internal Operating regulations, which is approved by the BoD.

Prevention and Suppression of financial fraud:

As part of risk management, the areas that are considered high risk for financial fraud are monitored with appropriate controls and safeguards. This refers particularly to the existence of detailed organizational charts, operating regulations (suppliers, oil market, credit, treasury management) as well as detailed procedures and approval limits. Also, apart from audit mechanisms applied by every division, all company's operations are subject to audits by the Internal Audit Department, whose results are presented to the BoD.

Internal Operating Regulations:

The Company has compiled relevant internal regulations, approved by the Board. Within the framework of the Rules, powers and responsibilities of key roles are defined, thus promoting an adequate segregation of duties within the Company.

Group's Code of Conduct

The Company within the scope of good corporate governance, prepared and adopted within 2011, a Code of Ethics, adopted by the company's Board. The Code of Ethics is intended to summarize the principles according to which every person, employee or third party involved in the operation of the Group and each of its collective bodies, must act within their duties. For this reason, the Code is a practical guide to the everyday work of all the Group's employees and third parties working with it.

Safeguards in Information Technology Systems

The Group's Information Technology Division is responsible for implementing the strategy on technology and information technology and staff training to meet any needs that arise. In addition, it is responsible for supporting applications through updating software manuals, in conjunction with external contractors where appropriate.

The Company has developed an adequate framework for monitoring and controlling information systems, which is defined by individual control mechanisms, policies and procedures.

Safeguards for Financial Statements and Financial Reporting

As part of the reporting processes for the Company's financial statements, specific safeguards exist which are related to the use of tools and methodologies based on commonly accepted international practices. The main areas in which the safeguards operate associated with the preparation of the Company's financial reports and financial statements are:

Organisation - Allocation of Responsibilities

- The assignment of responsibilities and powers both for the company's senior management as well as middle and lower level executives, ensures the strengthening of internal control whilst preserving the required separation of duties.

- Adequate staffing of financial services with individuals with the requisite technical knowledge and experience for the responsibilities entrusted to them.

Procedures for Monitoring and Preparing Financial Statements

- The existence of uniform policies and monitoring procedures for the accounting method notified to the Group's subsidiaries, which include definitions, accounting principles used by the Company and its subsidiaries, instructions for the preparation of financial statements and financial reporting, consolidation, etc.

- Automated checks and inspections carried out between different information systems, special accounting treatment is required for the approval of non-recurring transactions.

Procedures to Safeguard Assets

- The existence of safeguards for fixed assets, inventories, cash - checks and other company assets, such as the safeguarding of cash and stocks and the physical inventory valuation and comparison of the measured quantities with those of the accounting books.

- Schedule of monthly physical inventories to verify the balances of actual and accounting inventories and the existence of an analytical manual for conducting the physical measurement of inventory.

Approving Transaction Limits

- Existence of Regulation approval levels (Chart of Authorities), which shows the delegated powers to various officers of the company to conduct specific transactions or acts (e.g. payments, collections, transactions, etc.).

Financial Risk Management

Financial Risk Factors

The Group's activities are focused on oil refining and secondarily in the fields of petrochemicals, exploration and production and electricity generation & trading. Therefore, the Group is exposed to various financial risks such as the fluctuation in the price of petroleum products in the international markets, changes in exchange rates and interest rate, cash flow risks as well as risks pertaining to changes in fair values due to interest rate movements. In line with international practices and within the local market and legal framework, the Group's overall risk management program focuses on reducing potential exposure to market volatility and/or mitigating any negative impact on the financial position of the Group, to the extend feasible.

The management of risks related to the pricing of products are handled by the Commercial Risk Management Service, which includes trade and financial management senior executives while financial risks are managed by the Financial Services Group, always within the approval given by the BoD.

Currency Risk

As the refining industry operates internationally based on the dollar, translating all transactions into local currency, the Group's activities are primarily exposed to risk from fluctuations in the €/$ exchange rate. The strengthening of the dollar against the euro has a positive effect on financial results while in the case of devaluation, both the results and assets (stocks, investments) will be valued at lower levels.

As a partial hedge against the specific risk, a significant part of the financing of the Group is USD denominated, thereby creating offsetting exposure to variations in exchange rates. It is noted however that in the event of a dollar devaluation, the dollar effect on the balance sheet is offset; where an appreciation of the dollar occurs, marking to such loans results in farex losses not offset as stocks continue to be shown on the balance sheet at cost.

Product price fluctuation risk

The Group's core business as a refiner generates two kinds of exposure in product price changes: Exposure to absolute changes in crude oil and petroleum products prices, which affect the value of inventories, and exposure to changes in refining margins, which affect the future cash flows.

In the case of product price fluctuation risk, the level of exposure to the risk refers to falling prices and the inventory is determined at the end of each period, as the Group's policy is to show the stock price at the lowest between cost and net realizable value.

The exposure to changes in refining margins is associated with the level of each refinery's refining margins. These are subject to movements in the Platts reference prices of crude and products which are formed on a daily basis. The margin variation has the respective impact on Group profit.

The Group seeks to hedge part of the exposure against price fluctuations and margins risks, as a percentage ranging from 10% -50% subject to prevailing market conditions.

Cash Flow Risks and Risks associated with Fair Value Changes due to changes in interest rates

Cash flows risks from changes in interest rates originate from the level of the Group funding at variable interest rate. Moreover, because of the long time horizon of investment in sectors where the Group operates, significant increases in interest rates may cause changes in the fair value of these investments through variations in the discount rate.

Credit Risk

Credit risk management is conducted centrally at Group level. Credit risk arises from cash and cash equivalents, deposits with banks, derivative financial instruments, as well as wholesale clients' credit risk, including outstanding amounts from clients and committed transactions. All clients are assessed by the Credit Control Department, in collaboration where necessary, with external rating agencies for their credit worthiness.

Liquidity Risk

Liquidity risk is addressed by ensuring capable and available cash resources as well as adequate credit lines with banks. Due to the dynamic nature of its activities, the Group aims to maintain funding flexibility through credit lines.

Capital Risk Management

The Group's objectives in managing capital are to ensure the continuity of the Group's operations, to maintain the ideal allocation of capital, thereby reducing the cost of capital and increasing value.

In order for the Group to maintain or adjust its capital structure, dividend to shareholders may be adjusted, return capital can be returned or new shares can be issued or assets sold, to reduce debt.

Consistent with the practice followed by the industry, the Group monitors its capital on the basis of the leverage ratio. This ratio is calculated as net debt over total capital employed.

The long term goal is to maintain a leverage ratio of 20% - 45% as strong fluctuations in crude oil prices lead to large variations in debt position. The relatively high leverage ratio in recent years (35% - 40%) is due primarily to the raising of funds through borrowing in order to finance projects to upgrade the refineries, as well as the increase in international prices of crude and petroleum products which increases the capital working needs.

06 Corporate Governance

Employee at Elefsina Industrial Installations

Corporate Governance Statement

Corporate Governance refers to a set of principles which form the basis of the adequate organization, operation, management and control of a company with the long-term goal of maximizing its value and safeguarding the legitimate interests of all those connected with it.

In Greece, the corporate governance framework has developed mainly through the adoption of binding rules, such as Law 3016/2002, which requires the participation of non-executive and independent non-executive members of the Board of Greek listed companies, the establishment and operation of an internal audit unit and adopting internal rules of procedure. In addition, a number of other legislative acts incorporated in the Greek legal framework for European company law directives, creating new rules of corporate governance, such as Law 3693/2008, require the establishment of audit committees, as well as significant reporting obligations regarding the ownership and governance of a company, Law 3884/2010 relating to rights of shareholders and additional corporate disclosure obligations to shareholders in preparation of the General Assembly and the Law 3873/2010, transposed into Greek law Directive 2006/46/EC of the European Union, regarding certain types of annual and consolidated accounts. Finally, in Greece, like in most other countries, the Law on public limited companies (Law 2190/1920, which is amended by several of the above provisions of the) contains the basic rules of governance.

Code of Corporate Governance

The Company has voluntarily decided to adopt the Hellenic Federation of Enterprises' Code of Corporate Governance (SEV) for Listed Companies (hereinafter referred to as «Code»). This Code can be found on the SEV website: http://www.sev.org.gr/Uploads/pdf/KED_TELIKO_JAN2011.pdf

Apart from the SEV website, the code is available to all staff via the company's internal website and in printed form at the both the Group's General Finance and General HR & Administration Services Divisions.

Deviations from the Code of Corporate Governance

The company, upon occasion, deviates or does not apply in its entiety certain provisions of the Code, in respect to:

- The Board's size and composition.
- The role and required prerequisites for the Board's Chairman.
- The nomination of the Board's members.
- The general operation and evaluation of the Board.
- The Internal Controls Audit System.
- The level and structure of compensation.
- The General Meeting of shareholders.

Corporate Governance Practices in addition to the provisions of the Law.

The Company over the course of implementing a structured and adequate corporate governance system has implemented specific practices of good corporate governance, some of which are those provided by the relevant laws (Codified Law 2190/1920 as amended, 3016/2002 and 3693/2008).

Specifically, the Company has applied the following additional corporate governance practices, which all relate to the size, composition, functions and general operation of the Board:

Due to the nature and purpose of the Company, the complexity of issues and the Group's necessary legal support, which includes many activities and subsidiaries in Greece and abroad, the Board - the number of whose members is thirteen (13), i.e. ten (10) more than the minimum required by law – in order to better perform its role, has set up committees consisting of members with advisory, supervisory or approval responsibilities. These committees are listed briefly below (a detailed reference to these can be found under "Other Board Committees" at the end of the statement):

I. Investment Committee

II. Oil Products Procurement Committee

III. Financial and Financial Planning Committee

IV. Major Infrastructure Procurement Regulations Committee

V. Labour Issues Committee

VI. Compensation and Succession Planning Committee

VII. Audit Committee Law. 3693/2008

In addition to the above Board committees, executive and non executive committees have been set up and are in place, mainly advisory in nature, composed of senior company executives and designed to assist Management. The main committees include:

I. Group Executive Committee

II. Strategic Planning and Development Committee

III. Group Credit Committee

IV. Investment Evaluation Committee

V. Human Resources Committee

VI. Executive Technical Committee

VII. Executive Trading Committee

The Board has adopted the provisions in the Company's Internal Operating Regulations on the share trading ban concerning the Chairman of the Board, CEO and board members if they have a Board Chairman or CEO related undertaking. It has also adopted Monitoring and Public Notification procedures of significant holdings and transactions in shares, and monitoring and public disclosure of transactions and economic activities with key customers and suppliers of the company.

The General Assembly and the Rights of Shareholders

The role, responsibilities, convening, participation, the ordinary and extraordinary quorum and a majority of participants, the Chairmanship, the agenda and the overall functioning of the General Meeting of shareholders of the Company described in the Articles of Association, as it has been updated under the provisions of L.2190/1920, as amended, applies (with the integration of N.3884/2010 on minority interests).

Shareholders must prove their shareholder status and number of shares held by the exercise of the right. Such evidence is also supported by an attestation from the organization which records the relevant securities or the certification of shareholder status through direct electronic connection.

Composition and Operation of the Board of Directors, Supervisory Bodies and Company Committees

Board of Directors (BoD)

The Company is managed by 13 members of the Board for a term of 5 years ending on 14/5/2013, namely:

Christos - Alexis Komninos	Chairman, Executive Board member *Greek State Representative*
Ioannis Costopoulos	CEO, Executive Board member *Greek State Representative*
Theodoros - Achilleas Vardas	Executive Board member *Representative of Paneuropean Oil and Industrial Holdings*
Alexios Athanasopoulos	Non-executive board member *Employees' Representative*
Demokritos Amallos	Non-executive Board member *Greek State Representative*
George Kallimopoulos	Non-executive Board member *Representative of Paneuropean Oil and Industrial Holdings*
Alexander Katsiotis	Non-executive Board member *Greek State Representative*
Dimitris Lalas	Non-executive Board member *Greek State Representative*
Gerasimos Lahanas	Non-executive Board member *Greek State Representative*
Panagiotis Ofthalmidis	Non-executive Board member *Employees' Representative*
Theodoros Pantalakis	Non-executive Board member *Minority shareholders' Representative*
Spiridon Pantelias	Non-executive Board member *Minority shareholders' Representative*
Ioannis Sergopoulos	Non-executive Board member *Greek State Representative*

The Board met seventeen (17) times in 2011 and attended the meetings of all members, either in person or by proxy.

Roles and responsibilities of the BoD

The Board of Directors is the supreme governing body of the Company and primarily sets the strategy and development policy and supervises and controls the administration of the Company's assets. The composition and status of the members of the Board are established by the Law and the Articles of Association. The obligation and foremost duty of the board members is the constant pursuit of enhancing the Company's long-term economic value and the protection of the general corporate interest.

To achieve the Company's corporate objectives and smooth operation, the Board may delegate some of its powers, except those that require collective action, as well as the management, administration or management of the affairs or the representation to the Company's Chairman of the Board, the CEO, to one or more members (and non-executive members) or to managers or officers of the Company. Board members and any third party entrusted with responsibilities by the Board are prohibited to pursue his/her own interests against the interests of the Company. Members of the Board and any third party entrusted with responsibilities must promptly disclose to the other members of the Board, their own interests, which may arise from Company transactions, whilst they are in office as well as any other conflict of their own interests with those of the Company or affiliates within the meaning of art. 42 (e), paragraph 5 of Codified Law 2190/1920 that arise in the course of their duties.

Indicatively, the BoD, approves, upon the recommendation of the CEO:

I. The Company and Group's Business Plan(s).

II. The Company and Group's Annual Business Plan and Budget.

III. Any necessary changes in the Annual Business Plan and Budget.

IV. Annual report on the Company's transactions with its affiliates according to art. 42 (e), paragraph. 5Codified Law.2190/20.

V. The Company and Group's Annual Report.

VI. VI. Establishing or participation in a company or consortium, acquisition of a company, establishment or elimination of facilities, amounting in each case to more than € 1 m.

VII. Agreements to participate in joint exploration and production of hydrocarbons.

VIII. The permanent closure of a plant.

IX. The regulations governing the operation of the Company and its amendments.

X. The basic organizational structure of the Company and its amendments.

XI. Responsibilities of Directors up to first tier and amendments.

XII. The appointment/revocation and remuneration of the Group and Company's first tier Directors and General Managers and the Head of the Internal Audit Unit.

XIII. The Collective Labour Agreement.

XIV. Internal Operating Regulations.

XV. Determining the terms of the Company's remuneration policy.

XVI. The recruitment procedure for Company Directors and their performance evaluation.

XVII. Whatever else is foreseen by the regulations of the Company, in force.

Executive and non-executive members of the Board

The Board during its constitution as a body, defines the status and responsibilities of members as executive and non-executive. The number of non-executive board members cannot be less than 1/3 of the total number of members.

Chairman of the Board

The Chairman of the Board represents the Company before the Courts and each Authority, heads and conducts the meetings of the Board and acts out of any jurisdiction as provided by the law, the Statute and Internal Regulations.

CEO

The CEO is the senior executive of the Company. The CEO presides over all departments of the Company and directs their work. As part of Business Planning and regulations and decisions of the Board governing the operation of the Company, he shall take all necessary decisions, submitting suggestions and recommendations necessary for achieving the objectives of the Company to the Board.

Audit Committee

The Company has established an Audit Committee, appointed by the General Meeting of shareholders transferred from the pre-existing Committee on Finance and Economic Planning. The Committee has the following responsibilities:

- To oversee the process of financial monitoring, to ensure that the Company's financial statements are reliable and to review key points in the financial statements that involve significant judgements and estimates in terms of management.
- To monitor the effective operation of internal controls framework and risk management.
- To ensure that the Company's Internal Audit functions properly.
- To monitor the progress of the financial statements' regular auditing.
- To monitor issues that may arise in conjunction with the existence and maintenance of an Auditor's objectivity and independence, particularly in terms of possible non-audit services provided.

Remuneration and Succession Planning Committee

The Company has established a Remuneration and Succession Planning Committee, with the following responsibilities:

- Suggests the principles on the Company's compensation and benefits policy for executives, upon which the CEO's decisions will be based.
- Proposes the currently followed policy concerning the compensation and benefits upon which the Board's decisions will be based.
- Proposes total remunerations to the CEO (fixed and variable – including stock option) of non-executive members of the Board and senior Company executives.
- Recommends to the BoD and thereby the General Meeting of shareholders, the total remuneration of the Chairman of the Board and the CEO.
- Ensures, at any time, the appropriate succession of Company General Managers and Directors and makes necessary recommendations to the Board.

Other Board of Director Committees

The task of the Board, within the above framework to strengthen corporate governance structures, is assisted by other committees, appointed by its decision. Specifically, the current committees are the following:

- The Investment Committee, whose task is to advise the Board on matters of investment implementation. The advice made to the Board is made following a discussion with responsible Company executives and the processing of proposals and related documents relating to investments.

- The Petroleum Products Supply Committee, with the main responsibilities of awarding tenders and approval of crude supplies, after a unanimous decision (of the members of the Committee), between two meetings of the Board for the purchase, sale and transportation of crude oil and products thereof (over € 100 m).

- The Committee on Financial and Economic Planning, whose task is to examine, in cooperation with the General Finance Division and auditors, the annual audit checks, address issues of appointment, tenure or termination of auditors, receive updates by the CEO, General Finance Division and auditors on significant risks or exposures and assess the measures taken or to be taken to minimize the company's risk; furthermore to assess, in collaboration with the CEO and auditors, the separate and consolidated financial statements and relevant appendices, as well as the quarterly and half yearly statements, when necessary, before submission to the Board and determine any changes in areas requiring special judgment decisions, significant adjustments resulting from the audit, compliance with accounting principles and practices, compliance with laws and rules of the Stock Exchange and finally to examine the financial planning of the Company.

- The Procurement Rules for Major Projects Committee's task, is to approve orders of €10-40 m for projects to upgrade the Elefsina and Thessaloniki refineries.

- The Committee on Labour Affairs, which is competent to rule as a secondary controlling body for all appeals against disciplinary penalties imposed by the Company's competent disciplinary body.

Management

Ch. Komninos

Chairman of the BoD

He graduated from the Technical University of Istanbul (I.T.U.) with the degree of MSc in Chemical Engineering.

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.

Since December 2011 he is the Chairman of the BoD in HELLENIC PETROLEUM S.A. as well as in the marketing subsidiaries EKO S.A. and HELLENIC FUELS S.A.

J. Costopoulos

Chief Executive Officer

Mr. Costopoulos holds a BSc Honours in Economics from the University of Southampton, U.K. and a MBA from the University of Chicago, U.S.A.

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 organizational change projects.

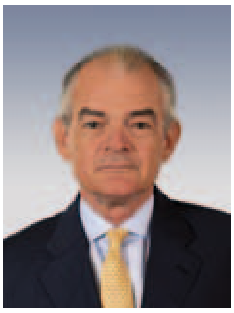
Returning to Greece in 1991, he assumed a number of senior management positions: CEO of Diageo’s-Metaxa S.A. (1991-1997). CEO of Johnson & Johnson Hellas S.A. and Regional Director of Johnson & Johnson Central and Eastern Europe (1998 – 2000). From 2001 to 2003 he was Vice Chairman and CEO of Petrola Hellas S.A., an Athens stock exchange-listed merchant oil refiner.

From 2003, after the merger of Petrola Hellas S.A. to HELLENIC PETROLEUM SA, he joined the Company’s Board of Directors. In June 2006 he became an Executive Board member and in December 2007 he was appointed Chief Executive Officer of HELLENIC PETROLEUM S.A.

He is a Board member of EKO S.A. and HELLENIC FUELS S.A. - the Group’s marketing subsidiaries, and he serves on the BoD of Elpedison -the Group’s power generation subsidiary / JV with Edison.

He currently serves on the Boards of the Hellenic Federation of Enterprises (SEV), of the Hellenic-American Chamber of Commerce and of “Fourlis Holdings S.A.”.

Management



Th. Vardas

Executive Board Member

Chemical Engineer at the Swiss Federal Institute of Technology of Zurich. He received his PhD from the Systems Engineering Department of the School of Chemical Engineering of the same Institute.

He began his professional career in 1979 in the Latsis Group of Companies, where he initially held various strategic positions and in 1981 was appointed General Manager of Oil Supply and Trading. From 1988 until 2003 he was Deputy Managing Director and Member of the Board of Directors of PETROLA HELLAS S.A. From 1999 until 2003 he was also Member of the Board of Directors of PAPASTRATOS S.A. From October 2003 he is a Member of the Board of Directors and Advisor to the Management of HELLENIC PETROLEUM S.A. Since May 2004 he is a Member of the Board of Directors of DEPA S.A. Since 2007 he is an Executive Member of the Board of HELLENIC PETROLEUM S.A.

P. Karalis

General Manager
International Marketing

Chemical Engineer (BSc.) graduated from N. Carolina University, U.S.A. He also holds graduate degrees (MSc.) and (MBA) from the Universities of Ohio and Houston respectively, in the U.S.A.

From 1980 to 1983 he worked at ESSO PAPPAS, as a Production Engineer. From 1983 to 1985, he worked at ASPROFOS S.A. as a Process Engineer. From 1985 to 1997, he took a number of managerial positions at EKO. From 1997 to 1999, he was Director of Supply & Logistics in the former EKO ELDA S.A. From 2000 to 2002 he worked in ELPET BALKANIKI, as the CEO of the Hellenic Petroleum Refinery in OKTA, Skopje. For the next two years, he was assigned the role of Quality Assurance Manager, Internal Control & Security, while from 2004 to 2010, he was General Manager of Human Resources & Administration for HELLENIC PETROLEUM S.A. From 2010 to today he is General Manager of International Marketing.

A. Kokotos

General Manager, HR &
Administation Services

Chemical Engineer, graduated from the Timisoara Poytechnic, Romania.

In 1989 he joined the former ELDA S.A., where he held various roles until 1998. From 1998 to 2001, he served as Support Manager and Director of Human Resources for the parent company HELLENIC PETROLEUM S.A. From 2001 to 2004, he undertook various managerial positions in the areas of organization and human resources management at the Public Gas Corporation (DEPA S.A.). From 2004 to 2010, once again he took over managerial duties at the parent corporation, as Director of Administrative Services & Personnel at the Maroussi offices and CSR Director at the Elefsina refinery. From 2010 to today, he is General Manager of Human Resources & Administration Services.

S. Kyriakopoulos

General Manager of Refineries

Chemical Engineer, graduated from National Technical University of Athens. He begun his career in the Chemical Sector in 1978 (Infokarta S.A.). He joined HELLENIC PETROLEUM S.A. (former ELDA) in 1985. He was employed in various departments and in 1993 he was promoted to Deputy Production Manager of Aspropyrgos Refinery. In 1998 he took the position of Production Manager. From January 2003 till January 2005 he undertook his duties as Managing Director of Hellenic Petroleum Cyprus Ltd. In January 2005 he took on responsibility as Refining General Manager.

C. Panas

General Manager Supply and Trading

Chemical engineer graduated from the NTUA and has a 23 years experience in the oil business. He joined EKO in 1989, as an engineer at the Thessaloniki refinery Planning Department. In 1996, he moved to DEP S.A. (Public Petroleum Corporation) as Head of the Corporate Planning Department. In 1998, he became Director of Corporate Planning and Business Development in HELLENIC PETROLEUM S.A. and in 2007 Director of Supply and International Trading. In 2010, he was appointed General Manager of Oil Supply and Trading.

D. Routsis

General Manager South Refining Hub

Chemical Engineer graduated from the National Technical University.

In 1979 he joined PETROLA HELLAS S.A., where he held various managerial positions until 1996. From 1996 to 2003 he took on managerial duties at the Elefsina refinery as Logistics Director and Operations Manager. In 2003, after the merger of PETROLA HELLAS S.A. with HELLENIC PETROLEUM S.A. and until 2008, he was Director of the Elefsina and Aspropyrgos refineries. From 2008 to today, he is General Manager of Group's Southern Industrial Installations.

A. Shiamishis

Chief Financial Officer

HELPE Group Chief Financial Officer. He holds an Economics degree (Econometrics) from the University of Essex and is a member (F.C.A.) of the Institute of Chartered Accountants in England and Wales. He began his career in 1989 at KPMG in London specializing in the banking sector. During 1993 - 1998 he worked as an Executive and then as a Finance and Customer Services Director in METAXA, a DIAGEO Group subsidiary. In 1998 he assumed the position of Regional Finance and Business Development Director responsible for Middle East and North Africa region of Pillsbury Company (DIAGEO Group). During 2000-2002 he worked as Chief Financial Officer for LEVENTIS Group listed Company. In 2003 he joined PETROLA HELLAS as a CFO & IT Director and after the merger with HELLENIC PETROLEUM S.A., since 2004 has the position of the Group CFO and the member of the Group Executive Committee. He participates in several Committees and Boards (EKO S.A., Hellenic Fuels S.A., DEPA S.A., etc) and since July 2010 he has also the responsibility of supervising the International Marketing Activities of the Group. He is a member of the Greek Economic Chamber as well as of the Corporate Finance Faculty of ICAEW.

N. Skandalis

Chief Technical Officer

Chemical Engineer graduated from the National Technical University.

He began his professional career in 1980 as a Production Engineer in the Department of Production Lubricants and Support Services at Motor Oil Hellas at the company's refinery at Corinth.

From 1982 to 1983 he worked at the former ELDA S.A. as a Production Engineer in the Refining Units Department and Planning Engineer at the Business Analysis Department. From 1983 to 1985 he worked as a Process Engineer at the subsidiary ASPROFOS, designing the Aspropyrgos upgrade project.

From 1985 to 1990, he took several positions of responsibility in the former ELDA S.A. After the creation of HELLENIC PETROLEUM, he became Director of the Aspropyrgos Industrial Installations Division (1998-2003), General Manager of Refining (2003-2004), Technical Advisor to the Management (2005-2009) and General Manager of Major Projects (2009 - 2010). From 2010 to today, he is Chief Technical Officer and Vice President of the Boards of ASPROFOS S.A. and DIAXON S.A.

I. Psichogios

Chief Executive Officer EKO and HELLENIC FUELS

Chemical Engineer graduated from the National Technical University with a Masters in Business Administration.

He began his professional career in 1985 at the Aspropyrgos Refinery as a Production Engineer. After his placements throughout the administrative hierarchy, in 2003 he became the Refinery Manager. During the period 2005-2008, he was CEO of OKTA in Skopje, and from 2008 to 2010 he was acting Director of Organisation and Development for the Group's refineries.

From February 2010 until the present, he has been CEO of EKO S.A. and from March 2011, he is also CEO of HELLENIC FUELS S.A. (formerly BP).

Since March 2011 he is Chairman of the Hellenic Marketing Companies Association.

07
Additional Information

A view of Aspropyrgos Industrial Installations

Social Product

HELLENIC PETROLEUM has defined its "interested parties" (social partners and stakeholders) with which it communicates, converses or cooperates or who have a direct/indirect interest in its operations.

The interested parties include:

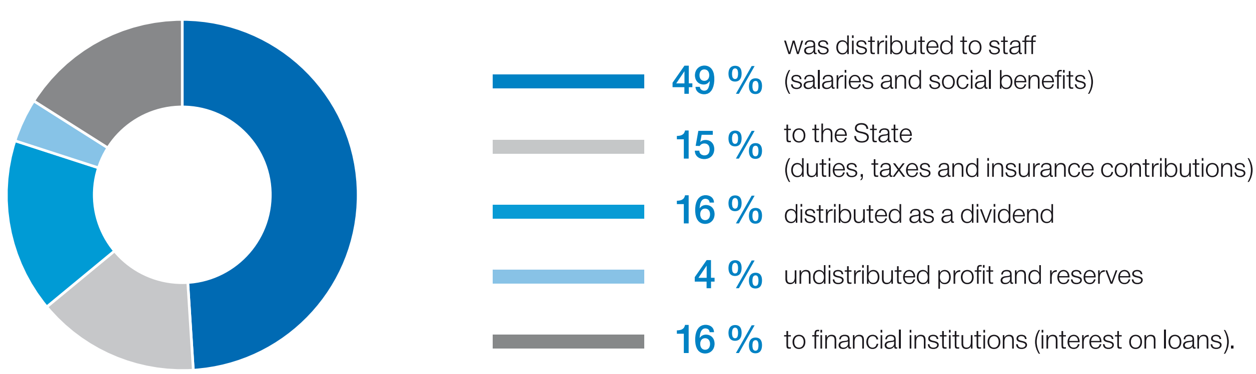
- Shareholders/investors
- Customers
- Employees
- Suppliers
- Society

The Company's strategy and all of its actions aim at establishing relationships with the above stakeholders, so the company can respond (comply) with their needs and minimize the risks associated with its reputation and its operation whilst exploiting the competitive advantages created by these synergies.

HELLENIC PETROLEUM defines a social product as the financial contribution made to our key stakeholders and towards society. The Group, while implementing its strategy and operations, invests significantly and helps improve the country's economics, creating additional secondary and tertiary income. This creates jobs, improves personnel skills, upgrades human resources, reduces dependence on foreign companies - through major investments in new products and provides funds for social security and the public sector.

In 2011, the Group's turnover was € 9,308 m (2010: € 8,477 m) and social product worth € 577 m, (2010: € 700 m) was distributed as follows:

Social Product Distribution



Note that the above does not include the levies and duties for product purchases of the marketing companies EKO and HELLENIC FUELS. Including these, the Group's social product for 2011 amounted to € 1,886 m (2010: € 2,350 m) HELLENIC FUELS. Including these levies and duties, the Group's social product for 2011 amounted to € 1,886 m (2010: € 2,350 m).

HELLENIC PETROLEUM in the Capital Markets

Main Info

HELLENIC PETROLEUM's shares are traded on the Athens and London stock exchanges, the latter in the form of Global Depositary Receipts (GDRs).

The Company's share capital amounts to € 666,284,703.30 divided into 305,635,185 shares with a nominal value € 2.18 each. The rights of the Company's shareholders, arising from their shares, are proportionate to the percentage of capital, which corresponds to the paid-in share value. All shares have the same rights and obligations, and each share carries all rights and obligations under the Law and the Articles of Association.

The liability of shareholders is limited to the value of shares held.

The Company's shares are traded in the General Category (Main Market), at the Athens Stock Exchange.

The shares of HELLENIC PETROLEUM participate with significant weighting in the ASE General Index, the FTSE / ASE 20, and a number of other indices such as the FTSE / ASE Oil-Gas Index, the FTSE / Med 100, the Greece - Turkey price 30 Index and the Global X FTSE Greece 20 ETF. It also participates in the Dow Jones Stoxx and MSCI-Greece indexes.

Share Symbol:

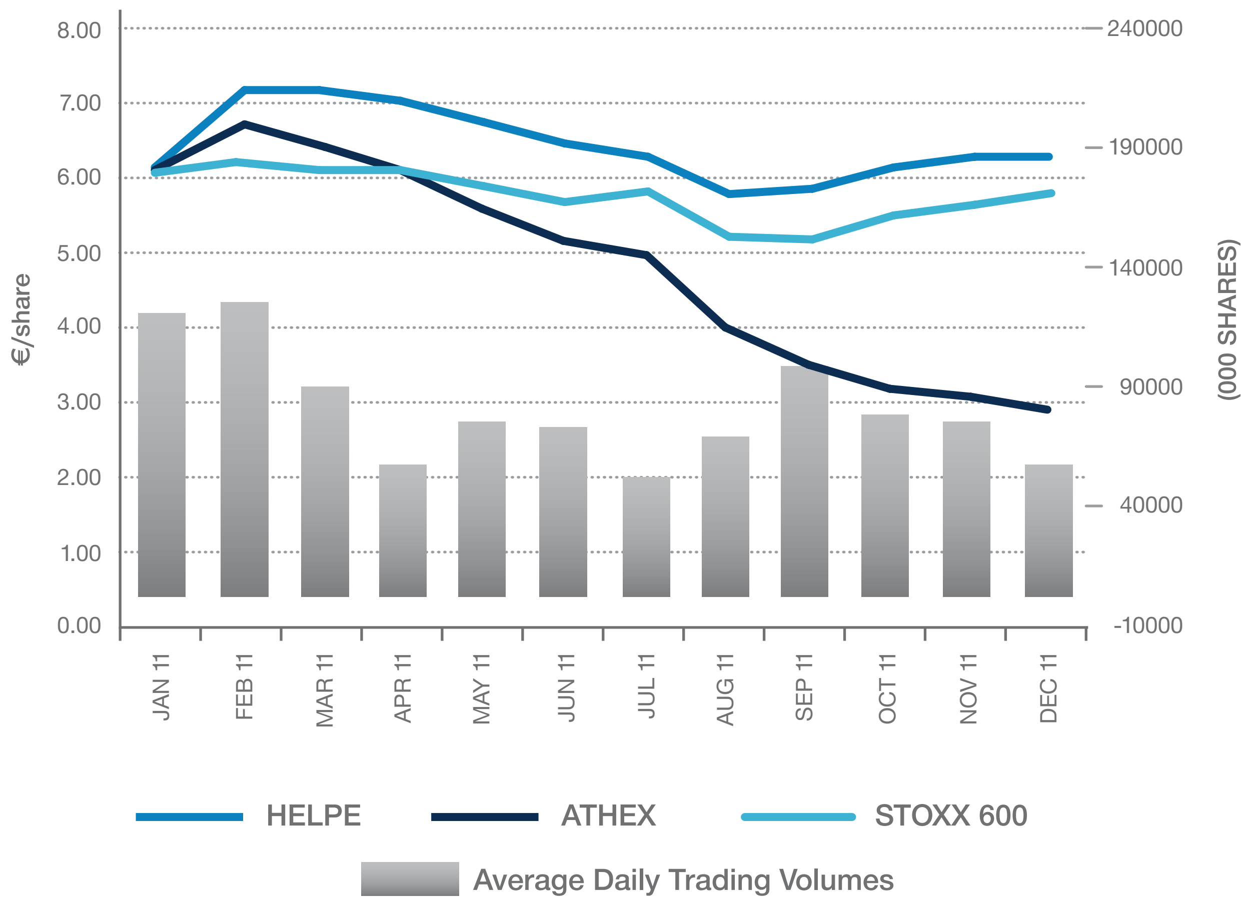
OASIS	ELPE
Reuters	HEPr.AT
Bloomberg	ELPE:GA

Share price evolution

In 2011 the Greek stock market recorded its second worst performance over the course of the last 20 years whereby the General Index closed at 690 points recording significant losses of 51.88%.

Of the shares that comprise the FTSE / ASE 20 Index, the only company that showed positive performance was that of HELLENIC PETROLEUM, which ended the year on 30/12/2011 at € 6.37, or an increase of 9% compared with 2010, while the average share price stood at € 6.53 or 3.2% lower year-on-year. The stock also outperformed in total against independent refiners in Greece and abroad, as well as the Stoxx 600 Oil & Gas Index.

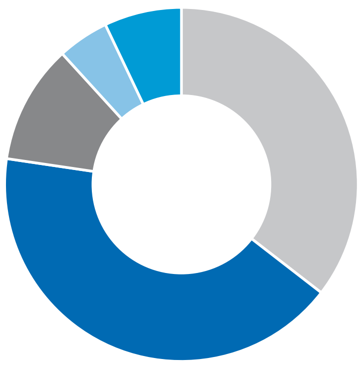
HELLENIC PETROLEUM'S comparative share performance against the ASE General Index and the STOXX 600 Oil and Gas –Trading volumes



HELLENIC PETROLEUM, with a market capitalization amounting to € 1.9 bn on 31.12.2011, ranked among the top three companies listed on the Athens Stock Exchange in 2011.

Stock data, fiscal year 2011	
Average price	€ 6,53
Lowest price	€ 5,19
Highest price	€ 7,68
Average daily trading volume	80.627 pcs
Average daily turnover	€ 528,472
Preferred share dividends for the fiscal year 2011	€ 0,45

Shareholder composition



41,855 % Paneuropean Oil & Industrial Holdings S.A.
127.924.042

35,477 % Greek State
108.430.304

4,697 % Institutional Investors-Foreigners
14.354.364

10,892 % Institutional Investors-Greek
33.289.016

7,080 % Retail Investors
21.637.459

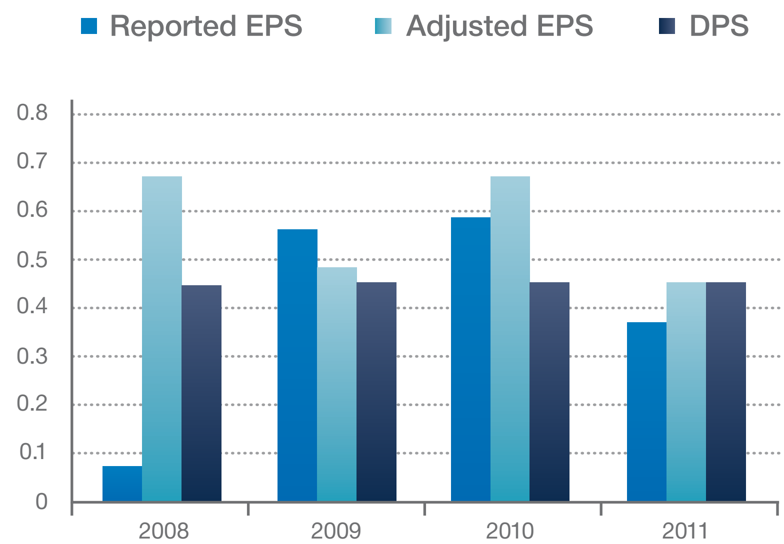
Distribution of Shareholding Structure

Number of shares band	Number of shareholders	% of total	Number of shares	% of total
<=1,000	84,701	95.20	10,988,621	3.60
1,001 - 10,000	3,902	4.39	8,749,288	2.86
10,001 - 100,000	280	0.31	8,172,732	2.67
100,001 - 1,000,000	80	0.09	21,560,910	7.05
>1,000,000	9	0.01	256,163,634	83.82
Total	**88,972**	**100**	**305,635,185**	**100**

Dividend policy

The Board proposal to the Annual General Meeting is to maintain the total dividend for 2011 of € 0.45 per share, as in the previous year, given the profitability and projections for 2012, maintaining the Company's highly competitive dividend yield in relation to both the domestic large-capitalisation and the European refining industry. The above dividend is subject to deductions and taxes in accordance with the applicable provisions.

Profits and Dividend per share 2008-2011 (€/share)



Investor Relations Services

The Company seeks to fully and fairly inform shareholders in Greece and abroad, through a variety of communication channels, continuously expanding the range of information to the investment community.

During 2011, the Company's management held meetings and presentations concerning its progress, prospects and strategy to analysts and fund managers in Greece and abroad, including tours of the Company's and its subsidiaries industrial facilities, the most important of which appear in the following table:

DATE	EVENT	COUNTRY	ORGANISOR
16.05.2011	Pan Europe Forum	London	Cheuvreux
16.06.2011	Presentation to Greek Institutional Investors	Athens	Alpha Finance
02.06.2011	3rd Annual Greek Roadshow	New York	HELEX
08.09.2011	6th Annual Greek Roadshow	London	HELEX
04.10.2011	Analyst Day (Visit to Elefsina Refinery and Thisvi Plant)	Athens	HELLENIC PETROLEM S.A.
01.12.2011	Refining Conference	London	Barclays Capital

In addition, every quarter, through regular press conferences, the Company announces its financial results and issues financial statements and press releases, published in the Greek and international press.

The annual corporate publications include the Annual Report, the Annual Fiscal Report and the Sustainability Report.

Stock coverage

The number of international brokerage firms covering the stock increased in 2011 by three, reflecting the increased interest in HELLENIC PETROLEUM. The total number of analysts covering the stock on 31 December 2011, amount to twelve (12).

Greek Firms	Analyst	Foreign Firms	Analyst
Alpha Finance	Katsenos N.	Barclays Capital	Rainforth L.
Marfin	Roumantzis V.	Citi	Exarchou I.
NBG Sec	Labate V.	Deutsche Bank	Dunphy E.
Proton Bank	Panagiotou P.	Goldman Sachs	Morris H.
Euroxx	Theofanopulos M.	Merrill Lynch	Yazhari H.
		Natixis Securities	Bouali H.
		Societe Generale	Ennebati M.
		UBS	Ekstein D.

Human Resources

The HELLENIC PETROLEUM Group recognizes that investing in human resources – and its optimal utilization - is crucial to its competitiveness. In this context, it utilizes all available resources - such as performance evaluation, incentives for improvement and development, continuous training and education - to attract, motivate and retain human resources, thereby enhancing Group knowledge and optimising the working environment.

Particular emphasis is placed on creating a dynamic policy framework for managing human resources in order to ensure maximum employee satisfaction.

HELLENIC PETROLEUM offers the opportunity for personal and professional development, without discrimination. Ensuring equal opportunities is essential for a fair, efficient and pleasant working environment. Utilizing modern approaches, such as the Performance Evaluation System, it assesses the performance, qualifications and skills of each employee and provides staff with the opportunity to improve and ascend the management hierarchy. The main goal is to fill the vacancy through internal promotion/rotatation of staff.

Also various policies and actions are implemented to meet and care for workers and their families, including group insurance programs, emergency financial aid, awarding workers' children who have excelled in their studies, free meals at the facilities' restaurants etc.

Always keeping the health and safety of staff in mind, every industrial plant as well as the Group's headquarters has its own clinic run by medical and nursing staff. They are adequately equipped to deal with emergencies and can provide immediate medical assistance to employees.

The facilities also have private ambulance vehicles for cases where it is deemed necessary that employees be transferred to hospital.

Employees participate in free screening programs, medical examinations and required tests as prescribed by the law concerning their health.

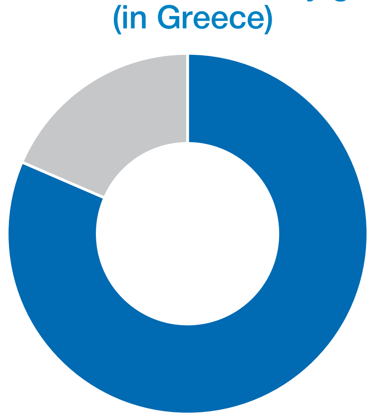
During 2011 the Group's employees, in Greece and abroad, totaled 4,242 people.

Snapshots of employees at the Group's industrial installations

The following table presents the distribution of employees in the Group's companies:

Company	Number of employees
HELLENIC PETROLEUM S.A.	2.151
EKO S.A.	401
HELLENIC FUELS S.A.	189
ELPEDISON POWER S.A.	65
ELPEDISON TRADING	10
VARDAX	1
HELPE CONSULTING	13
ASPROFOS ENGINEERING	216
DIAXON S.A.	97
POSEIDON MARITIME COMPANY/APPOLON MARITIME COMPANY	2
Group, in Greece	**3.145**
OKTA CRUDE OIL REFINERY A.D.	680
GLOBAL PETROLEUM ALBANIA Sh.A./EKO PETROLEUM ALBANIA	7
JUGOPETROL AD KOTOR	248
HELLENIC PETROLEUM CYPRUS LTD	62
EKO BULGARIA EAD	60
EKO SERBIA A.D.	40
Group, abroad	**1.097**
GROUP TOTAL	**4.242**

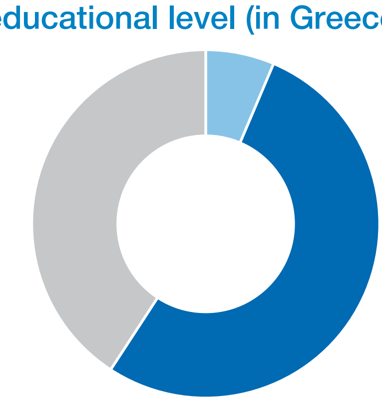
Personnel distribution by gender (in Greece)



2.563 Male

582 Female

Personnel distribution according to educational level (in Greece)



1661 Secondary Education

1283 University and Technological Education

201 Elementary Education

Health and Safety in the workplace

HELLENIC PETROLEUM's first priority is the health and safety of both workers and residents in the local communities, which are close to its facilities. For this reason, employees, partners, visitors and students trainees and students are provided with a safe workplace.

Health and Safety Management System - Certifications

Apart from its certification to international quality standard ISO 9001, all industrial refining and petrochemical production facilities are certified with the internationally recognized standard Health and Safety Management OHSAS 18001 (ELOT Greek version 1801). The facilities are subject to annual recertification inspection to the above standards.

In marketing, EKO's Aviation Fuels and Lubricants as well as the petrol Stations subsidiary EKO Calypso (Aspropyrgos) are certified and annually reassessed to the requirements of standard ELOT EN ISO 9001:2008.

Also, the activities of the EKO Lubricants factory, Liquid Fuels Storage Facility in Scaramaga and Elefsina and Aviation Fuel Refueling stations are certified and are recertified annually according to the requirements of ELOT 1801:2008/OHSAS 18001:2007.

Other activities of the marketing companies EKO and HELLENIC FUELS which are not included in these certified systems, have written procedures and instructions, in accordance with the requirements of Certified Systems.

In the field of road safety, EKO and HELLENIC FUELS continue to implement practices and procedures that promote the safe transport of liquid fuels such as the screening of the tanks, proper training of drivers and the other staff involved.

In March 2011, HELLENIC FUELS renewed its membership of the European Road Safety Charter, committing to actions to upgrade road safety to reduce deaths and injuries from road accidents, according to the objectives of the Charter.

Also in 2011, the integration of basic security procedures and policies of the Group's plants and two refineries in the south of the country were completed.

Safety Inspections - Health Surveillance

In 2011, the planned internal safety audits at each facility continued. This is in addition to extraordinary inspections made by the Group's Health and Safety Division, on the premises of the new Elefsina project and at its subsidiary in Montenegro where reports were issued with recommendations for further improving their safety.

Similar internal inspections were carried out in the marketing arm's facilities and units where the aim was the following: To transfer experience, to identify opportunities to improve performance in Health, Safety, Environment and Quality, planned inspections by independent bodies to monitor the implementation of Health, Safety, Environment and Quality Management Systems and scheduled inspections of fueling stations at airports. In all cases the results were satisfactory, and where room for improvement was found, planned corrective actions were agreed upon and planned.

In the field of marketing, updating took place at the Health, Safety and Environment checkpoints through the STATION VISIT FORM used by Inspectors of Sales, to facilitate their identification and recording of unsafe situations and the systematic monitoring of the corrective actions.

The surveillance of the health of workers takes place in accordance with the criteria of the Greek legislation (Law. 3850/2010), European and international codes and best practices.

Firefighting Vehicle - Aspopyrgos Refinery

Risk Assessment

All facilities have written updated Occupational Risk Assessment Studies, which contain the measures taken to eliminate or minimize risks.

In planning safety corrective actions, high priority is given to the most crucial, as classified in categories, through the use of a Risk Assessment Table.

Generally, to ensure Health and Safety at Work, techniques and measures are applied which are now imposed by the regulations and laws. In this context, a study to analyze operational risks (HAZOP or Hazard & Operability Study) is a prerequisite for any new unit or major modifications to existing units.

Safety Culture

In addition to the earlier programs which are still in progress (such as the internationally recognized program “Winning Hearts and Minds”), the most recent actions in this area are the following:

The implementation across the Group reporting unsafe situations is in continuation, and in 2011, periodic systematic discussion and analysis unsafe situations (what-if scenarios) were established by groups of staff.

In the scope of their direct and practical participation in safety, Management established: a) a program of safe visits from refinery executives to all operating units, to identify and correct unsafe behaviors directly (safe visits), b) safety meetings by the South refineries Management every 15 days.

It also introduced the implementation of the Safety Performance Rewards Policy, which includes the granting of token gifts to groups of employees, when specific objectives are achieved, based on accident-free hours. The ultimate goal is to raise the staff’s awareness, concerning accident prevention and safe plant operation.

During 2011, the objectives of 500,000 hours without an accident were accomplished at the Thessaloniki Industrial Installations (for a second time), at the Aspropyrgos Industrial Installations and at the marketing companies EKO and HELLENIC FUELS, and of 1,000,000 hours at the Group’s Head Office.

In an effort to support awareness regarding Safety, Health and Protection of the Environment issues, regular updates are made throughout the Group on major accidents in the oil industry and the results of their investigation. From 2009 the Center for Chemical Process Safety, USA, (Process Safety Beacon) monthly newsletter concerning the safety of production processes is translated and distributed to technical staff at all facilities. The aim is to utilize everyone’s experiences in order to prevent similar incidents in the activities of the Group.

Also, printed material is sent to all facilities in the Group to increase concern and prevent accidents related to slips, trips and falls.

Finally, in the second half of 2011, a periodical newsletter concerning Health, Safety, Environment and Sustainable Development was issued, so that staff is regularly informed.

Training in Health and Safety

The training of the Group's staff in Health, Safety and Protection of the Natural Environment is multifaceted and continuous and extends asides from employees, to contractors, customers, tanker truck drivers, service stations, and students.

The training includes fire safety exercises and the implementation of contingency plans for maintaining the readiness of personnel.

In 2011, HELLENIC PETROLEUM was awarded, at a European level, for its joint voluntary organization, along with the companies TITAN and HALYVOURGIKI, of safety training seminars for owners contractors at the Thriasion region in Attica.

Safety Indices

HELLENIC PETROLEUM participates in the European organization CONCAWE's[1] annual survey and benchmarking for accidents, through a cooperation keeping abreast of developments and introducing additional indicators to measure safety performance. In this context, in 2011, it continued to follow all safety indices at work, as well as new process safety indicators (categories 1 and 2[2]) according to CONCAWE's instruction and in line with API RP 754.[3]

The following charts show the continuous evolution of AIF[4] accidents from 2005 to 2011, in comparison with the respective CONCAWE indices for the Group's domestic refineries[5]. They also show the evolution of the new PSIF-1 index[6], in comparison with the respective CONCAWE index for the last two years.

Note that the indices pertaining to Marketing, which do not possess the complexities of the refineries, were negligible (AIF = 0.36, PSIF-1 = 0).

1 CONCAWE: European Oil Industry Association for Health, Safety and the Environment

2 Depending on the severity of the implications, process safety incidents are divided into incident categories 1 and 2. Category 1 incidents have larger implications.

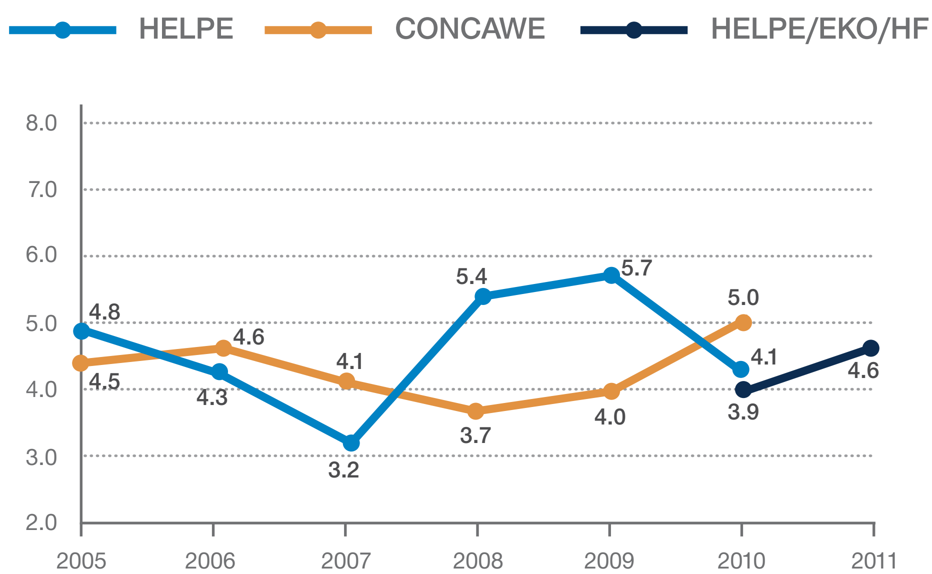
3 American Petroleum Institute (API) Recommended Practice 754 "Process Safety Performance Indicators for the Refining and Petrochemical Industries".

4 AIF: All Injury Frequency, includes all the accidents (fatal, absenteeism from work, medical care and limited capacity or ability) per 1 million man-hours worked.

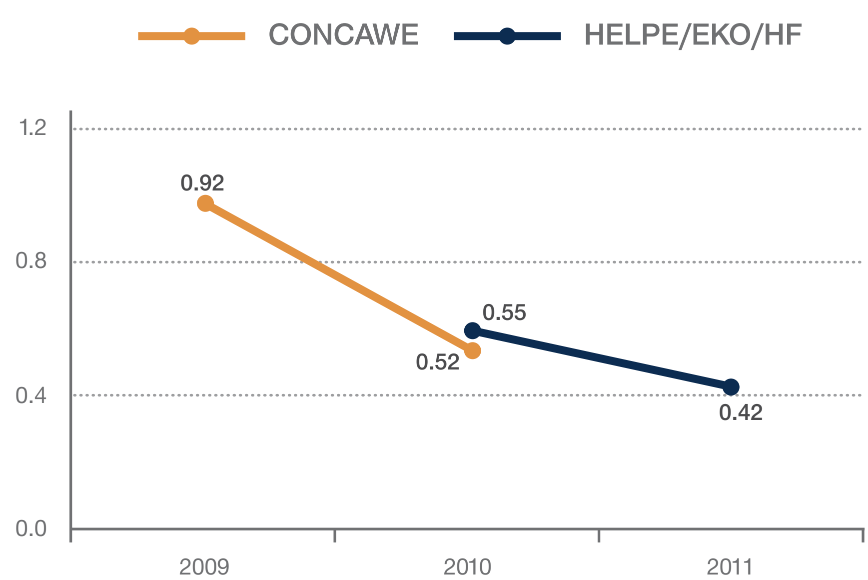
5 Note that the figures in the charts from 2005 - 2009 include only accidents that HELPE personnel incurred at the three refineries and the Head Offices. From 2010, these figures also include accidents incurred at EKO and HELLENIC FUELS, as well as accidents incurred by contractors' workers. Therefore, they are in full accordance with CONCAWE's data.

6 PSIF-1: Process Safety Incident Frequency-1. The PSIF-1 index is defined as the number of category 1 safety process accidents per 1 million man hours.

AIF accidents index



Process safety accidents index PSIF-1



It is worth noting that in 2011, the Thessaloniki Refinery Upgrade Project was carried out (4 million man-hours) with outmost safety, without any serious accident.

All HELPE and Marketing incidents are investigated thoroughly and initiatives are planned in order to prevent any recurrence.

Environmental Performance

HELLENIC PETROLEUM remains committed to continuously improving their environmental performance and to protecting and conserving the natural environment. Environmental protection, as a key component of sustainable development, remains a priority in all of the Group's activities.

The basic principles governing the Group's operation with regards to environmental protection are described in detail in **HELLENIC PETROLEUM's Policy on Health, Safety and the Environment.**

A view of Aspropyrgos Refinery

Environmental Management

Environmental Management Systems	
Aspropyrgos Refinery	ISO 14001:2004
Elefsina Refinery	ISO 14001:2004
Thessaloniki Refinery	In the accreditation process

The Group's three domestic refineries have been accredited by ISO 17025 for the analyses required to calculate emissions of CO_2.

Significant investments were implemented with an environmental orientation, based on Best Available Techniques - BAT and the modernization of the production process (increased efficiency, energy saving, reducing the consumption of natural resources and reducing waste) in the context of sustainable development.

As with the industrial installations, EKO and HELLENIC FUELS followed the Group's basic principles of environmental policy. Specifically, in May 2011 inspections were successfully made, which monitored activities in the following storage facilities: HELLENIC FUELS' storage facilities in Aspropyrgos, Thessaloniki, Corfu, Igoumenitsa, Kalamata and Heraklion, according to the requirements of ELOT EN ISO 14001:2004.

During the same period, successful surveillance audits were made of the EKO Lubricants Plant, EKO's storage facilities for liquid fuels and chemicals in Scaramanga, the liquid fuels installation in Elefsina and EKO's Aviation Fuel Refueling Stations, according to the requirements of standard ELOT EN ISO 14001:2004.

In 2011, the Group made recommendations and interventions for major legislation (new laws) related to the licensing of premises (Law. 3982), Environmental Authorisation (Law. 4014), underground water, groundwater, etc. Meanwhile, it continues to prepare for the implementation of the new Directive on industrial emissions (IED / Industrial Emissions Directive - 2010/75/EE - review of the IPPC Directive and integration of the Directive on large combustion plants - MFN), which should be incorporated into national law and implemented at a national level gradually in the coming years.

CO_2 emissions and emissions trading

HELLENIC PETROLEUM, under the European Union Emissions Trading System (EU ETS) presented their annual reports filed verified CO_2 emissions to the Ministry of Environment, Energy and Climate Change and implemented the necessary actions, with regard to the number of allowances, corresponding to their facilities.

They also submitted the verified data to the Ministry, which is needed to calculate the allowances of greenhouse gases (GHG) for the period 2013-2020, according to national requirements (JMD 54409/2632/2004, as amended by JMD 57495/2959/2010).

At this point, it is worth mentioning that during the whole of the previous period, HELLENIC PETROLEUM was actively involved in shaping the European benchmarking for refineries which determines the free allocation of CO^2 allowances for the period 2013-2020.

Investments

Despite the economic downturn, the Group continued unhindered in the implementation of two significant investments amounting to € 1.5 bn., pertaining to the modernization of the Elefsina and Thessaloniki refineries. Their completion will produce products under the new European and international standards, achieving environmental improvement by reducing local pollutants by as much as 85% and 55% for the Elefsina and Thessaloniki refineries, respectively.

The project in Thessaloniki was completed and the start-up took place in 2011, whilst the Elefsina refinery is expected to be operational in 2012.

Voluntary environmental initiatives

Due to the proximity of Aspropyrgos refinery to Lake Koumoundourou and HELLENIC PETROLEUM's desire to protect the lake's ecosystem, it decided to fund the project "Monitoring of the Lake Koumoundourou's ecological status and action plan for management and restoration" which began to be implemented in early 2011 by the Greek Center for Marine Research (HCMR) under the supervision of the ministry of Environment, Energy and Climate Change.

Also in 2011, HELLENIC PETROLEUM continued the implementation of voluntary environmental actions, such as the continued adoption of tree planting and care, in an area totalling 63,500 square metres near Lake Koumoundourou. In addition, it also held, for a second time, the measurement of greenhouse gas emissions from the Group's Head Office building in Maroussi and the Aspropyrgos refinery building, under the policy of limiting the Group's carbon footprint.

Harmonisation of HELLENIC PETROLEUM with the REACH Regulation

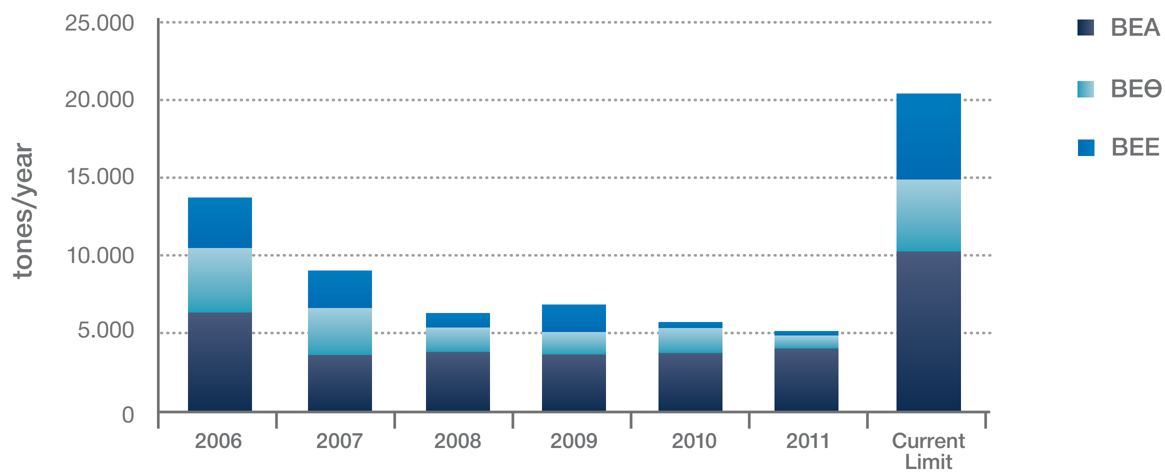
From the beginning of 2006, HELLENIC PETROLEUM has been complied with REACH Regulation's requirements (Registration, Evaluation and Authorisation of Chemicals), R1907/2006 which came into force on June 1st, 2007.

Gas emissions from the refinery facilities

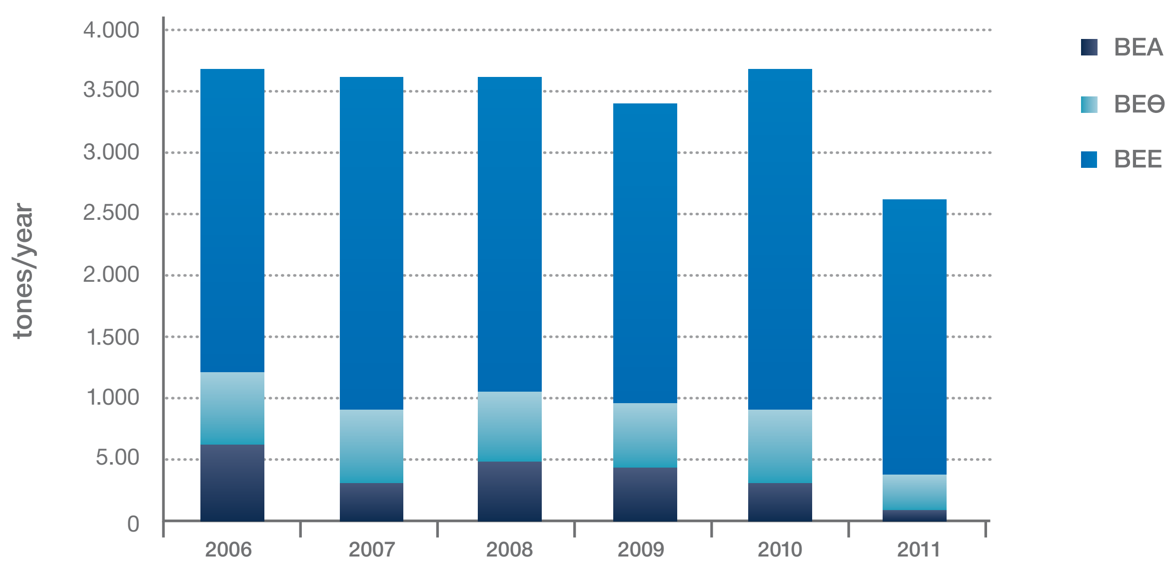
The charts below show the total emissions from the Group's Greek refineries. These emissions are either the result of measurements based on international and European standards, or the result of assessments, using methodologies recognized by European and international organizations. Note that the reported emissions are much lower than the statutory limits. However, it should be noted that the year 2011 cannot be considered to be representative, in terms of gaseous pollutants, as two out of the three Greek refineries were out of service for a long time period.

Total emissions of sulfur dioxide from the three domestic refineries (BEA for Aspropyrgos Industrial Installations, BEΘ for Thessaloniki Industrial Installations and BEE for Elefsina Industrial Installations) continue to be about 75% lower than the new quantitative limits for the year 2011. Similarly, emissions of nitrogen oxides appear decreased, bearing in mind that low burners are used, which emit low emissions of nitrogen oxides in the majority of combustion devices. Similarly, emissions of volatile organic compounds (VOC) seem to have stabilized in recent years, as a result of best practices followed in the maintenance and operation of storage tanks and the leak detection and repair (LDAR) program.

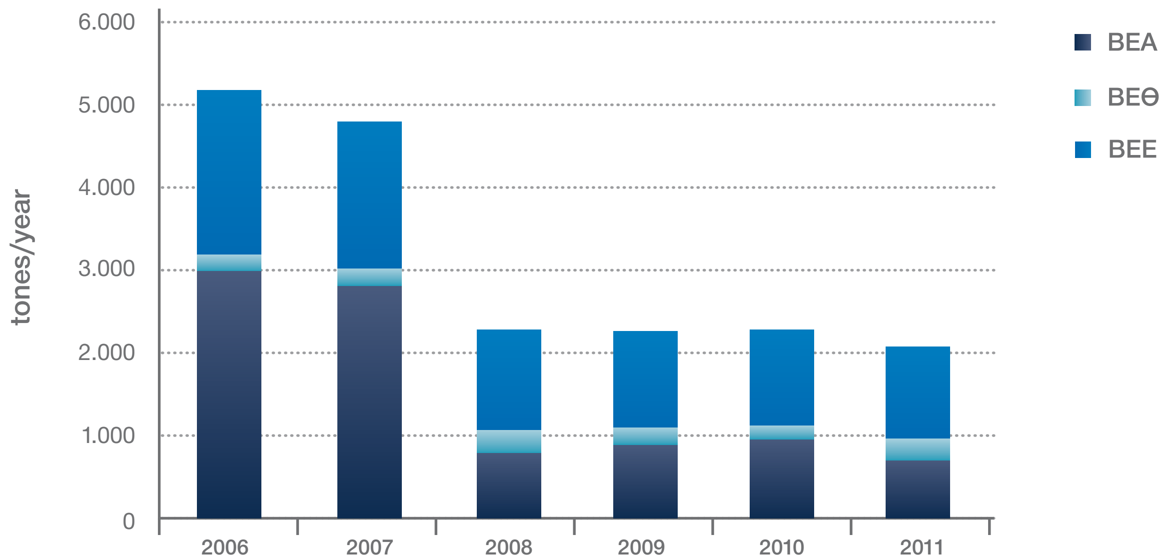
Sulfur Dioxide Emissions (SO_2)



Nitrogen Oxides Emissions (NO_x)



Volatile Organic Compounds Emissions (VOC)



Management of liquid and solid waste

The management and final treatment of the refineries' wastewater and solid waste is made through the application of Best Available Techniques, to both minimize the production and the improvement of the quality parameters prior to the final disposal.

With regards to waste water, the three refineries have had, for several years, modern wastewater treatment plants (WTP), which include primary, secondary and in some cases tertiary treatment. The effectiveness of the treatment is continuously monitored by specialized laboratories within the installations, based on the physicochemical characteristics of the discharged wastewater.

Moreover, priority is given to recycling, where technically possible, as when re-refining from recovered hydrocarbons from WTP and the use of treated wastewater utilities like water uses and water for firefighting.

The result of processing and recycling is to significantly reduce the volume of discharged treated waste, while the quality parameters are up to 50% below statutory limits.

Additionally, it is very important to note that over the last years no oil spill incident took place in the marine environment.

As for solid hazardous waste, the application of environmentally friendly methodologies for hazardous waste treatment continues to be applied, where their final safe disposal is the ultimate objective. Except where treatment is processed on site (in situ), e.g. for the bioremediation of oily sludge from wastewater treatment plants, where this is not possible, the pretreatment of waste and its safe disposal is performed by companies that are licensed in the management of hazardous waste.

Corporate Social Responsibility

Sustainable Development, High Competitiveness and Creativeness

Today, our society, more than ever before, is facing many economic, social and environmental challenges, and the requirements and expectations that we all have from a large Group like HELLENIC PETROLEUM are increasing. In order to satisfy these requirements, high levels of competitiveness, creativity, dedication to our principles and inspiration are needed. Only then can we ensure a sustainable course for responsible growth.

In our Group, we closely associate our sense of entrepreneurship with corporate responsibility and this is evidenced, not only through specific programs and actions, but also through the participation of all employees, who are invited to play a key role in this field, whether they are employed in industrial installations or whether they have immediate contact with customers, suppliers. Our common goal is to always understand the needs of society, and prioritizing safety and the environment, to produce high quality products, using the latest technologies. In this way, we ensure for a harmonious coexistence with local communities, respect the customer and contribute to the economy.

Dedication and Commitment to Action in Local Communities

For our Group, relations with local communities do not comprise mere contact at a "good public relations" level with local bodies, but rather a set of actions, which are characterized by stability, continuity and substantiality.

Over the past decade, both methodically and with the important contribution of local communities, we have designed and implemented programs that reach all social groups.

In 2011, € 3 m were invested in activities with a social content across the Group, which can be divided into:

- Programs supporting vulnerable groups (poors-unemployed-large families).
- Programs rewarding young people (students and university students distinguished for their performance-scholarships-young entrepreneurship-employment).
- Programs which support school communities (provision of free heating oil).
- Cultural programs
- Sports programs
- Health programs
- Programs with an environmental content (cleaning-tree planting-emissions measuring stations).
- Infrastructure projects in local communities (kindergardens, squares, playgrounds).

"We reward the worthy of the new generation" program.

Over the last five years, over 1,500 students, who went on to higher education from the neighbouring Western Thessaloniki and Triasion municipalities have been awarded.

Students' educational visit to the Aspropyrgos Industrial Installations.

Every year, a large number of students and undergraduates from educational institutions from all over the country, are hosted and briefed around the Group's Industrial Installations.

EKO donations to schools, NGOs and institutions of the MPS, a new designed meter, which ensures for the accurate delivery of heating oil.

The program for free heating oil in schools at municipalities of Thiasion region continued.

HELLENIC PETROLEUM's exhibition named "Energy Journeys" at the Industrial Museum of Syros, which included educational material for elementary pupils.

08
Financial Information

Flare at Aspropyrgos Refinery

Contents

SELECTED FINANCIAL DATA (in € million)

	2011	2010	2009
STATEMENT OF COMPREHENSIVE INCOME			
Sales	9.307,6	8.476,8	6.756,7
Operating profit	175,0	343,9	261,2
Profit before income tax	163,4	298,7	242,4
Minority Interest	3,5	7,6	1,4
Profit for the year (attributable to owners of the parent)	114,2	179,8	174,9
EPS	0,37	0,59	0,57
STATEMENT OF CASH FLOWS			
Net cash generated from operating activities	800,3	705,7	350,8
Net cash used in investing activities	(634,8)	(689,3)	(912,1)
Net cash generated from financing activities	219,2	89,7	181,2
Net increase/(decrease) in cash & cash equivalents	384,7	106,1	(380,1)
STATEMENT OF FINANCIAL POSITION			
Total Assets	7.188,8	6.865,3	5.763,2
Non-current assets	4.116,3	3.563,0	2.982,4
Cash and cash equivalents	985,5	595,8	491,2
Non-current liabilities	1.415,2	1.441,2	904,0
Long term borrowings	1.142,3	1.133,2	607,8
Short term borrowings	1.531,9	1.297,5	1.304,8
Minority Interest	132,4	144,7	141,2
Total Equity	2.530,0	2.531,6	2.508,5

REFINING

amounts in € million	2011	2010	2009
SEGMENT DATA			
Sales	8.937,4	7.832,2	5.927,7
Operating profit	174,0	297,8	258,5
Purchase of property, plant and equipment & intangible assets	651,5	675,1	535,4
Depreciation & amortisation of property, plant and equipment & intangible assets	77,1	74,6	68,4
Refinery production (million tones)	9,0	12,4	13,8
Refinery sales (million tones)	12,5	14,5	15,9
Average Refining margin (FOB Med)	2,86	4,37	3,70
Average Brent price ($/bbl)	111,30	80,30	62,50
Average exchange rate (€/$)	1,39	1,33	1,39

MARKETING

amounts in € million	2011	2010	2009
SEGMENT DATA			
Sales	3.953,2	3.507,7	2.339,4
Operating profit	(10,5)	42,1	29,9
Purchase of property, plant and equipment & intangible assets	22,0	28,0	76,4
Depreciation & amortisation of property, plant and equipment & intangible assets	64,9	64,0	39,1
Sales ('000 tonnes)	5.126,0	5.735,0	4.787,0
Petrol stations	2.369	2.496 (*)	1.491

(*) To 2010 figures include petrol stations network from the aquizittion of BP.

PETROCHEMICALS

amounts in € million	2011	2010	2009
SEGMENT DATA			
Sales	339,6	377,0	256,1
Operating profit	20,4	33,4	3,2
Purchase of property, plant and equipment & intangible assets	1,2	6,0	1,9
Depreciation & amortisation of property, plant and equipment & intangible assets	16,9	16,9	16,9
Production ('000 tonnes)	308,0	401,8	375,3
Sales ('000 tonnes)	314,0	408,0	407,0

Group's Consolidated Financial Statements

Statement of comprehensive income (amounts in € thousand)	GROUP CONSOLIDATED 1/1/2011-31/12/2011	GROUP CONSOLIDATED 1/1/2010-31/12/2010
Sales	9.307.582	8.476.805
Gross profit	650.093	810.079
Operating profit	175.009	343.913
Profit before tax	163.429	298.713
Income tax	(45.763)	(111.294)
Profit for the year	**117.666**	**187.419**
Profit attributable to:		
Owners of the parent	114.150	179.818
Non-controlling interests	3.516	7.601
	117.666	**187.419**
Other Comprehensive (loss) / income for the year, net of tax	(13.020)	(24.505)
Total comprehensive income for the year	**104.646**	**162.914**
Total comprehensive income attributable to:		
Owners of the parent	101.286	155.773
Non-controlling interests	3.360	7.141
	104.646	**162.914**
Basic and diluted earnings per share	**0,37**	**0,59**
Earnings before interest, taxes, depreciation & amortisation (EBITDA)	**330.889**	**496.847**

Statement of financial position (amounts in € thousand)	GROUP CONSOLIDATED	
	31/12/2011	31/12/2010
ASSETS		
Property, plant and equipment	3.204.096	2.668.495
Intangible assets	177.875	205.008
Other non current assets	732.299	687.460
Inventories	1.141.191	1.600.625
Trade & other receivables	945.818	937.879
Held to maturity securities	0	167.968
Other current assets	985.486	595.757
Available for sale financial assets	2.062	2.078
TOTAL ASSETS	**7.188.827**	**6.865.270**
EQUITY & LIABILITIES		
Share capital	666.285	666.285
Share capital - above par	353.796	353.796
Other reserves	1.377.516	1.366.803
Capital & reserves attributable to owners of the parent	**2.397.597**	**2.386.884**
Non-controlling interests	132.393	144.734
Total Equity	**2.529.990**	**2.531.618**
Long term borrowings	1.142.296	1.133.196
Provisions & other long term liabilities	272.871	308.000
Short term borrowings	1.531.893	1.297.498
Other current liabilities	1.711.777	1.594.958
Total liabilities	**4.658.837**	**4.333.652**
TOTAL EQUITY & LIABILITIES	**7.188.827**	**6.865.270**

Statement of cash flows (amounts in € thousand)	GROUP CONSOLIDATED	
	1/1/2011-31/12/2011	1/1/2010-31/12/2010
Cash generated from operations		
Profit before tax	163.429	298.713
Adjustments for:		
Depreciation & amortisation of property, plant & equipment and intangible assets	159.597	156.794
Amortisation of grants	(3.717)	(3.860)
Loss / (gain) on sale of P.P.E	315	(292)
Provision for expenses & valuation charges	37.989	38.034
Foreign exchange (gains) / losses	15.731	14.224
Share of operating profit of associates & dividends	(67.488)	(30.028)
Gain from disposal of EKO Georgia	(1.178)	0
Interest and other related expenses	94.148	72.704
Interest and other related income	(25.777)	(13.270)
	373.049	**533.019**
Changes in working capital		
(Increase) / Decrease in inventories	461.969	(227.345)
(Increase) / Decrease in trade & other receivables	(19.332)	(41.672)
Increase / (Decrease) in payables	32.824	453.701
Less:	0	0
Interest and other related expenses paid	(91.323)	(72.061)
Income & other taxes paid	(43.182)	(13.552)
Net cash generated from operating activities	**714.005**	**632.090**
Cash flows from investing activities		
Sale / (Aquizittion) of substiries, associates etc.	6.059	10.901
Participation in share capital (increase) / decrease of associates	(775)	(17.720)
Purchase of property, plant & equipment and intangible assets	(674.964)	(709.338)
Grants received	3.108	8.986
Proceeds from disposal of property, plant & equipment and intangible assets	0	131
Interest received	25.777	13.270
Dividends received	5.976	4.462
Net cash used in investing activities	**(634.819)**	**(689.308)**

Cash flows from financing activities		
Proceeds from borrowings	932.551	662.122
Proceeds / (payments) from sale / (purchase) of Greek Government bods	167.968	(167.968)
Repayments of borrowings	(702.158)	(191.354)
Dividends paid	(87.818)	(141.021)
Net cash generated from financing activities	**310.543**	**161.779**
Net increase / (decrease) in cash & cash equivalents	**389.729**	**104.561**
Cash & cash equivalents at the beginning of the year	**595.757**	**491.196**
Cash & cash equivalents at the end of the year	**985.486**	**595.757**

Subsidiaries, Associates and Participations

SUBSIDIARIES OF HELLENIC PETROLEUM SA			
Company	**Shareholder**	**%**	**Activities**
EKO SA	HELLENIC PETROLEUM S.A. is the sole shareholder	100	Marketing of petroleum products
DIAXON SA	-«-	100	Production & Trading of BOPP film
ASPROFOS ENGINEERING S.A.	-«-	100	Engineering services in the energy sector
HELLENIC PETROLEUM INTERNATIONAL AG	-«-	100	Holding company for Group's international investments
HELLENIC PETROLEUM-POSEIDON MARITIME COMPANY	-«-	100	Maritime company, for the transportation of petroleum products
HELLENIC PETROLEUM-APOLLON MARITIME COMPANY	-«-	100	Maritime company, for the transportation of petroleum products
GLOBAL PETROLEUM ALBANIA S.A.	HELLENIC PETROLEUM S.A. is a shareholder	99,96	Import, supply & trading of petroleum products in Albania
EL.PET. BALKANIKI S.A.	HELLENIC PETROLEUM S.A. is a shareholder	63	Construction and Operation of crude oil pipeline
HELLENIC PETROLEUM-RENEWABLE ENERGY SOURCES S.A.	HELLENIC PETROLEUM S.A. is the sole shareholder	100	Production, supply & trading of renewable energy sources
HELLENIC PETROLEUM FINANCE plc	HELLENIC PETROLEUM S.A. is the sole shareholder	100	Financing and financial services

SUBSIDIARIES OF EKO ABEE			
Company	Shareholder	%	Activities
EKOTA KO S.A.	EKO S.A. is a shareholder	49	Construction and operation of liquefied fuels storage facilities
EKO CALYPSO LTD	EKO S.A. is the sole shareholder	100	Establishment and operation of fuel stations in Greece

SUBSIDIARIES OF HELLENIC PETROLEUM INTERNATIONAL AG			
Company	Shareholder	%	Activities
HELLENIC PETROLEUM CYPRUS LTD	HELLENIC PETROLEUM INTERNATIONAL AG is the sole shareholder	100	Marketing, distribution and storage of oil products in Cyprus
RAMOIL CYPRUS LTD	HELLENIC PETROLEUM INTERNATIONAL AG is the sole shareholder	100	Marketing, distribution and storage of oil products in Cyprus
HELLENIC FUELS SA	HELLENIC PETROLEUM INTERNATIONAL AG is the sole shareholder	100	Marketing, distribution and storage of oil products in Greece
YUGOPETROL AD KOTOR	HELLENIC PETROLEUM INTERNATIONAL AG is a shareholder	54,35	Marketing, distribution and storage of oil products in Montenegro
HELLENIC PETROLEUM BULGARIA (Holdings) LTD	HELLENIC PETROLEUM INTERNATIONAL AG is the sole shareholder	100	Marketing, distribution and storage of oil products in Bulgaria
HELLENIC PETROLEUM SERBIA (Holdings) LTD	HELLENIC PETROLEUM INTERNATIONAL AG is the sole shareholder	100	Marketing, distribution and storage of oil products in Serbia
HELPE INTERNATIONAL CONSULTING S.A.	HELLENIC PETROLEUM INTERNATIONAL AG is the sole shareholder	100	Provision of consulting services to Group's companies

SUBSIDIARIES OF HELLENIC PETROLEUM BULGARIA (HOLDINGS) LTD			
EKO BULGARIA EAD	HELLENIC PETROLEUM BULGARIA (HOLDINGS) is the sole shareholder	100	Marketing of oil products in Bulgaria

SUBSIDIARIES OF HELLENIC PETROLEUM SERBIA (HOLDINGS) LTD			
EKO SERBIA AD	HELLENIC PETROLEUM SERBIA (HOLDINGS) LTD is the sole shareholder	100	Marketing of oil products in Serbia

SUBSIDIARIES OF GLOBAL PETROLEUM ALBANIA S.A.			
EKO PETROLEUM ALBANIA SHPK	GLOBAL PETROLEUM ALBANIA S.A. is the sole shareholder	100	Supply and Retailing of oil products, fuel station management in Albania.

SUBSIDIARIES OF EL.P.ET. BALKANIKI S.A.			
Company	**Shareholder**	**%**	**Activities**
OKTA AD SKOPJE	EL.P.ET. BALKANIKI S.A. is a shareholder	81,51	Crude oil refining, import and marketing of oil products in Skopje
VARDAX S.A.	EL.P.ET. BALKANIKI S.A. is the sole shareholder (20% was granted to FYROM in 2008, within the framework of the agreement, dated December 31, 2007)	80	Operation of Thessaloniki-Skopje crude oil pipeline

ASSOCIATES			
Company	**Shareholder**	**%**	**Activities**
DEPA S.A.	HELLENIC PETROLEUM S.A. is a shareholder	35	Import and distribution of natural gas in Greece
ARTENIUS HELLAS S.A.	HELLENIC PETROLEUM S.A. is a shareholder	35	PET-plastic producer
ATHENS AIRPORT FUEL PIPELINE COMPANY S.A. (AAFPC S.A.)	HELLENIC PETROLEUM S.A. is a shareholder	50	Aspropyrgos – Spata pipeline

CONSORTIA			
Company	**Shareholder**	**%**	**Activities**
THRAKI S.A.	Participation of HELLENIC PETROLEUM S.A.	25	Burgas - Alexandroupolis pipeline
ELPEDISON BV	Participation of HELLENIC PETROLEUM INTERNATIONAL AG Participation of HELLENIC PETROLEUM S.A.	45 5	Power production & trading
SAFCO	Participation of EKO S.A.	25	Aircraft refueling operation
BIODIESEL S.A.	Participation of HELLENIC PETROLEUM S.A.	25	Biofuels production and trading

HYDROCARBON EXPLORATION & PRODUCTION CONSORTIA			
Company	**Shareholder**	**%**	**Activities**
STPC ΕΠΕ	Participation of HELLENIC PETROLEUM S.A.	25	Exploration in North Aegean Sea
MELROSE & OIL SEARCH	Participation of HELLENIC PETROLEUM S.A.	30	Mesaha region concession in Egypt
EGYPT-W.OBAYED	Participation of HELLENIC PETROLEUM S.A.	30	Exploration in region W. Obayed – Egypt
MONTENEGRO MEDUSA	Participation of HELLENIC PETROLEUM INTERNATIONAL AG Participation of JPK	11 49	Hydrocarbon Exploration & Production in Montenegro

Segment Information

Management has determined the operating segments, based on the reports reviewed by the executive committee, that reviews the Group's internal reporting, in order to assess performance and allocate resources. The committee considers the business from a number of measures, which may vary depending on the nature and evolution of a business segment, by taking into account the risk profile, cash flow, product and market considerations. The Group is organised into five main business segments, determined in accordance with the type of business activity:Refining, Marketing, Exploration & Production, Petrochemicals and Gas & Power.

Information on the Group's operating segments for the years 2011 and 2010 was as follows:

Year ended 31 December 2011
Sales
Other operating income / (expense) - net
Operating profit / (loss)
Currency exchange gains/ (losses)
Profit before tax, share of net result of associates & finance costs
Share of net result of associates and dividend income
Profit after associates
Finance (expense)/income - net
Profit before income tax
Income tax expense
Income applicable to non-controlling interests
Profit for the year attributable to the owners of the parent

Year ended 31 December 2010
Sales
Other operating income / (expense) - net
Operating profit / (loss)
Currency exchange gains/ (losses)
Profit before tax, share of net result of associates & finance costs
Share of net result of associates and dividend income
Profit after associates
Finance (expense)/income - net
Profit before income tax
Income tax expense
Income applicable to non-controlling interests
Profit for the year attributable to the owners of the parent

	Refining	Marketing	Eploration & Production	Petro-chemicals	Gas & Power	Other	Inter-Segment	Total
	8.937.391	3.953.223	-	339.613	-	25.851	(3.948.496)	9.307.582
	(21.923)	19.038	(2.561)	4.352	-	(3.796)	-	(4.890)
	174.025	**(10.505)**	**(10.413)**	**20.405**	**(446)**	**1.943**	-	**175.009**
	(8.143)	(2.703)	-	-	-	149	-	(10.697)
	165.882	**(13.208)**	**(10.413)**	**20.405**	**(446)**	**2.092**	-	**164.312**
	101	128	-	(1.602)	68.861	-	-	67.488
	165.983	**(13.080)**	**(10.413)**	**18.803**	**68.415**	**2.092**	-	**231.800**
								(68.371)
								163.429
								(45.763)
								(3.516)
								114.150

	Refining	Marketing	Eploration & Production	Petro-chemicals	Gas & Power	Other	Inter-Segment	Total
	7.832.281	3.507.741	726	377.056	843	21.921	(3.263.763)	8.476.805
	136	28.888	-	3.497	-	1.125	1.660	35.306
	297.851	**42.137**	**(25.156)**	**33.415**	**273**	**(4.875)**	**267**	**343.913**
	(11.257)	(4.694)	-	-	-	158	-	(15.793)
	286.594	**37.443**	**(25.156)**	**33.415**	**273**	**(4.717)**	**267**	**328.120**
	309	320	-	(1.426)	30.825	-	-	30.027
	286.903	**37.763**	**(25.156)**	**31.989**	**31.098**	**(4.717)**	**267**	**358.147**
								(59.434)
								298.713
								(111.294)
								(7.601)
								179.818

HELLENIC PETROLEUM S.A.

A.R.M.A.E 2443/06/B/86/23

FINANCIAL DATA AND INFORMATION FOR THE YEAR FROM 1 JANUARY TO 31 DECEMBER 2011 (Published in compliance to L.2190/20, art. 135 for companies that prepare annual financial statements in accordance with IFRS)

The following financial data and information are only for general information purposes with regard to the financial position and results of HELLENIC PETROLEUM Group and the parent company. We, therefore, recommend to the reader, before making any investment decision, or proceeding to any transaction with the company, to refer to the company's internet address, where the annual financial statements in accordance with International Financial Reporting Standards are available, together with the auditors' report.

COMPANY INFORMATION

Head office Address:	8A, CHIMARRAS STR. - 15125 MAROUSI
Website:	http://www.helpe.gr
Approval date of the annual financial statements by the Board of Directors	23 FEBRUARY 2012
The Certified Auditor:	Marios Psaltis, (SOEL reg.no.38081)
Auditing Company:	PricewaterhouseCoopers S.A
Type of Auditor's Report	Unqualified

Board of Directors:

EXECUTIVE MEMBERS	NON EXECUTIVE MEMBERS	
CHRISTOS KOMNINOS - CHAIRMAN OF THE BOARD (SINCE 23/12/2011)	GEORGE KALLIMOPOULOS	DIMOKRITOS AMALLOS
ANASTASIOS GIANNITSIS - Chairman of the Board (02/12/2009 - 11/11/2011)	GERASSIMOS LAXANAS	ALEXANDROS KATSIOTIS
JOHN COSTOPOULOS Chief Executive Officer	THEODOROS PANTALAKIS	ALEXIOS ATHANASOPOULOS
THEODOROS-ACHILLEAS VARDAS	DIMITRIOS LALAS	PANAGIOTIS OFTHALMIDIS
	SPYRIDON PANTELIAS	ANASTASIOS BANOS (28/12/2009-31/12/2011)
	IOANNIS SERGOPOULOS (SINCE 31/8/2011)	

STATEMENT OF FINANCIAL POSITION
(Amounts in thousands €)

	GROUP		COMPANY	
	31/12/2011	31/12/2010	31/12/2011	31/12/2010
ASSETS				
Property, plant and equipment	3.204.096	2.668.495	2.471.921	1.901.566
Intangible assets	177.875	205.008	13.412	9.971
Other non-current assets	732.299	687.460	669.247	712.825
Inventories	1.141.191	1.600.625	994.893	1.425.693
Trade and other receivables	945.818	937.879	868.601	765.858
Held to maturity securities	0	167.968	0	167.968
Other current assets	985.486	595.757	563.282	220.000
Available-for-sale non-current assets	2.062	2.078	41	41
TOTAL ASSETS	**7.188.827**	**6.865.270**	**5.581.397**	**5.203.922**
EQUITY AND LIABILITIES				
Share capital	666.285	666.285	666.285	666.285
Share premium	353.796	353.796	353.796	353.796
Retained earnings and other reserves	1.377.516	1.366.803	896.744	887.460
Capital and reserves attributable to Company Shareholders (a)	**2.397.597**	**2.386.884**	**1.916.825**	**1.907.541**
Non-controlling interests (b)	132.393	144.734		
TOTAL EQUITY (c) = (a) + (b)	**2.529.990**	**2.531.618**	**1.916.825**	**1.907.541**
Long-term borrowings	1.142.296	1.133.196	837.603	815.142
Provisions and other long term liabilities	272.871	308.000	175.907	197.942
Short-term borrowings	1.531.893	1.297.498	1.065.276	803.604
Other short-term liabilities	1.711.777	1.594.958	1.585.786	1.479.693
Total liabilities (d)	**4.658.837**	**4.333.652**	**3.664.572**	**3.296.381**
TOTAL EQUITY AND LIABILITIES (c) + (d)	**7.188.827**	**6.865.270**	**5.581.397**	**5.203.922**

STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD
(Amounts in thousands €)

	GROUP		COMPANY	
	1/1/2011-31/12/2011	1/1/2010-31/12/2010	1/1/2011-31/12/2011	1/1/2010-31/12/2010
Turnover	9.307.582	8.476.805	8.592.359	7.681.580
Gross profit	650.093	810.079	368.952	488.097
Earnings Before Interest & Tax	175.009	343.913	188.545	294.622
Profit before Tax	163.429	298.713	156.792	247.753
Less: taxes	(45.763)	(111.294)	(44.028)	(93.800)
Profit for the period	**117.666**	**187.419**	**112.764**	**153.953**
Attributable to:				
Owners of the parent	114.150	179.818		
Non-controlling interests	3.516	7.601		
	117.666	**187.419**		

STATEMENT OF CASH FLOW
(Amounts in thousands €)

	GROUP		COMPANY	
	1/1/2011-31/12/2011	1/1/2010-31/12/2010	1/1/2011-31/12/2011	1/1/2010-31/12/2010
Cash flows from operating activities				
Profit before tax	163.429	298.713	156.792	247.753
Adjustments for:				
Depreciation and amortisation of tangible and intangible assets	159.597	156.794	81.269	80.021
Amortisation of government grants	(3.717)	(3.860)	(2.988)	(3.131)
(Gain)/Loss on sale of fixed assets	315	(292)	190	-
Provisions	37.989	38.034	27.972	25.528
Foreign exchange (gains) / losses	15.731	14.224	11.319	12.539
Income from participations and investments	(67.488)	(30.028)	(15.819)	(11.879)
Loss/(Gain) on sale of share of subsidiary	(1.178)			
Interest expense	94.148	72.704	39.850	36.834
Interest income	(25.777)	(13.270)	(13.649)	(4.273)
	373.049	**533.019**	**284.936**	**383.392**
Changes in working capital				
(Increase) / decrease in inventories	461.969	(227.345)	434.938	(215.302)
(Increase) / decrease in trade and other receivables	(19.332)	(41.672)	(105.319)	15.232
Increase / (decrease) in payables	32.824	453.701	49.869	469.240
Less:				
Interest paid	(91.323)	(72.061)	(36.612)	(37.024)
Income tax paid	(43.182)	(13.552)	(23.945)	(1.425)
Net cash (used in) / generated from operating activities (a)	**714.005**	**632.090**	**603.867**	**614.113**
Cash flows from investing activities				
Sale / (Acquisitions) of subsidiaries, associates etc.	6.059	10.901	-	-
(Increase)/dicrease in share Capital of subsidiaries, associates etc.	(775)	(17.720)	13.214	6.210
Purchase of tangible & intangible assets	(674.964)	(709.338)	(649.983)	(676.754)
Grants received	3.108	8.986	-	131
Proceeds from sale of plant and equipment & tangible assets		131	142	-
Interest received	25.777	13.270	13.649	4.273
Dividends received	5.976	4.462	14.312	11.844
Net cash used in investing activities (b)	**(634.819)**	**(689.308)**	**(608.666)**	**(654.296)**

Other comprehensive (loss)/income for the year, net of tax	(13.020)	(24.505)	(12.908)	(25.188)
Total comprehensive income for the year	**104.646**	**162.914**	**99.856**	**128.765**
Attributable to:				
Owners of the parent	101.286	155.773		
Non-controlling interests	3.360	7.141		
	104.646	**162.914**		
Basic and diluted earnings per share (in Euro per share)	**0,37**	**0,59**	**0,37**	**0,50**
Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA)	**330.889**	**496.847**	**266.826**	**371.512**

Cash flows from financing activities				
Proceeds from borrowings	932.551	662.122	1.281.179	762.253
Held to Maturity Securities	167.968	(167.968)	167.968	(167.968)
Loans repayments	(702.158)	(191.354)	(1.015.999)	(324.542)
Dividends paid	(87.818)	(141.021)	(85.067)	(137.369)
Net cash generated from / (used in) financing activities (c)	**310.543**	**161.779**	**348.081**	**132.374**
Net increase / (decrease) in cash & cash equivalents (a)+(b)+(c)	**389.729**	**104.561**	**343.282**	**92.191**
Cash & cash equivalents at the beginning of the period	**595.757**	**491.196**	**220.000**	**127.809**
Cash & cash equivalents at end of the period	**985.486**	**595.757**	**563.282**	**220.000**

STATEMENT OF CHANGES IN EQUITY
(Amounts in thousands €)

	GROUP		COMPANY	
	31/12/2011	31/12/2010	31/12/2011	31/12/2010
Total equity at beginning of the year (1/1/2011 & 1/1/2010 respectively)	**2.531.618**	**2.508.540**	**1.907.541**	**1.914.960**
Total comprehensive income for the year	104.646	162.914	99.856	128.765
Dividends to shareholders of the parent	(91.691)	(137.536)	(91.691)	(137.536)
Dividends to minority shareholders	(2.739)	(3.652)	0	0
Participation of minority holding to share capital decrease of subsidiary	(12.962)	0	0	0
Other transactions directly recorded in equity	1.119	1.352	1.119	1.352
Total equity at the end of the year	**2.529.990**	**2.531.618**	**1.916.825**	**1.907.541**

ADDITIONAL INFORMATION

1. Note No. 35 of the consolidated financial statements includes all subsidiary companies and their related information 2. No company shares are owned either by the parent company or any of the subsidiaries as at the end of the year. 3. The parent company HELLENIC PETROLEUM SA has not been subject to a tax audit for the fiscal years 2006 – 2010, while the most material subsidiaries for the fiscal years 2005 – 2010 (Note 32 of the consolidated financial statements). In June 2011 the tax audits for the financial years 2002 to 2005 of HELLENIC PETROLEUM S.A. were finalized, the outcome of which was accounting differences of €64 million. The Company has accepted accounting differences of €32 million, resulting in €18 million of additional taxes, interest and penalties, which were charged through the consolidated financial statements the year ended 31 December 2011. The Company has contested the remaining differences amounting to €32 million, as it believes these have no merit and therefore no provision has been made in this respect in the consolidated financial statements as of 31 December 2011. 4. The accounting policies used in the preparation of the consolidated financial statements for the year ended 31 December 2011 are consistent with those applied for the preparation of the annual consolidated financial statements for the year ended 31 December 2010, except for the new or revised accounting standards and interpretations that have been implemented in 2011, as outlined in Note 2 of the consolidated financial statements of 31 December 2011. 5. As mentioned in Note 32 of the consolidated financial statements, the Group's entities are involved in a number of legal proceedings and have various unresolved claims pending arising in the ordinary course of business. Based on currently available information, management believes the outcome will not have a significant impact on the Group's operating results or financial position. 6. In July 2011 the Group has announced its exit from the Georgian market through the transfer of 100% of the shares of its subsidiary Hellenic Petroleum Georgia (Holdings) Limited, owner of 100% share interest in the Georgian entity, EKO Georgia Ltd, to Energy Solutions Investments Inc., a holding company which is active in the energy market of Eastern Europe. The consideration amounted to € 6,6 million (Note 36). 7. On 4 July 2011 the merger through absorption of 100% of "Petrola S.A." by its parent "Hellenic Petroleum S.A." was completed, in accordance with the provisions of art. 68 para. 2 and 69-78 of Company law 2190/1920 and art. 1-5 of law 2166/1993. The transaction was approved by the Ministry of Development, Competitiveness and Shipping (Decision K2-5565 – 4/7/2011) and was duly registered with the Registry of Societes Anonymes 8. Number of employees at 31/12/2011 in Greece: Company: 2.151, Group: 3.287 (31/12/2010: Company: 2.467, Group: 3.639). 9. Where necessary, comparative figures have been reclassified to conform to the changes in the presentation of the current year.

10. The amount of provisions included in the Statement of Financial Position are as follows:

	GROUP	COMPANY
a) for pending legal cases	11.135	5.000
β) for tax matters	11.033	9.477
c) for SLI	113.991	86.027
d) for other provisions relating to expenses	22.408	22.330

11. Other comprehensive income for the period, net of tax, for the Group and the parent company are as follows:

	GROUP		COMPANY	
	31/12/2011	31/12/2010	31/12/2011	31/12/2010
Available-for-sale financial assets	(72)	44	-	
Unrealised gains / (losses) on revaluation of hedges	(12.908)	(25.188)	(12.908)	(25.188)
Translation exchange differences	(40)	639	-	
Net income/(expense) recognised directly in equity	**(13.020)**	**(24.505)**	**(12.908)**	**(25.188)**

12. Transactions and balances with related parties for the Group and the parent company (in thousands of €) are as follows:

	GROUP	COMPANY
Sales of goods and services	574.891	4.283.711
Purchases of goods and services	64.207	102.923
Receivables	52.961	316.263
Payables	278.849	49.031
Board members and senior management remuneration & other benefits	3.613	1.065
Amounts due to/(from) Board members and senior management	-	-

Athens, February 23, 2012

CHAIRMAN OF THE BOARD	CHIEF EXECUTIVE OFFICER	GROUP CHIEF FINANCIAL OFFICER	FINANCIAL MANAGER
CHRISTOS K KOMNINOS ID. Number AK. 121225	JOHN A. COSTOPOULOS ID. Number 702932584	ANDREAS N. SHIAMISHIS ID. Number AA. 010147	IOANNIS D. LETSIOS ID. Number AE. 104203

Parent Company's Financial Statements

Statement of comprehensive income (amounts in € thousand)	PARENT COMPANY	
	1/1/2011-31/12/2011	1/1/2010-31/12/2010
Sales	8.592.359	7.681.580
Gross profit	368.952	488.097
Operating profit	188.545	294.622
Profit before tax	156.792	247.753
Income tax	(44.028)	(93.800)
Profit for the year	**112.764**	**153.953**
Other Comprehensive (loss) / income for the year, net of tax	(12.908)	(25.188)
Total comprehensive income for the year	**99.856**	**128.765**
Basic and diluted earnings per share	**0,37**	**0,50**
Earnings before interest, taxes, depreciation & amortisation (EBITDA)	**266.826**	**371.512**

Statement of financial position (amounts in € thousand)	PARENT COMPANY	
	31/12/2011	31/12/2010
ASSETS		
Property, plant and equipment	2.471.921	1.901.566
Intangible assets	13.412	9.971
Other non current assets	669.247	712.825
Inventories	994.893	1.425.693
Trade & other receivables	868.601	765.858
Held to maturity securities	0	167.968
Other current assets	563,282	220.000
Available for sale financial assets	41	41
TOTAL ASSETS	**5.581.397**	**5.203.922**

EQUITY & LIABILITIES		
Share capital	666.285	666.285
Share premium	353.796	353.796
Other reserves	896.744	887.460
Total Equity	**1.916.825**	**1.907.541**
Long term borrowings	837.603	815.142
Provisions & other long term liabilities	175.907	197.942
Short term borrowings	1.065.276	803.604
Other current liabilities	1.585.786	1.479.693
Total liabilities	**3.664.572**	**3.296.381**
TOTAL EQUITY & LIABILITIES	**5.581.397**	**5.203.922**

Statement of cash flows (amounts in € thousand)	PARENT COMPANY	
	1/1/2011-31/12/2011	1/1/2010-31/12/2010
Cash generated from operations		
Profit before tax	156.792	247.753
Adjustments for:		
Depreciation & amortisation of property, plant & equipment and intangible assets	81.269	80.021
Amortisation of grants	(2.988)	(3.131)
Loss / (gain) on sale of P.P.E	190	-
Provision for expenses & valuation charges	27.972	25.528
Foreign exchange (gains) / losses	11.319	12.539
Dividend income	(15.819)	(11.879)
Interest and other related expenses	39.850	36.834
Interest and other related income	(13.649)	(4.273)
	284.936	**383.392**
Changes in working capital		
(Increase) / Decrease in inventories	434.938	(215.302)
(Increase) / Decrease in trade & other receivables	(105.319)	15.232
Increase / (Decrease) in payables	49.869	469.240
Less:		
Interest and other related expenses paid	(36.612)	(37.024)
Income & other taxes paid	(23.945)	(1.425)
Net cash generated from operating activities	**603.867**	**614.113**

Cash flows from investing activities		
Participation in share capital increase / (decrease) of affiliated companies	13.214	6.210
Purchase of property, plant & equipment and intangible assets	(649.983)	(676.754)
Grants received	-	131
Proceeds from disposal of property, plant & equipment and intangible assets	142	-
Interest received	13.649	4.273
Dividends received	14.312	11.844
Net cash used in investing activities	**(608.666)**	**(654.296)**

Cash flows from financing activities		
Proceeds from borrowings	1.281.179	762.253
Proceeds / (payments) from sale / (purchase) of Greek Government bods	167.968	(167.968)
Repayments of borrowings	(1.015.999)	(324.542)
Dividends paid	(85.067)	(137.369)
Net cash generated from financing activities	**348.081**	**132.374**
Net increase / (decrease) in cash & cash equivalents	**343.282**	**92.191**
Cash & cash equivalents at the beginning of the year	**220.000**	**127.809**
Cash & cash equivalents at the end of the year	**563.282**	**220.000**

Contact Information

Group Companies' Addresses

Company information

Name: HELLENIC PETROLEUM SOCIETE ANONYME
Trade Name: HELLENIC PETROLEUM S.A.

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Shareholders' Contact

Shareholders, investors and financial analysts can contact the Group's Head Office, 8A Chimarras st., GR-151 25 Maroussi, for the following Services:

- Investor Relations Services, tel.: (+30) 210 63 02 212
- Shareholders' Services, tel.: (+30) 210 63 02 978-982
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Website:
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www.hellenic-petroleum.gr

E-mail:
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Annual Report Feedback

The present report of HELLENIC PETROLEUM is addressed to all our social partners, who wish to be informed regarding the Group's strategy, policy and business performance in 2011.

Any suggestion, concerning further improvement of the present report, as a tool for a two-way communication between the Group and its social partners, is welcome.

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HELLENIC
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