ANNUAL REPORT 2017

HELLENIC PETROLEUM

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19/2018

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MESSAGE TO SHAREHOLDERS

E. Tsotsoros
Chairman of BoD and CEO

Dear Shareholders,

In 2017, the Greek economy came out of the eight-year recession, with growth rising to + 1.4% of GDP, compared with -0.2% in 2016. The implementation of structural reforms provided a strong base for the recovery of the country's growth dynamics and helped to re-attract investment, which during 2017 increased by 15%. Through the structural changes that are currently underway, Greece is heading for a gradual normalization of its access to the international capital markets, while the potential of the economy is promising, especially if combined with the expected debt relief decisions and of a more investment friendly tax policy.

As far as the international environment is concerned, international crude prices recovered in the second half of 2017 - from $53 to $65/bbl for Brent at the end of the year - as a result of OPEC and Russia's policy to cut production and the subsequent inventory reduction in OECD countries. At the same time, global demand remained strong and according to the International Energy Agency (IEA) settled at 97.8 mbpd in 2017 and is expected to exceed 99 mbpd in 2018. While uncertainties about long-term developments in the oil industry continue, reputable organizations and leading companies in the industry (e.g. BP, ExxonMobil) argue that strong demand will continue at least until the next decade.

The evolution of the euro/US dollar exchange rate from $1.03 to $1.20 at the end of 2017 reflects the monetary policy as well as the political developments in Europe and North America. It is indicative that dollar dropped 9.8% in 2017, the worst performance since 2003, while at the same time the euro recorded its strongest performance against the US currency in 14 years, an evolution that adversely affected European refining companies.

In the refining sector, the competitiveness of European refineries is affected by high regulatory costs due to the EU policy on climate change and sustainable development. For Greek refineries, competitive pressures increased further due to the modernization of refining capacity in neighboring countries, the Middle East and South East Asia, which are not burdened with correspondingly high environmental compliance costs.

For HELLENIC PETROLEUM Group, 2017 was the third consecutive year in which we managed to meet the important targets in regards to strengthening the balance sheet, increasing our raw material suppliers' base and further improving performance of all business units, focusing on the refineries' operation and supply and trading of oil products.

The successful enforcement of the Group is reflected on its ranking amongst the 2017 TOP 100 GLOBAL ENERGY LEADERS, according to Reuters Thomson.

The Group's operating profitability, production and total sales recorded new historical highs. Adjusted EBITDA reached €834 million, marking a significant increase of 14% compared to the previous year, while Adjusted Net Profits increased by 40% to €372 million.

The key drivers of those achievements included record production and sales volumes which exceeded 16 million tons signifying a 4% increase compared to 2016, the particularly strong refining over-performance, which increased by 50% due to supply optimization and improvements in the units' operation, international commercial partnerships, continuous expansion into new markets, strengthening of marketing mainly in the domestic market, as well as the Group's commitment to exports which accounted for over 50% of total output. HELLENIC PETROLEUM Group is now the largest exporter of products in the South Eastern Mediterranean, while the Aspropyrgos refinery's FCC unit is among the top two in the world, according to an international study conducted by Solomon.

The Group's high operating cash flows, 18% reduction in financial cost and €600 million reduction in total borrowing over the last two years combined with the successful planning and implementation of the refinancing of bank loans and bonds amounting to over €1 billion – resulting in a €20 million per year reduction in the cost of funding - now allow for better risk management whilst also maintaining net debt, over last few quarters, in line with business plan target levels. The continuous strengthening of the Group's financial position and increasing cash flows are also reflected in the decision made by the Board of Directors to propose the payment of a FY17 dividend of €0.4 per share to the General Meeting of Shareholders.

With regards to marketing, the Group, with 1,760 service stations (EKO and BP brands), 550 tank vehicles and five owned vessels, continued to increase sales and market shares in 2017, sustaining profitability despite market challenges. In international marketing, the subsidiaries maintained high levels of operating profitability. With 300 operating service stations mainly bearing the EKO brand name, the Group continued its successful presence, holding a leading position in Montenegro and Cyprus, and is among the top five companies in the sector in Bulgaria, Serbia and FYROM.

In 2017, the improvement of working and safety conditions were also emphasized, through extending the application of the holistic safety system, reliable and fair management interventions and strengthening the role and contribution of personnel to achieving goals.

HELLENIC PETROLEUM's human-centric social contribution and sustainable development focused on the environment and climate change, drove an action plan in the context of its Corporate Social Responsibility program, highlighting HELLENIC PETROLEUM'S social contribution to local and national development.
Positive ratings for the Group's potential and outlook

were reflected in HELLENIC PETROLEUM'S share price evolution recording significantly higher returns than its European peers.

These achievements reward the coordinated efforts and planning over the period, but also create obligations for everyone to intensify the efforts so that the Group maintains its leading position.

In this direction, the "Five-Year Development Program 2018-2022" was designed and implemented, based on export orientation, strengthening international competitiveness, continuously improving know-how and adopting innovative methods and new technologies. The main focus of the new Five Year Plan is to continue to maintain profitability at high levels regardless of refining margins volatility, while reducing debt and liabilities by €1 billion, reducing financial costs by 50%, with consistent and gradually increasing dividend pay-out.

Among the most important endeavors is the Group's strategic choice to identify and exploit potential domestic hydrocarbon deposits, an activity with a strong business and geopolitical interest and growth outlook. Given its reputation, the Group has established partnerships with leading companies in the sector, been awarded exploration and production rights for hydrocarbons in a portfolio of areas in Western Greece, both offshore and onshore in various development steps.

HELLENIC PETROLEUM is very much focused on implementing its basic strategic objective concerning energy transformation based on the Group's sustainable development in order for it to remain at the forefront in this respect and to continue to play a leading role in the rapid energy developments taking place in Greece, the Balkans and the South Eastern Mediterranean. It is conducting investments exceeding €500 million over the three-year period 2018-2020 for the three-year refining program, along with the Group's Energy Efficiency improvement and Digital Transformation. At the same time, the Group's preparation for low sulphur bunkering fuels in 2020 and RES growth, further reflect this strategy.

With the successful implementation of the Group's strategy, improvement of its capital structure, production and sales growth, historically high profitable results, improved competitiveness, enhanced export orientation and long-term planning considering global and regional developments in the energy sector, the mandate of this Board of Directors will conclude in the coming months.

The Management of HELLENIC PETROLEUM would like to thank all of the Group's employees for their significant contribution to its growth as well as the shareholders for their continued support and trust.

HELLENIC PETROLEUM Group, now stronger than ever before, is one of the biggest Energy groups in the Mediterranean. Having exceptional and qualified personnel, the Group fulfil the conditions that will allow it to continue to take a leading role in the energy sector in the wider region, thereby maximizing the benefits that it can offer to the Greek society as well as the national economy.

E. Tsotsoros
Chairman of BoD
and CEO

2017 HIGHLIGHTS

€372 million

Adjusted Net Income

€0.40

DPS doubled vs 2016

X2

-18%

Decrease in Financial Expenses

€1.7 billion

Social product to various stakeholders (incl. indirect taxes)

25%

Reduction of CO_2 emission indicators over the last 4 years (tn/crude oil throughput)

>30%

Reduction of main air emission indicators over the the last 5 years (tn/throughput)

16 million tons

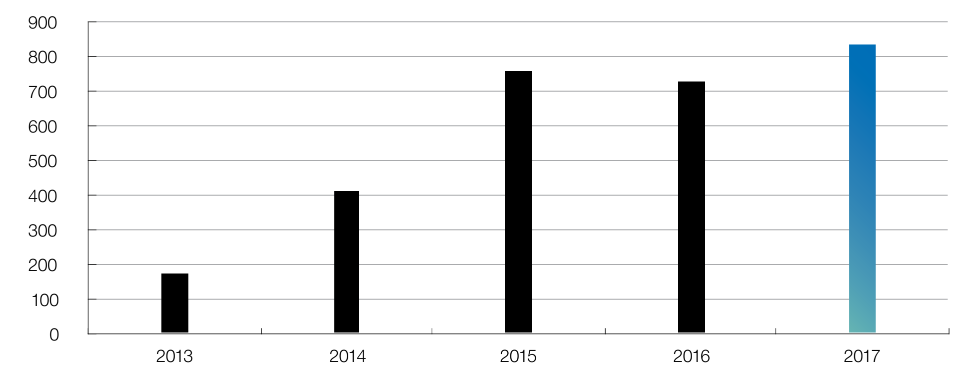
Total Refined Product Sales

2017 REVIEW

Key Figures Evolution

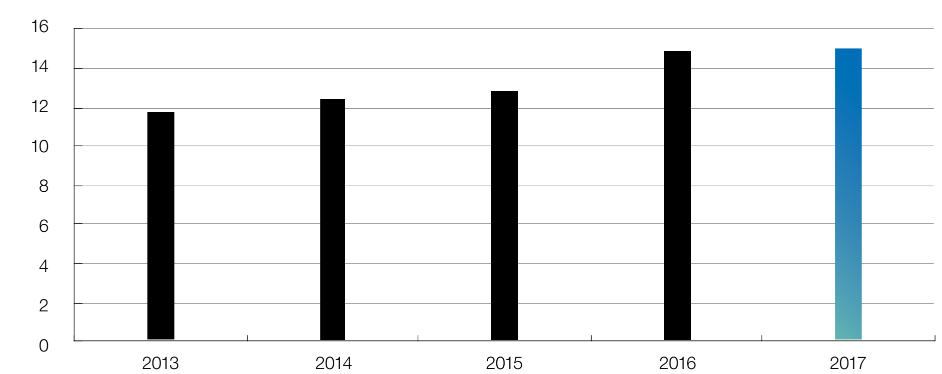
Adjusted EBITDA €834m (+14%) the highest on record

Adjusted EBITDA (m. €)



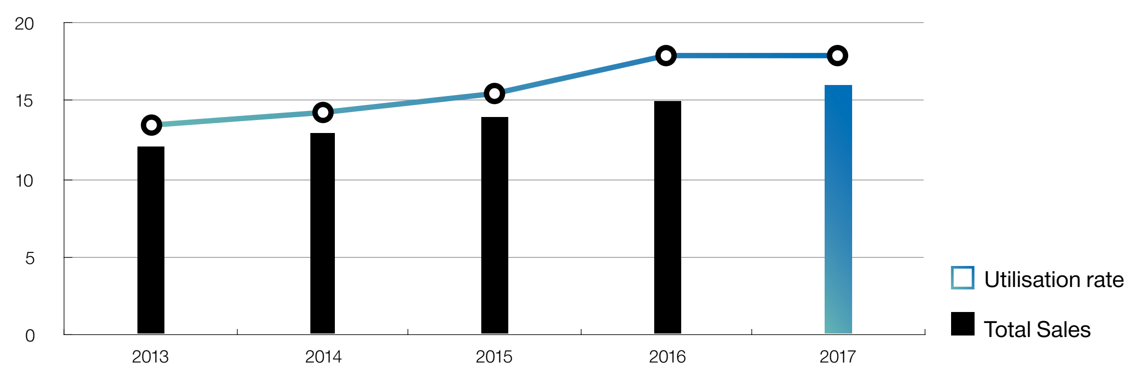
Production increased to 15 million tons, a historical high

Production (MT'000)



Sales increase by 4% in 2017 to 16.1 million tons

Sales (m MT)



Dividend of €0.40/share

Share price 72% higher vs 2016, closing at €7.61 on 29.12.2016, outperforming the ASE General Index

Share price (€)

Group Strategy

Having successfully implemented an important development and transformation program in 2007-2012, over the last five years the Group focuses on taking full advantage of its investments and maximizing economic return.

The Group's Core Axes are:

1. Safety, Environment and Social Responsibility
2. Competitiveness and Export Orientation
3. Developing & Strengthening new activities, with sustainability as key consideration
4. Energy & Digital Transformation
5. Continuous training of People and development of know-how

Several actions and initiatives have been implemented in recent years, with a significant impact on the Group's financial results.

Based on the above, the Group's Strategic Priorities are as follows:

Leveraging Investments to Improve Results & Safety

- Operational optimization and full realisation of synergies in the South Refining Hub (Aspropyrgos and Elefsina); these two plants constitute two of the most modern and complex refineries in the Mediterranean, with the appropriate size to achieve significant economies of scale.
- Optimization of the new refining model, maximizing the full potential of all three refineries, as well as the synergies between them.
- Supply Chain Optimization through broadening the supply of assessed crudes as well as increasing sourcing directly from producers, thereby optimizing crude supply.
- Further development of international trading activities in the Mediterranean and the Balkans.
- Implementation of a Holistic Safety Program, with the aim of matching health and safety standards of the best companies worldwide.

Significant progress has been achieved regarding the optimization of operations at the Elefsina refinery and the implementation of a series of synergies between the three refineries, which has had a substantial effect on the Group's financials, with exports accounting for approximately 52% of total refining sales.

2017 HELPE Refining System Performance Improvements

South hub conversion units optimisation

Aspropyrgos

- Improved FCC operation
  - High octane blending components
  - Propylene output

Elefsina

- Lower own consumption
- Increased natural gas feed (hydrogen)
- Improved flexicoker operation
- Improved residue conversion

Thessaloniki

- Lower own consumption
- Increased natural gas feed (energy)
- CDU debottlenecking

Despite reduced production at the Elefsina refinery for maintenance in the third quarter of 2017, Group refining production recorded a further slight increase to 15 million tons, leading to higher total sales, up 4% to 16.1 million tons.

Furthermore, the Group concluded a number of agreements with crude oil producers and taking advantage of the improved financial liquidity, benefited from crude oil pricing spreads in the Mediterranean.

Implementation of Performance, Energy & Digital Transformation Programs

• Optimise costs and operations benchmarking versus the safest and most competitive European refineries.
• Enhance transformation programs and accelerate their implementation.
• Focus on cost efficiencies in Central Services, Fuels Marketing and Procurement.
• Implementation of a Digital Transformation Strategy in the Group's main business units.

The implementation of the transformation and restructuring programs continued in 2017, mainly focusing on energy efficiency and improving refinery units' performance as well as reducing procurement costs with a total additional benefit of €40m..

In addition, in 2017, a special study was developed to identify areas in the Group's core business, that are subject to digital transformation.

€40 m

from the implementation of transformation programs

Strategic Transformation of Fuels Marketing

• Further developing the company managed and operated service stations network.
• Energy transformation through initiatives aimed at increasing energy efficiency, energy saving at service stations.
• Implementing Digital Transformation Actions focusing on customer loyalty programs and mobile application development, along with advanced data analysis tools.
• Emphasis on network management, product and services portfolio, logistics as well as the development of our people and expertise.

In 2017, network management initiatives continued, further improving our fuels marketing subsidiaries' efficiency and operating profitability.

Maximising Activities Portfolio Value

• Further enhance vertical integration of International Marketing and Petrochemicals with Refining.
• Invest in International Marketing in order to strengthen the Group's position in the main regional markets.
• Focus on the Exploration of Hydrocarbons in Greece in cooperation with international partners.
• Development of a significant Renewable Energy Sources portfolio.
• Improvement of Elpedison's position in power generation and trading.
• Completion of the sale of the stake in DESFA.
• Ensuring the value of the Group's participation in DEPA.

The increased integration with Refining yielded significant benefits in Petrochemicals. Regarding the Group's international activities, both the restructuring of the international marketing business supply model, achieved by strengthening relationships with local suppliers and a higher level of integration with the Group's refineries, as well as the emphasis on trading activities, contributed to improving the Group's competitiveness.

In Renewable Energy Sources, the Group has 200 MW of power projects in various stages of development as well as 17 MW already in operation. At the end of 2017, the Group's three photovoltaic projects in Aspropyrgos, Thessaloniki and Kavala with a total capacity of 8.6 MW, became operational.

The Group also recorded significant development in the field of Exploration and Exploitation of Hydrocarbons, where exploration continues in the Patraikos Gulf accordingly to schedule, as well as the increase of its portfolio, also in cooperation with international partners.

3.33%

In July 2017, HELLENIC PETROLEUM SA proceeded to a retap on its existing Oct.'21 Eurobond of €79 million with a yield of 3.33%

Developing Human Resources

- Focus on developing our people and their expertise through investing in continuous training.
- Establish a culture of excellence and reward in all of our activities.

The Group has continued to invest in training throughout the crisis. Over the last few years, the Group proceeded with the development of the EDGE and EDGE Commercial training programs and increased training hours.

Emphasis on Corporate Social Responsibility

- Supporting local and wider society; providing ongoing support for vulnerable social groups.
- Supporting the new generation and the education community with annual awards rewarding outstanding school pupils and students, providing a scholarship program for overseas studies and professional experience opportunities.

In 2017, the Group increased its social responsibility actions, thereby further enhancing its social presence. The above actions will contribute to the achievement of the following financial objectives:

Improve Profitability

- Increase EBITDA through contribution from new investments and transformation programs.
- Maximize net cash flows from increased profitability and capex control.

In 2017, operational profitability (Adjusted EBITDA) reached its highest level historically, reaching €834m.

Deleveraging Group

- Gradual reduction of indebtedness over the next few years, through higher cash flow.
- Diversify funding sources and reduce finance costs.

In July 2017, HELLENIC PETROLEUM SA proceeded to a retap on its existing Oct.'21 Eurobond of €79 million with a yield of 3.33%, which allowed it to further reduce its annual interest cost and contributed to improving the maturity profile of debt obligations, while in the past two years' total debt has decreased by approximately €600 million.

Business Environment

Global Economy[1] and Petroleum Industry[2]

The global economy continued its recovery in 2017, reflecting a rebound in investment, manufacturing activity and trade. Global GDP growth is estimated to have picked up from 2.4% in 2016 to 3% in 2017 (above earlier forecasts), with growth increasing in most of the world's economies. Global investment growth was supported by favorable financing costs, rising corporate profits and improved business sentiment across both advanced and emerging economies. This, combined with a recovery in global manufacturing, strengthened the global trade significantly. Energy and metals prices were higher in 2017.

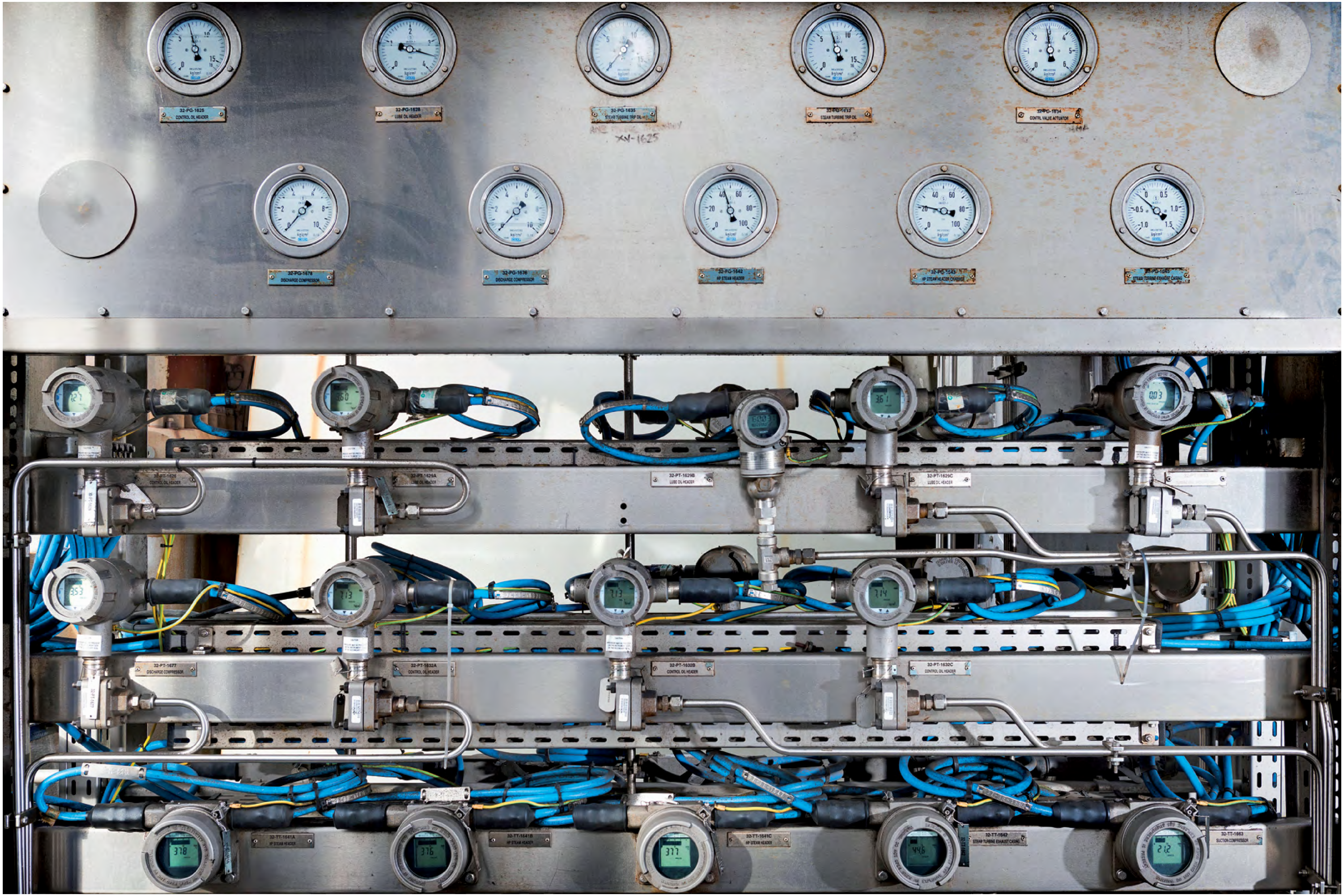
In Euro Area, growth gained substantial momentum in 2017, reaching an estimated 2.4%, 0.7% higher than previously expected. The unemployment rate reached its lowest level since 2009. Domestic demand, exports, and imports improved. Strong economic growth led European equity markets higher (Eurostoxx 600 +7.6%, UK FTSE 100 +4.3%, Germany DAX 30 +13.8%).

In United States, growth picked up in 2017 to an estimated 2.3%, supported mainly by strengthening private investments, rising corporate profits, a weakening dollar and robust demand. The U.S. Federal Reserve continued to normalize monetary policy in 2017, raising interest rates and starting to gradually reduce the size of its balance sheet.

Growth in China is estimated to have reached 6.8% in 2017, also higher than forecasts, reflecting continued fiscal support and the effects of reforms, as well as a stronger than expected exports increase. In Russia, economic activity in 2017 was stronger than previously expected, with growth reaching an estimated 1.7%, driven by higher oil prices.

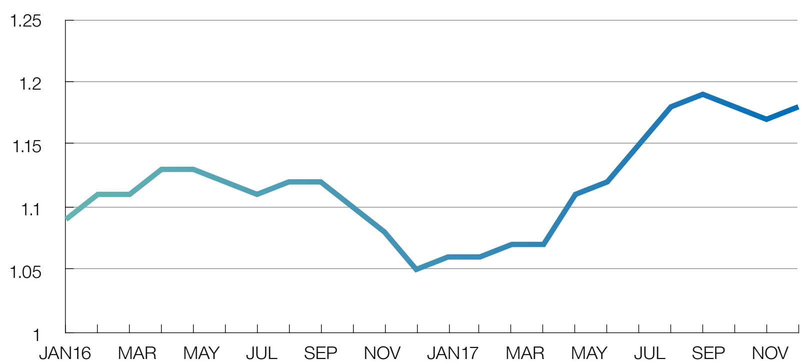
[1] Source: World Bank, World Economic Outlook Update, January 2018

[2] Source: OPEC, "Monthly Oil Market Report", December 2017



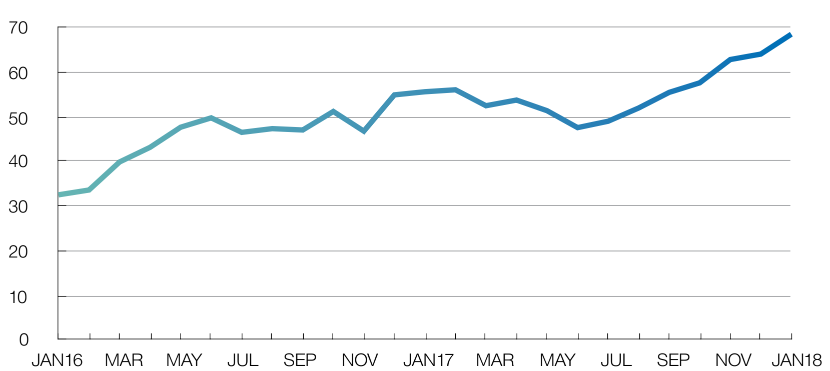
€/$ Exchange Rate

Average 2017 exchange rate 1.13 €/$



Brent Crude oil Prices ($/bbl)

Average 2017 $55/bbl



World oil demand growth[3] is reached 1.6 mb/d in 2017, well above the initial forecast and at similar levels as in the last three years, taking global demand to 97.8 mb/d. Higher than expected consumption in transport and industrial sectors in OECD Europe contributed most of the upward revisions. Regarding non-OECD, China oil demand growth has been robust in 2017 as the petrochemical and the transportation sectors continued to expand at a high pace, and the overall economic activities improved from initial expectations.

Supply growth in 2017 reached 0.4 mb/d, with non-OPEC production (mainly the US, Canada and Kazakhstan), partly offset the effect of OPEC decision to control production and exports, with global supply at 97.4 mb/d.

Brent oil averaged $55/bbl in 2017, up 22% from 2016, while being volatile throughout the year. Despite an agreement by OPEC and non-OPEC producers to cut production, oil prices dropped to $46 in mid-2017, reflecting a rebound in U.S. crude oil output and rising production from Libya and Nigeria before increasing later in the year on strengthening demand, falling inventories and an extension of the production cuts agreement until the end of 2018.

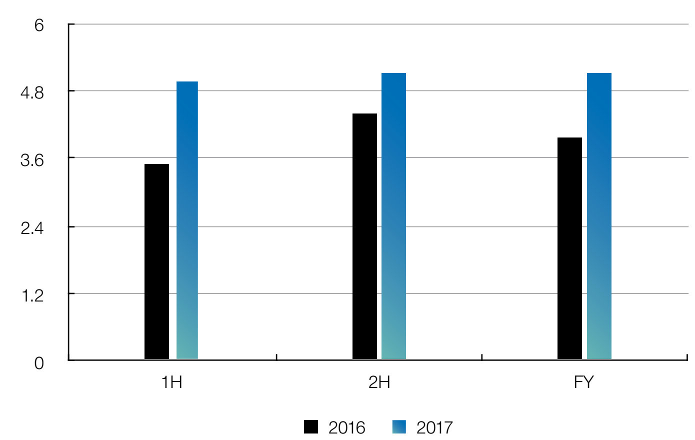
In terms of crude differentials, the Brent-WTI spread widened in 2H17, averaging $3.9/bbl in FY17. Brent vs Urals in 2017 decreased by $0.6/bbl, to $1.0/bbl as Russian exports, particularly from the Baltic ports, were lower, while crude demand in the region was strong.

[3] Source: OPEC, "Monthly Oil Market Report", IEA - Oil Market Report, March 2018

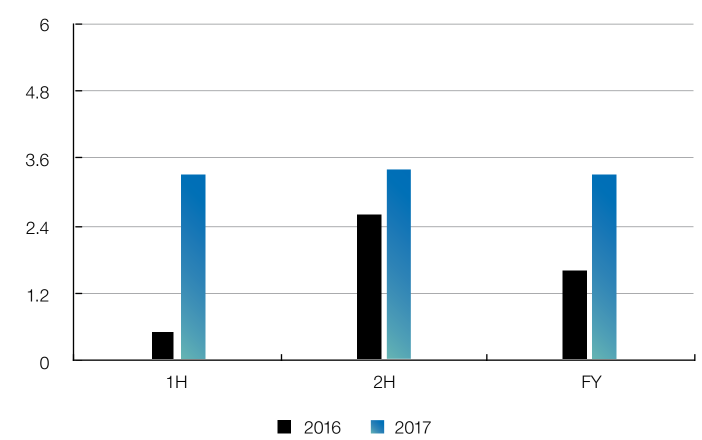
Benchmark refining margins[4]

Refining margins had a strong 2017, on the back of tight supply / demand balances and significant outages, especially in 3Q. More precisely and according to Reuters, Med benchmark cracking margin averaged $5.1/bbl, +$1.1/bbl higher y-o-y and Med benchmark Hydroskimming margin $3.3/bbl, increasing by +$1.7/bbl y-o-y.

Cracking Margins ($/bbl)

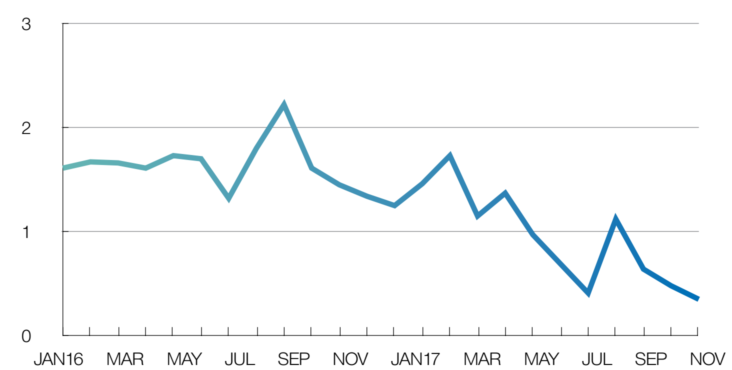


Hydroskimming Margins ($/bbl)



Brent Differential – Urals ($/bbl)

Average 2017 $1/bbl

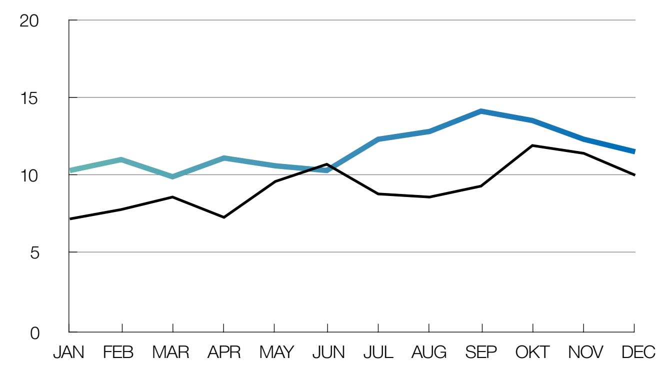


[4] Source: Reuters

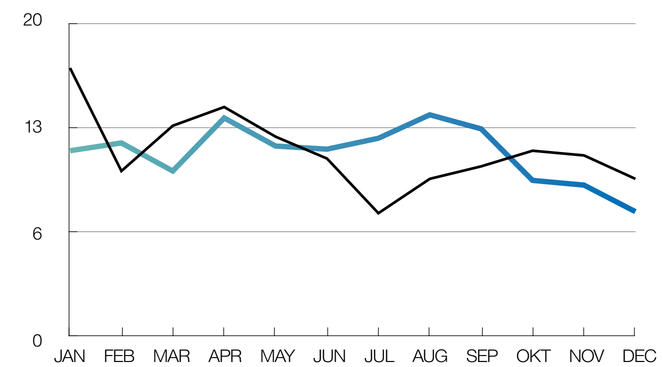
Oil Product Cracks

Fuel oil rose to the highest levels in recent years and was the key driver of margins in the Mediterranean, mainly due to the reduced availability of heavy crude, following reduction in supply from OPEC, while diesel recovered from the 2016 lows. Light-ends cracks were almost unchanged during 1H17, while during the second half of 2017, increasing oil prices and unplanned refining outages affected benchmark margins.

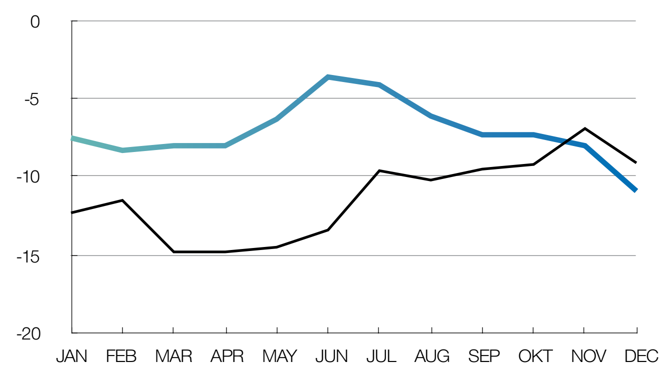
Diesel ($ bbl)[5]



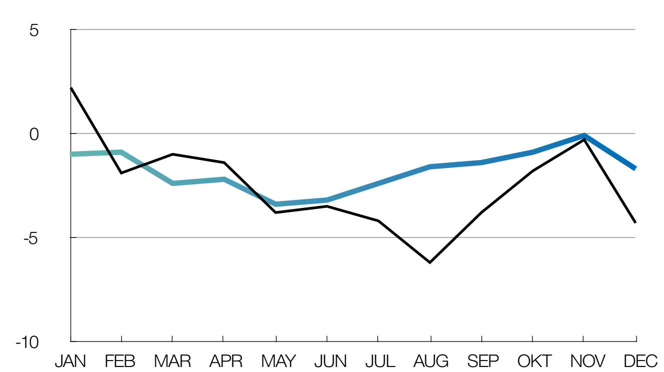
Gasoline ($ bbl)[5]



HS Fuel Oil ($ bbl)[5]



Naphtha ($ bbl)[5]



— 2016 — 2017

[5] Based on Brent prices

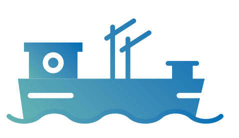
Greek Market[6]

The Greek economic recovery continued in 2017. Economic activity, completion of the second EU programme review and significant progress on the third, as well as the Greek government bond issue during summer 2017 supported confidence and improved macroeconomic backdrop in the country. Banks' reliance on ECB liquidity and Emergency Liquidity Assistance (ELA) from the Bank of Greece has fallen below EUR25 bln for the first time since the Greek crisis and deposits have been starting to improve. Employment growth had a positive impact on income and private consumption and international recovery is supporting tourism revenue. Yields on 10Y Greek bonds fell, particularly in 4Q. However, inflation and wage growth are still weak and concerns around the unemployment, the banking system and Greek debt sustain.

Regarding developments in the Greek oil products market, in 2017 domestic fuels demand was 6.9MT, 1.9% lower compared to 2016. Aviation fuel consumption reached 1.15MT (+11%), growing for 5th consecutive year, while bunkering fuel demand increased by 18% to 2.8MT.

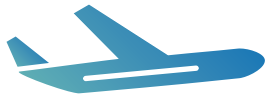
18% ↑

Bunkering fuel demand



11% ↑

Aviation fuel demand



[6] Source: ECB, World Bank, January 2018

Financial Review 2017

The Group's Adjusted EBITDA amounted to €834 million (+14%), the highest level on record, mainly due to improved performance at all refineries and sustainably high refining availability, while Adjusted Net Income amounted to €372 million, recording a 40% increase.

The strong operating performance at the Group's refineries, which benefited, among other things, from opportunities in the Med crude oil pricing structure, the optimization of the crude slate and the operational optimization of all refinery units, leading to over-performance vs benchmark margins, offsetting the impact of the unplanned shutdown of the hydrogen production unit at the Elefsina refinery recording total production for the 2017 at 15 million tons (+ 1%) and total sales at 16.1 million tons (+ 4%).

All Group activities recorded satisfactory performance, with Petrochemicals maintaining profitability at high levels, reporting EBITDA of €95 million despite the decline in international polypropylene margins.

The Group's fuels marketing business in Greece (BP and EKO) continued to increase their sales and market share, with profitability 6%.

The increased demand for a number of products and markets, as well as higher retail sales led to improved overall sales volumes for most of the Group's international subsidiaries with corresponding increased profitability for International Marketing.

The recovery in international crude oil prices led to inventory valuation gains of €59 million, giving significant impetus to the published results, with EBITDA at €851 million and Net Income at €384 million, culminating in the highest performance in the Group's history.

€834 m

Adjusted EBITDA (+14%)

€372 m

Adjusted Net Income (+40%)

Key figures for 2017:

€ m	2017	2016
Turnover	7,995	6,613
Adjusted EBITDA	**834**	**731**
Inventory Effect	(59)	(102)
EBITDA	851	841
Adjusted Net Income	**372**	**265**
Net Income	384	329
Capital Employed	4,173	3,903
Net Debt	1,800	1,759
Gearing Ratio	43%	45%

During 2017, the Group successfully implemented its financial strategy, aiming at balance sheet improvement and financial cost reduction.

Liquidity & cash flows

€600 m

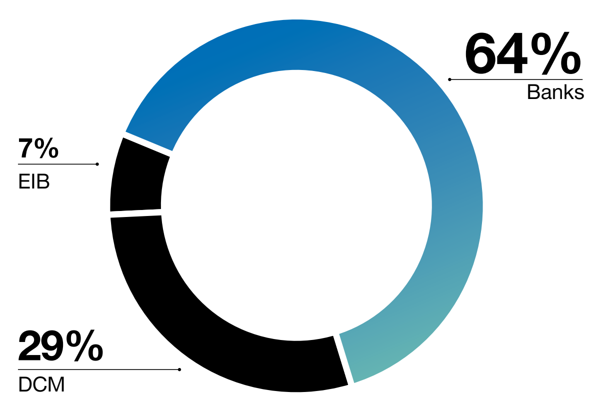
Reduction of Gross Debt by €600 m over the last two years

In July 2017, it raised €79 million in new capital (with a yield of 3.33%) through a retap of existing notes amounting to €375 million via a five-year bond maturing in October 2021 with a 4.875% coupon.

In 2017, Net Finance costs amounted to €165m, the lowest levels in the last 5 years, following the refinancing of bonds and bank loans, and the reduction of Gross Debt by €600m over the last two years. Furthermore, the refinancing of loans maturing in 2018 is in progress, with a significant positive impact on the average cost and duration of debt, as well as improved risk management.

2017 operating cash flows (Adjusted EBITDA – CAPEX) amounted to €625m, recording a small increase vs FY16, despite higher capital expenditure (€209m), due to heavier refinery maintenance and competitiveness improvement projects. Net Debt came in at €1.8bln, at similar levels with the previous quarters, with the leverage ratio at 43%.

Group Debt Sourcing 2017

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Group Business Activities

Petroleum products

Refining, Supply & Trading Activity in Greece

In Greece, the Group owns and operates three refineries in Aspropyrgos, Elefsina and Thessaloniki, which account for approximately 65% of the country's total refining capacity and combine a storage capacity for crude oil and petroleum products of 6.65 million m³.

The three refineries and their individual technical characteristics are described below:

Refinery (Greece)	Daily Refining Capacity in Kbpd	Annual Refining Capacity (ml.MT)	Refinery Configuration	Nelson Complexity Index
Aspropyrgos	148	7.5	Cracking (FCC)	9.7
Elefsina	100	5.0	Hydrocracking	12
Thessaloniki	93	4.5	Hydroskimming	5.8

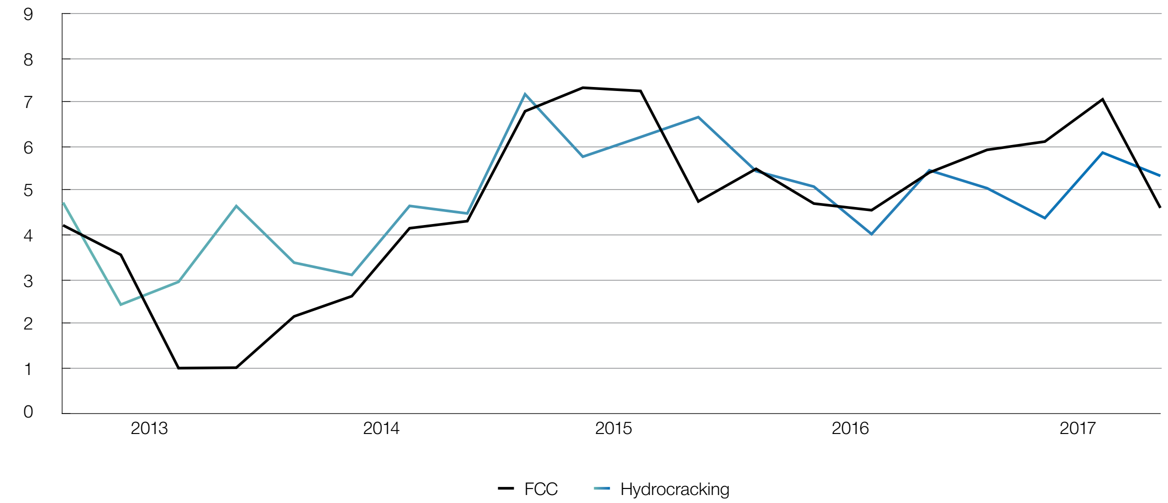
The domestic refineries are treated as a single, unified system. Crude oil purchases, production scheduling and sales forecasting are carried out for the Group's refining system centrally, with the objective of optimizing profitability, while taking into account prevailing (Eastern Mediterranean/ South Eastern Europe) crude oil and product prices as well as domestic demand. The Group's ability, due to its refineries' increased complexity, to process intermediate products (SRAR, VGO) and adjust its crude slate and oil processing levels, represents a key competitive advantage.

In 2017, benchmark margins remained at high levels, improved vs. 2016. Hydroskimming margins were particularly favourable due to the strong fuel oil cracks. Benchmark Med FCC margins averaged $5.9/bbl (2016: $5.1/bbl) and Hydrocracking margins $5.2/bbl (2016: $5/bbl).

15m MT

Highest production on record

Mediterranean Benchmark Refining (FCC and Hydrocracking) Margins ($/bbl)



In 2017, the refining industry recorded new highs at 15 million tones due to the high availability of all units (and despite the unplanned shutdown at the Elefsina refinery). As a result of increased production, product sales recorded highest levels in recent years due to increased volumes in the domestic market as well as in the aviation and bunkering fuel markets. These results were achieved mainly due to the operational optimization at the Aspropyrgos and Thessaloniki refineries, where processing was at a record level. The synergies between the three refineries were also significant, with a positive impact on profitability.

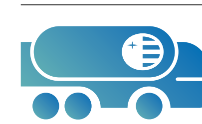
The positive economic environment for European refineries in 2017 (strong international margins, strong dollar) as well as the continuous improvement in operational performance, were the key drivers of Refining, Supply and Trading results.

HELLENIC PETROLEUM's sales increased for the 7th consecutive year, amounted to 16.1 million tons, with exports accounting for 52% of total sales, with the Group sustaining its position as one of the most export oriented in the Eastern Mediterranean.

The Aspropyrgos and Elefsina refineries' yield of high value products (gasoline, jet fuel and diesel) remained at high levels, among the highest in the European refining industry.A number of initiatives aimed at increasing the refineries' competitiveness yielded economic benefits which exceeding €30 million in 2017.

52%

Exports accounting for 52% of total sales



Indicatively, the planned investments, which were completed in 2016 and were aimed at improving the energy efficiency indices (in particular at the Elefsina and Thessaloniki refineries, which significantly reduced their own consumption rate), have resulted to a significant reduction in energy consumption and cost.

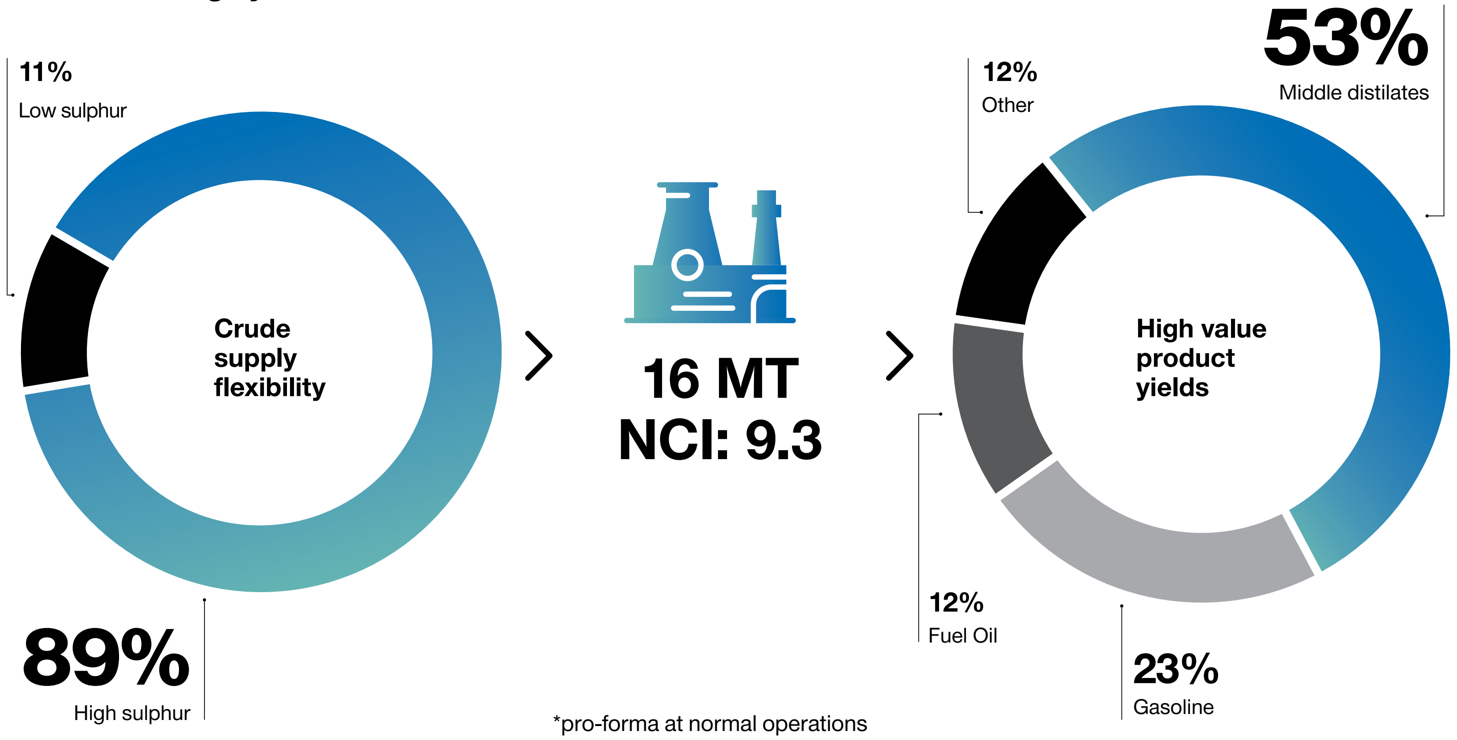
Moreover, the use of natural gas substituting LPG, naphtha and fuel oil for hydrogen production and own-consumption in the Elefsina and Thessaloniki refineries also made a significant financial contribution.

The percentage of intra-refinery flows of intermediate products and raw materials exceeded 10%, as in 2016, sustaining significant optimization capabilities in production and trading.

In addition, propylene output at the Aspropyrgos refinery (propylene is the raw material used in the Thessaloniki plant) reached a new historical high, resulting in reduced propylene imports, while the performance of high octane gasoline blending components also improved.

Finally, the operation of the flexicoker unit at the Elefsina Refinery improved, after successful completion of extensive maintenance work during the third quarter of 2017, resulting to significant improvement of its performance.

HELPE refining system overview*



*pro-forma at normal operations

Financial Results and Key Operational Indicators:

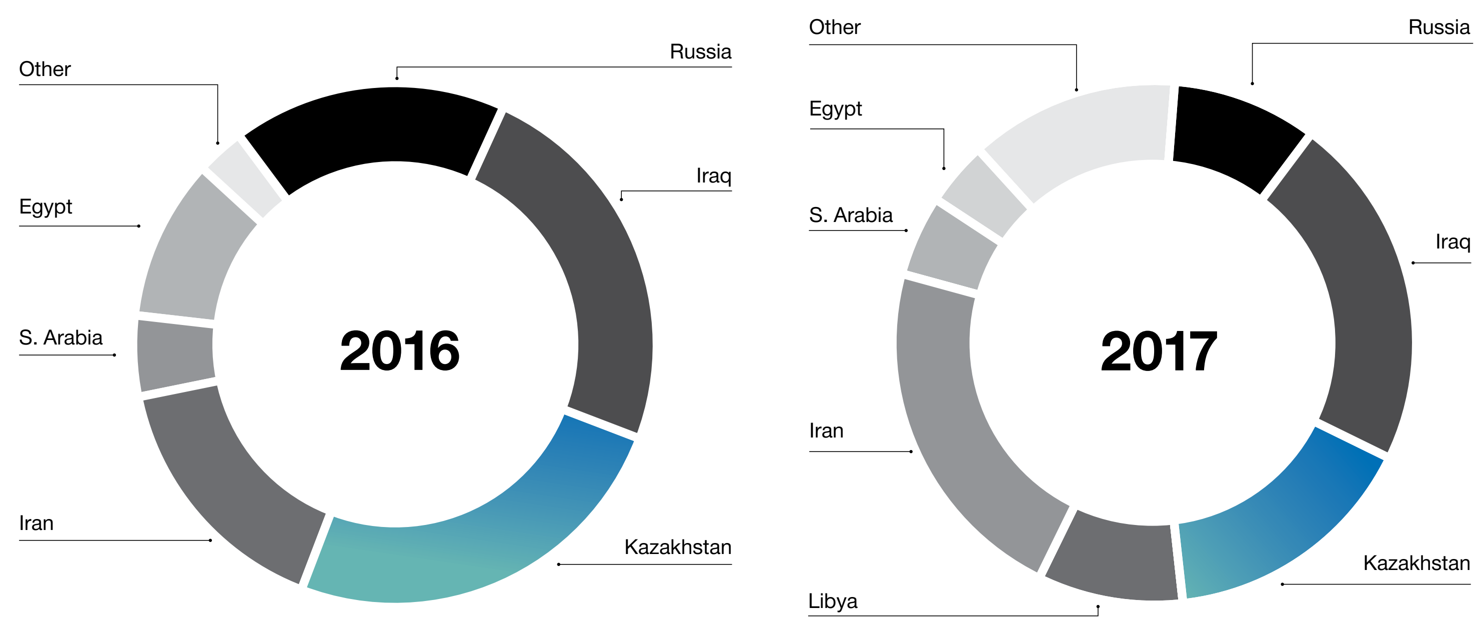
Financial Results (€ m.)	2017	2016
Sales	7,001	5,707
Adjusted EBITDA	**639**	**536**
Performance Indicators		
Complex refinery margin (FCC)	$5.9/bbl	$5.0/bbl
Sales Volumes (MT'000)	16,056	15,455

Crude oil supply

Crude oil supplies are centrally coordinated and are covered through term contracts and spot transactions. The oversupply of all types of crude oil continued in the first half of 2017, as a key trend of the global and Mediterranean oil markets, with a positive impact on prices for HELLENIC PETROLEUM, especially for the heavier crude types in our region. This was also supported by the normalization of the crude oil production and flows from Libya. Since the summer of 2017, OPEC's efforts to reduce production have gradually led to a reduction in supply and an increase in international prices. HELLENIC PETROLEUM took advantage of its improved financial liquidity as well as significant opportunities presented in the Mediterranean crude oil pricing structure. In this way, the supply mix was adjusted, resulting in an increase in supply from Iran and Iraq (22%), with a reduction in purchases from Russia to 10% and Kazakhstan to 10%, while the contribution from Saudi Arabia was 5%. In terms of Mediterranean crudes, Libya (9%) increased significantly, with a corresponding decrease from Egypt (4%), while the contribution from other sources (13%) slightly increased.

Both the Group's ability to access and its refineries' flexibility to process a wide range of crude oil types, proved to be particularly important in terms of driving profitability. The Group's ability to respond to sharp supply shortages of specific types of crude oil also ensured for uninterrupted supply into the markets where the Group operates.

Diversified crude oil and feedstock sourcing



11%

Domestic market sales volumes increase

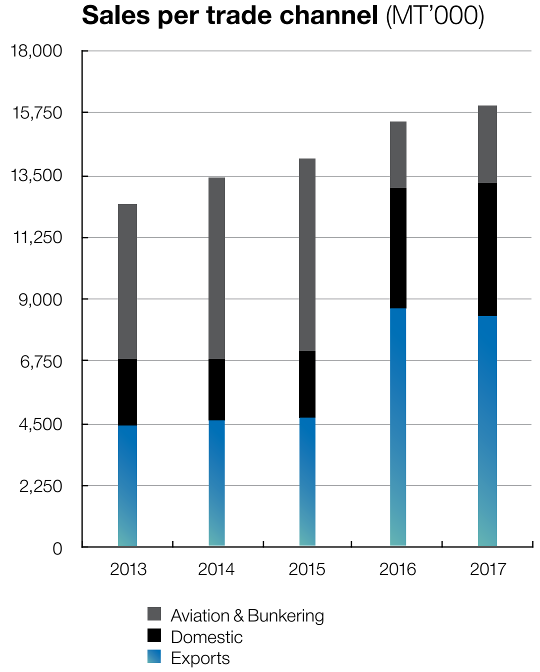
Wholesale Trading (Refined product sales)

Oil products sales are carried out by the parent company HELLENIC PETROLEUM S.A. to the fuels marketing companies in Greece, including the subsidiary EKO, as well as to certain special customers, such as the country's armed forces, whilst approximately 50% of production is exported. All of the Group's refined products comply with the prevailing European standards. During 2017, total sales from domestic refineries increased by 3% to 16.1 million tons.

Domestic market sales increased by 11% to 4.9 million tons, mainly due to increased diesel and fuel oil demant.

Aviation sales continued to rise and amounted to 745 thousand tons (+ 6%), while marine fuels sales increased by 19% to 2.0 million tons. Exports were at particularly high levels and amounted to 8.4 million tons (-2.4%).

Sales per trade channel (MT'000)



International Activities

The Group's international activities refer to the OKTA facilities in Skopje, FYROM, connected to the Thessaloniki refinery through a pipeline transporting high value-added products (e.g. diesel). The refinery's location is one of its significant competitive advantages for the domestic distribution of products through marketing companies, as well as exports to neighbouring Balkan markets.

In 2017, OKTA focused on the trading and distribution of petroleum products with sales of 768 thousand tons equalling a 2% increase vs. 2016.

The Group takes advantage of the significant synergies among its networks in Greece and SE Europe in the areas of marketing and commercial policy, through sharing best practices and successful products.

Fuels Marketing

HELLENIC PETROLEUM Group is active in the marketing and distribution of petroleum products, both in Greece through its subsidiary EKO ABEE as well as internationally through its subsidiaries in Cyprus, Bulgaria, Serbia, Montenegro and FYROM.

The Group takes advantage of the significant synergies among its networks in Greece and SE Europe in the areas of marketing and commercial policy, through sharing best practices and successful products.

Financial Results and key performance indicators:

Financial Results (€ m.)	2017	2016
Sales	2,912	2,336
Reported EBITDA	95	93
Adjusted EBITDA	107	101
Performance Indicators		
Sales Volumes (MT'000) –Total	5,165	4,668
Sales Volumes (MT'000) – Greek Network	4,058	3,538
No. of petrol stations - Greece	1,760	1,739
No. of petrol stations – International (includes OKTA brand PSs)	302	299

Domestic Marketing

In Greece, the Group's network of petrol stations exceeds 1,700 under the EKO and BP brands,15 bulk storage and supply terminals, 23 aircraft refueling stations in the country's main airports, 2 LPG bottling plants and 1 lubricant production and packaging unit.

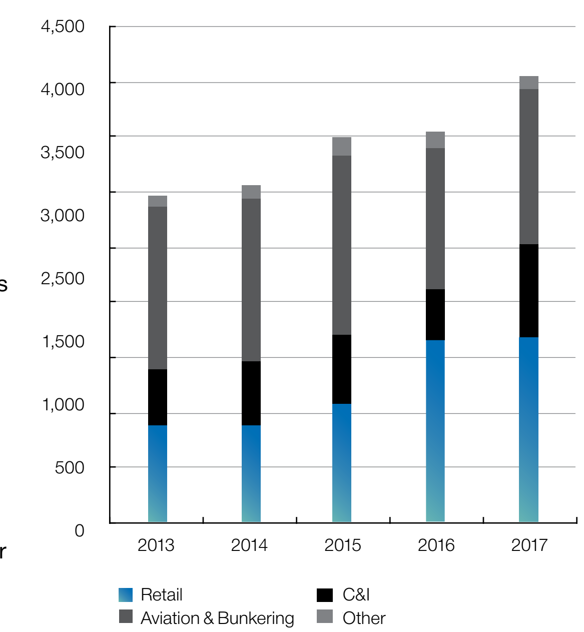
In Retail, motor fuels sales were higher, with a further increase of 11% for diversified fuels, resulting in increased profitability as well as an improvement in motor fuels' market share, which collectively exceeded 31% for both EKO and BP.

In Aviation and Bunkering sales recorded an increase of + 9%, mainly due to increased tourist traffic, with EKO maintaining its leading position, while sales of lubricants and LPG also increased.

The emphasis on the development of company operated network –which currently exceed 200 service stations- and the improvement of services provided continued with enhanced cooperation with selected suppliers, supermarket chains, cafes and restaurants and resulted in a 15% increase in sales of non-fuel retailing (NFR), with significant strategic benefits for the Group.

The Group has an agreement with BP plc for the exclusive use of BP's trademarks for ground fuels in Greece until the end of 2020, with the possibility of further 5-year renewal.

Domestic marketing sales (MT'000)



International Marketing

The Group international business operates through its subsidiaries in Cyprus, Bulgaria, Serbia, Montenegro and FYROM, with a total network of c.300 petrol stations.

In Cyprus and Montenegro, the local subsidiaries (from the acquisition of preexisting companies) hold leading positions in their markets.

In Bulgaria and Serbia, where activities began greenfield, the Group's subsidiaries recorded rapid growth after 2005 and are currently among the top five companies in their sector.

In FYROM, the network of 25 petrol stations bears the brand name of the OKTA Group subsidiary.

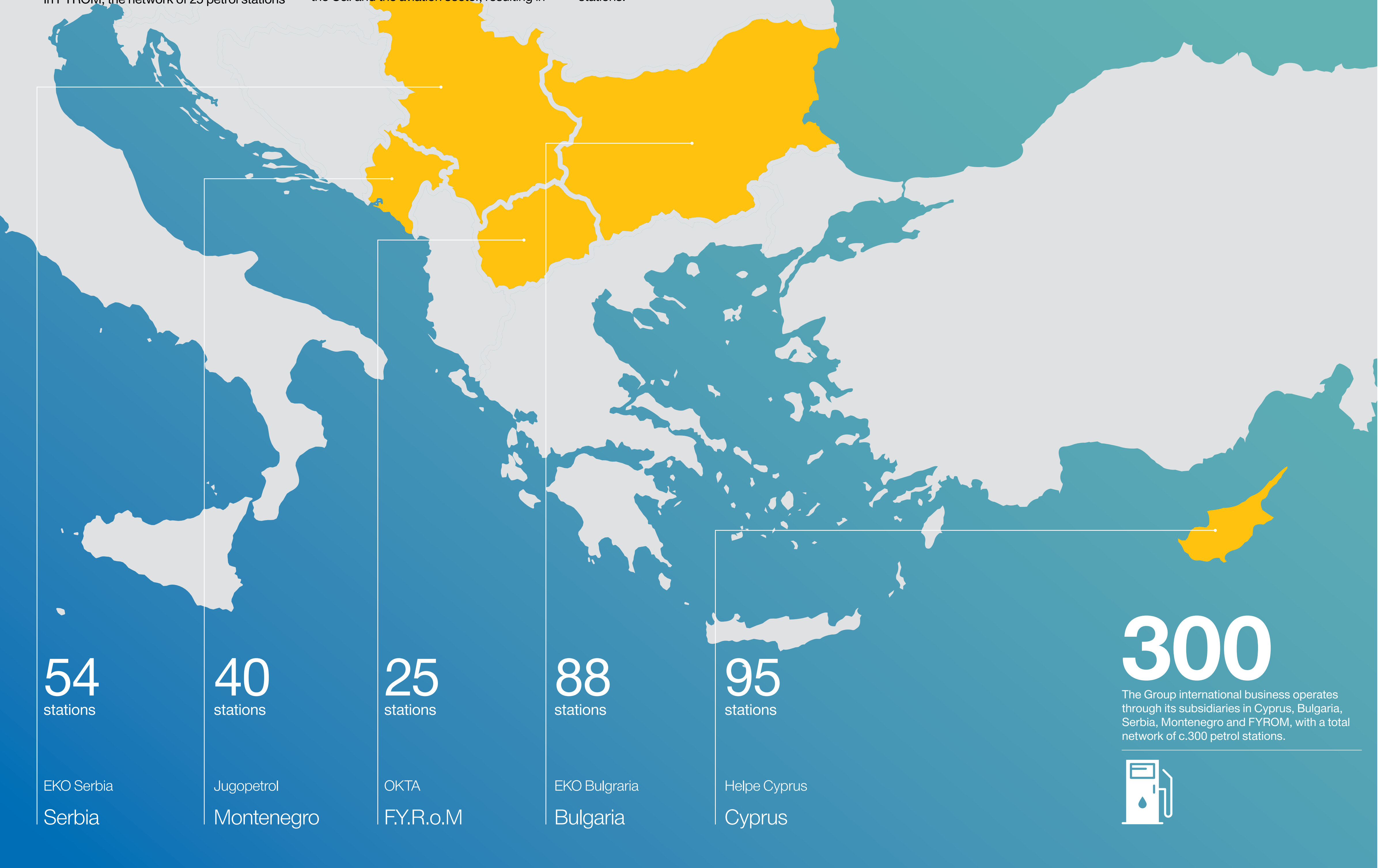
Products' strong demand, retail network growth and continuous marketing activities led to an increase in sales in most of the Group's international companies; combined with improved margins, led to increased profitability for all International Activities. At the same time, the vertical integration of commercial subsidiaries with the Group's refineries is sustained at high levels, aiming to maximize economic benefits.

In Cyprus, the network growth by the end of 2016, as well as increased demand, led to higher retail and wholesale sales, mainly in the C&I and the aviation sector, resulting in improved profitability.

In Bulgaria the network also increased and NFR contribution improved, however profitability was reduced due to increased competition and higher operating costs.

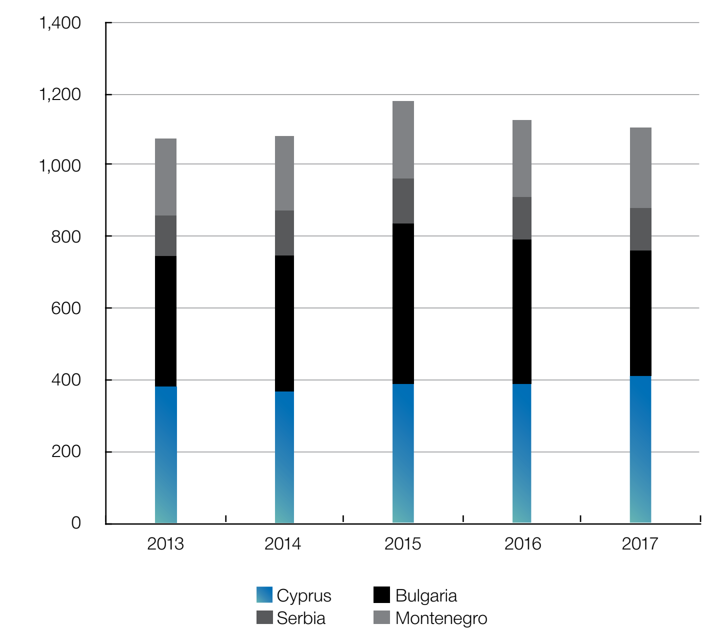
EKO Serbia's profitability improved due to higher retail margins, increased sales mainly to wholesale customers, but also higher NFR sales.

In Montenegro, demand growth in aviation fuels has led to increased sales and profitability. At the same time, investments focused on the retail network expansion, as well as the revamping of existing service stations.



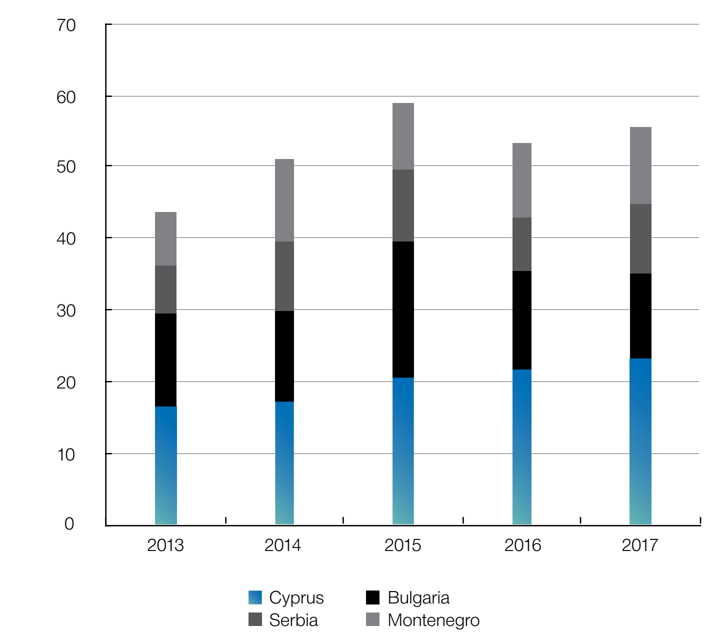
Sales volumes in international markets

(MT'000)



EBITDA contribution in international markets

(€ m)




ΣΥΝΟΛΟ €
ΛΙΤΡΑ
ΤΙΜΗ ΛΙΤΡΟΥ
EKO racing
FORMULA SF
100 RON
unleaded
95 EKONOMY
unleaded
DIESEL
AVIO
Double Filtered

Production and Trading of Petrochemicals

Financial Data and key operational indicators:

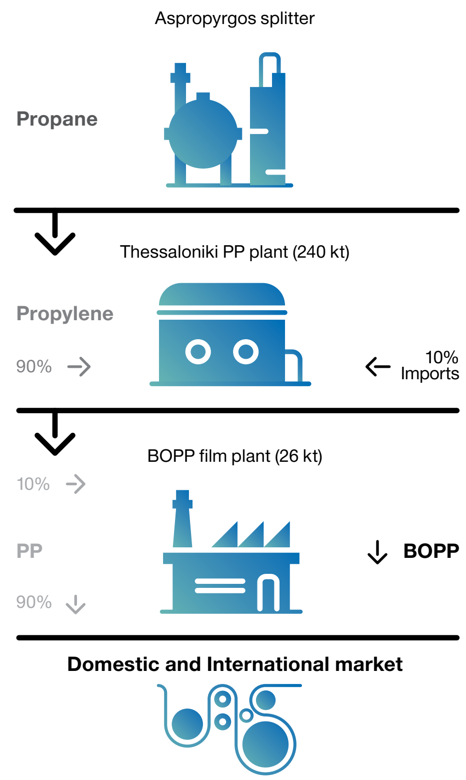
Financial Results (€ m.)	2017	2016
Sales	267	252
Adjusted EBITDA	**95**	**100**
Performance Indicators		
Sales Volumes (MT'000) –Total	243	256
International Polypropylene Margin ($/MT)	538	548

Petrochemical activities mainly focus on further processing of refinery products such as propylene, polypropylene, solvents and inorganics and marketing them in the domestic and international markets. Part of the production takes place in Aspropyrgos where propylene is produced, while most of the chemical units are located at the Thessaloniki refinery. The production of polypropylene is based on the Basel technology, which is considered as one of the best of its kind internationally.

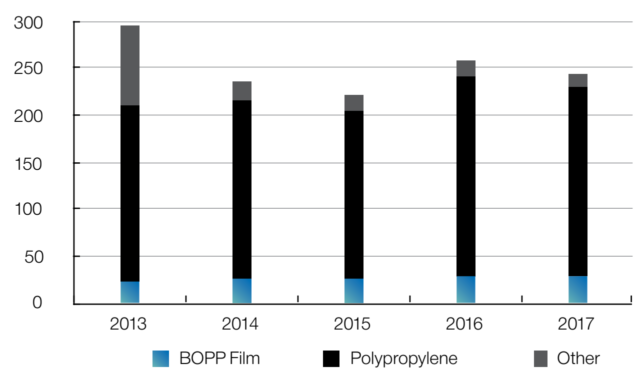
Based on its financial contribution, the propylene-polypropylene-BOPP value chain represents the main activity for petrochemicals. Export activity is deemed as particularly important as 70% of sales volumes are directed to Turkey, Italy, the Balkans and the Iberian where they are used as a raw material in a series of manufacturing applications.

In 2017, petrochemical sector profitability remained strong, recording an EBITDA of €95 million.

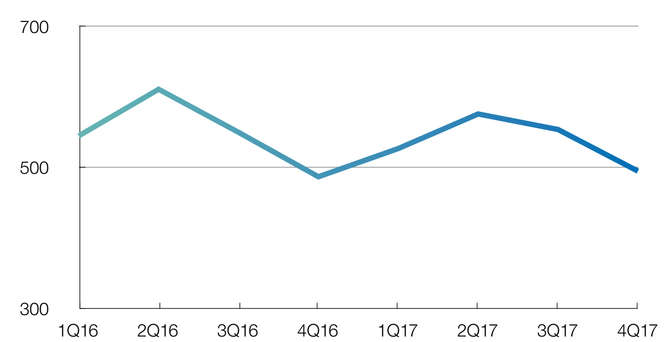
Main factors that negatively impacted profitability were the reduced production of polypropylene (-7%) due to the scheduled shutdown, and propylene from the Aspropyrgos Refinery (-4%), lower sales volumes (-5%), as well as wicker benchmark polypropylene margins (-3%) and the strengthening of the euro in the second half, that affected margins.



Petrochemical Sales (MT'000)



Evolution of benchmark polypropylene margins 2016-2017 ($/T)



Creation of exploration portfolio in Greece

Partnering with sector leading companies in developing an exploration portfolio in Greece

Exploration and Production

In 2017, the Group's main activities focused on Greece, as presented below:

The Group participates, with 25% in a consortium with Calfrac Well Services Ltd (75%) in the Thracian Sea Concession area, in the North Aegean (1,600 sq km). Geological studies are currently being carried out in the area.

In addition, HELLENIC PETROLEUM participates as an operator through its 100% owned subsidiary HELPE PATRAIKOS (50%) in an international consortium with EDISON International SpA (50%) in the Lease Agreement with the Greek State in an offshore area in the West Patraikos Gulf, with a total area of 1,892 sq. Km.

The Lease Agreement was ratified by the Greek Parliament, Government Gazette Issue A, 221/03-10-14. During the first exploration phase, exploration works that exceeded the minimum contractual obligations were carried out, including two-dimensional (2D) marine seismic recordings of 325 km and 3D marine seismic recordings of a total length of 1,822 km. Data was also reprocessed in regards to 2,000 km of existing seismic lines. Furthermore, geophysical, geophysical and environmental studies have been reprocessed for a better understanding of the geology of the area and in order to identify drilling sites.

As a result of international tenders, HELLENIC PETROLEUM has been awarded exploration and exploitation rights in two onshore areas, namely "Arta - Preveza" and the "Northwest Peloponnese". In addition, the consortium comprised of Total 50% (Operator), Edison (25%) and HELPE (25%) hold the exploration and exploitation rights for offshore Region 2, West of Corfu.

For the offshore area in the Ionian Sea (Block 10) in the Kyparissias Gulf, where HELPE has been declared a Preferred Contractor (100%), the negotiations for the terms of the Lease Contract are in progress. In the offshore area (Block 1) in the Ionian Sea, north of Corfu, where HELLENIC PETROLEUM has submitted an offer, it is expected that it will be declared as the Preferred Bidder, while as a member of a consortium, HELPE has submitted an offer for two offshore regions west and southwest of Crete (Total 40% Operator, ExxonMobil 40%, HELPE 20%) and one in the Ionian (Repsol 50% Operator, HELPE 50%).

200MW

Capacity in various development stages

Power Generation & Natural Gas

Renewable Energy Sources (R.E.S.)

HELLENIC PETROLEUM RENEWABLE ENERGY SOURCES S.A. (HELPE Renewables) was founded in 2006 and is a 100% Group-owned subsidiary. The Company's objective is the production, distribution and trade of energy products from the exploitation of renewable energy sources as well as the study, trading, construction and installation of renewable energy systems (wind, solar, biomass etc.)

HELLENIC RENEWABLES has set the goal of developing significant wind, photovoltaic and biomass capacity of 200 MW in the coming years, diversifying its energy portfolio and contributing to balancing the Group's greenhouse gas emissions. The reduction in carbon footprint will be at least 250,000 tons per year, offsetting a significant proportion of CO_2 emissions corresponding to the refinery and gas-fired electricity generation activities.

HELPE Renewables already operates PV parks located on owned land with installed capacity of 10 MW as well as a 7 MW wind park in Pylos, Messinia. In 2017, HELPE Res completed projects with total capacity 8.6 MW for witch HELPE Renewables participated in the first PV competitive tender process, organized by RAE in December 2016.

The projects presented below:

- PV project with a total capacity of 3.6 MW at HELPE's Aspropyrgos refinery.
- PV project with a total capacity of 4.0 MW at HELPE's Thessaloniki refinery.
- PV project with a total capacity of 1.0 MW at the Industrial Park of Kavala.

The company operates 7 PV net-metering systems with a total capacity of 70 kW at an equal number of EKO and BP fuel stations. For the year 2018, the expansion of the net-metering system is scheduled to be extended to other four EKO and BP liquid fuel stations. The company continuously assesses investments in own production for own consumption at the Group facilities, which are connected to the LV and MV networks.

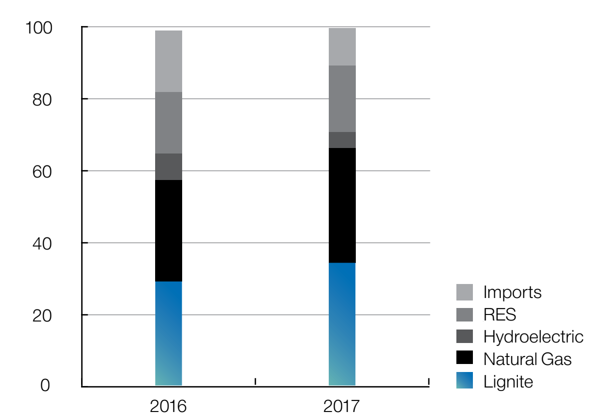
810MW

Total installed capacity

3.5%

Electricity supply market share

Greek Energy Mix



Power Generation and Trading

The Group is active in the production, trading and supply of power in Greece through its participation (50%) in the JV Elpedison B.V. (the remaining 50% is held by EDISON International). Elpedison B.V. Group owns a 75.78% of the share capital of Elpedison S.A. (Elpedison S.A. resulted from the absorption of Elpedison Energy S.A. by Elpedison Power S.A.), with ELLAKTOR (22.74%) and HALCOR (1.48%) owing the rest.

ELPEDISON S.A. is currently the second largest independent power producer in Greece with a total installed capacity of 810 MW (comprising a 390 MW plant in Thessaloniki, since 2005, and a 420 MW plant in Thisvi, since 2010).

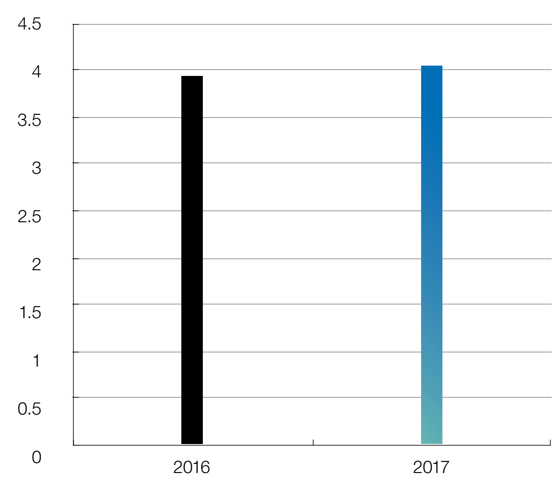
On the supply sector, ELPEDISON S.A. is one of the largest alternative independent electricity suppliers with sales of 1,650 GWh, a 3.5% market share in high, medium and low voltage customers and has recorded rapid growth over the course of the year.

ELPEDISON S.A.'s results declined compared to 2016, with EBITDA amounting to €31 million. Despite the higher production in the company's two plants, due to the improved competitiveness of natural gas as a fuel for power generation, the delay in establishing a flexibility remuneration scheme for the producers of electricity from Natural Gas, proved to be a negative factor. In addition, intense competition in the retail electricity market as well as the imposition of supplier billing to cover the Special Renewable Energy Account deficit also had a negative impact.

+20%

Natural Gas consumption

DEPA Sales Volumes (bcm)



Natural Gas

The Group is active in the natural gas sector through its 35% participation in DEPA S.A., with the remaining 65% owned by the HRDAF. DEPA Group is active in the supply of natural gas in Greece through import pipelines and the Revithoussa LNG terminal, as well as in the trading of natural gas to selected end-users (annual consumption> 100 GWh). DESFA, a 100% owned subsidiary of DEPA, manages and develops the National Natural Gas Transmission System. DEPA holds a 51% share in local supply companies (EPAs) which distribute Natural Gas to small and medium scale customers through the low-pressure gas network as well as distribution companies (EDAs) who manage the low pressure distribution network, following the unbundling of transportation and supply activities. DEPA also participates in international gas transportation projects.

In March 2017, the sellers (HELLENIC PETROLEUM and the HRDAF) in the context of value maximization of their participation in the high pressure transmission network (DESFA SA - 100% subsidiary of DEPA SA), announced a new tender for the sale of 66% of its share capital alongside the parallel termination of the previous tender. On February 16, 2018, two (2) bids were received from consortia of European companies and on 19 April 2018, the BoDs of the sellers have accepted €535m offer from Snam S.p.A., Enagás Internacional S.L.U. and Fluxys S.A. Joint Venture for the 66% of DESFA (HELPE share of sale proceeds: €283.7m). The transaction is subject to approvals by competent authorities.

DEPA's results were stronger in 2017 vs 2016, as the increase in demand from power generators led to higher natural gas sales volumes. Also, DESFA's increased profitability was an important factor in improving results, as natural gas volumes that were transported through the National Natural Gas System increased (2017 consumption at 4.7 bcm, + 20% vs. 2016).

Engineering

ASPROFOS, a Group subsidiary, is the largest Greek engineering firm and largest energy consulting services provider in South-Eastern Europe. It operates in accordance with internationally accepted standards and practices, certified by ISO 9001, ELOT 1429, ISO 14001 and OHSAS 18001.

In 2017, it employed 213 qualified professionals. ASPROFOS directly supports the Group's investments particularly in the fields of refining and natural gas, through the provision of a broad range of technical, project management and other related advisory services while seeking to continuously differentiate the range of its services, and broaden its client portfolio to include mainly international clients.

In 2017, the Company's turnover reached €9.7 million through the provision of services to 150 projects, the most important of which are outlined below:

- Advanced Basic and Detailed Design (FEED) and Environmental Impact Study for the natural gas pipeline between Greece and Italy (Poseidon).
- Licensing and Technical/Engineering Services for the TAP pipeline and detailed design of section 1.
- Implementation of Basic Design and Hazard and Operability Study (HAZOP) for the Vacuum Distillation (VDU), Naphtha Isomerization and Naphtha Desulfurization Units at the Aspropyrgos Refinery.
- Installation of an Amine Unit at the Rijeka Refinery in Croatia.
- A series of feasibility studies for investments made by KMG Rompetrol at its refineries in Romania.
- Basic Design for the installation and interconnection of three bulk gas storage tanks at the Aspropyrgos Industrial Installations.

Finally, in 2017 ASPROFOS undertook its first project in Kuwait for the study of conversion units at KNPC's Mina Al Ahmadi (MAA) refinery.

HELLENIC PETROLEUM IN THE CAPITAL MARKETS

+72%

HELLENIC PETROLEUM share price vs 2016

Main Information

HELLENIC PETROLEUM's shares are traded in the General Category (Main Market) on the Athens Stock Exchange (ATHEX: ELPE) and the London Stock Exchange (LSE: HLPD), through Global Depositary Receipts (GDRs) while its two bond issues are listed on the Luxemburg Stock Exchange.

The Company's share capital amounts to €666,284,703.30 divided into 305,635,185 shares with a nominal value of €2.18 each. The Company's shareholders' rights, arising out of their shares, are proportionate to the percentage of capital corresponding to the paid-in-share value. All shares have the same rights and obligations arising from the Law and the Company's Articles of Association. The liability of the Company's shareholders is limited to the nominal value of shares they own.

HELLENIC PETROLEUM's shares participate, with a significant weighting, in the ASE General Index and the FTSE/XA Large Cap Index, as well as a number of other indices such as the FTSE/XA Oil-Gas Index, the FTSE/Med 100, the Greece – Turkey 30 Index and the Global X FTSE Greece 20 ETF Index.

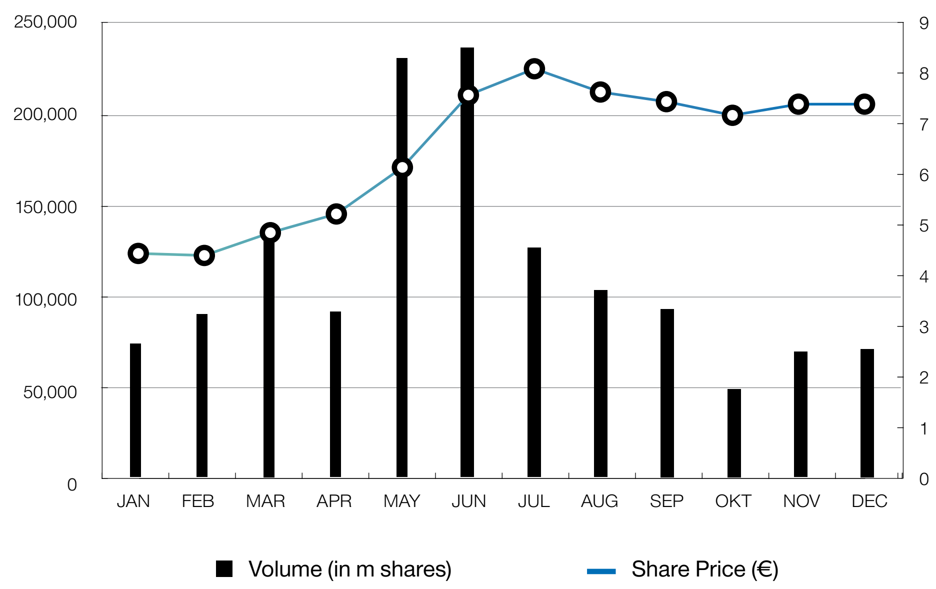
Share Ticker:

OASIS	ΕΛΠΕ
Reuters	HEPr.AT
Bloomberg	ELPE:GA

Share price evolution

In 2017, the improved European economic growth, the Greek economy's performance, the completion of the second assessment and the re-issuance of Greek government bonds, were among the key factors that led the ASE General Index higher by + 24% while the FTSE/XA Large Cap was 19.7% higher. In that context HELLENIC PETROLEUM share price ended notably higher by 72% vs 2016, significantly outperforming the ASE G1, closing at €7.61 on 29.12.2017.

HELLENIC PETROLEUM'S share price evolution
(share price in € - Average daily volume, no. of shares)



Share Price Data, Fiscal Year 2017

Average price	€ 6.52
Lowest price	€ 4.19
Highest price	€ 8.31
Average daily trading volume (no. of shares)	115,255

Analyst coverage

The number of Greek and international brokerage firms covering HELLENIC PETROLEUM on the 31st of December 2017 amounted to ten firms.

Greek Firms
- Alpha Finance
- Axia Ventures
- Eurobank Equities
- Investment Bank of Greece
- NBG Securities
- Pantelakis Securities

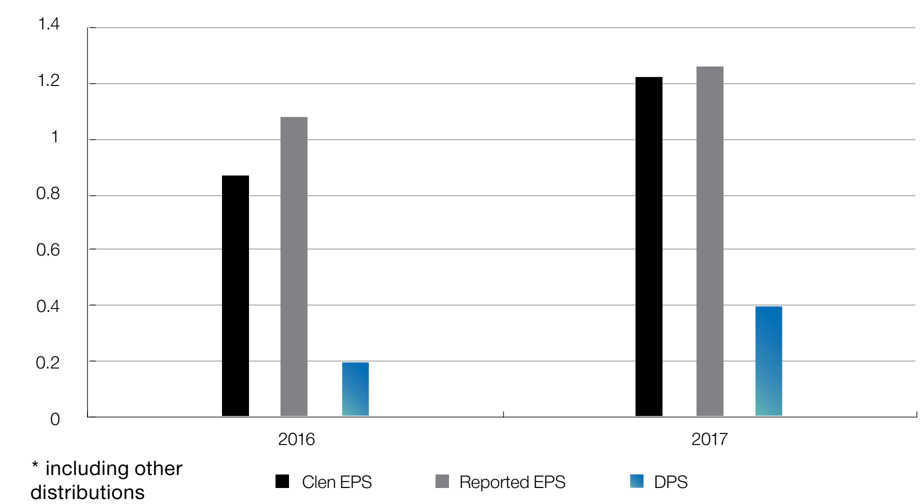
International Firms
- Citigroup
- Wood Company
- HSBC
- UBS

Dividend policy

Taking into consideration the positive results of 2017 and the Group's overall financial position, the Board of Directors of HELLENIC PETROLEUM decided to distribute an interim dividend of €0.15 per share and proposed the distribution of a final dividend of €0.25 per share, resulting in the total proposed dividend for 2017 amounting to €0.40 per share.

€0.40
Divident per share

Dividend*



* including other distributions

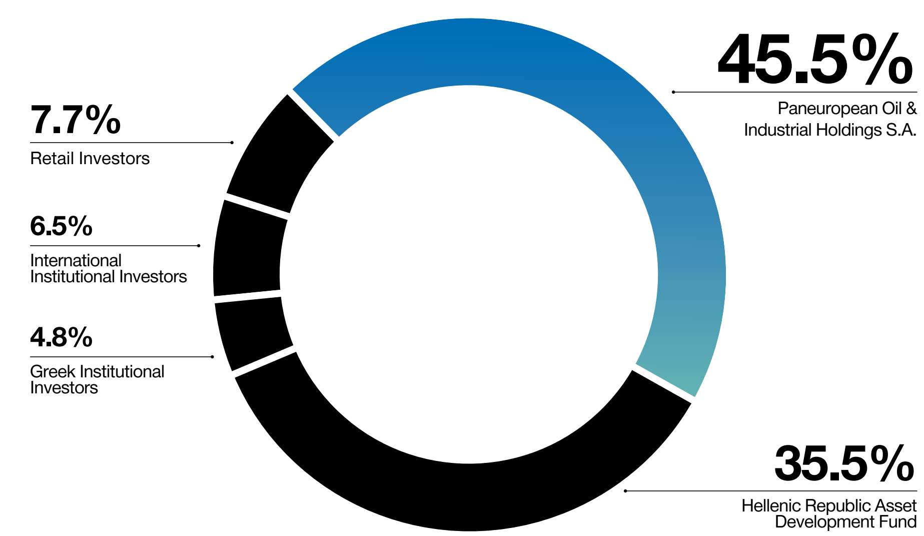
Shareholding structure

Changes in the company's shareholding structure in 2017 were not significant, with the increase in participation of international investors as key trend. The shareholder structure as of 31/12/2017 was as follows:

Shareholder structure table

Shareholder	Shares Number	% Participation
Paneuropean Oil & Industrial Holdings S.A.	138,971,359	45.5%
Hellenic Republic Asset Development Fund	108,430,304	35.5%
Greek Institutional Investors	14,748,812	4.8%
International Institutional Investors	19,811,782	6.5%
Retail Investors	23,672,928	7.7%
Total Shares	**305,653,185**	**100.0%**

Shareholder structure

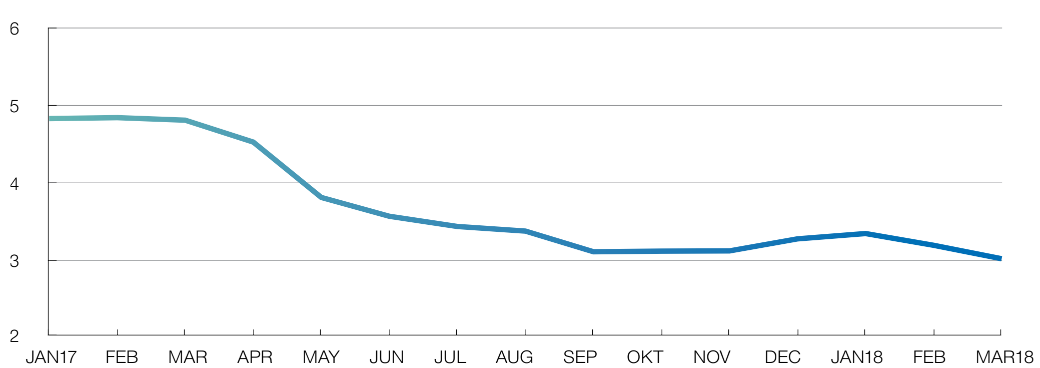


HELLENIC PETROLEUM is the largest independent Greek bond issuer

Eurobond issue

Since 2013, the Group has raised more than €1.6 billion through the issue of four internationally traded bonds, making it the largest Greek independent issuer. In July 2017, the Group issued a retap on its existing bonds maturing in October 2021, through a private placement with proceeds of €79.5 million and a yield of 3.33% to selected institutional investors, including the Black Sea Trade & Development Bank and the European Bank for Reconstruction & Development.

HELPE Oct.'21 Bond Yield (Mid YTM %)



€1.6 bn

Bonds issued in international Capital Markets

The key features of the two bonds, issued by Hellenic Petroleum Finance plc and guaranteed by HELLENIC PETROLEUM S.A. outstanding, on 31 December 2017 on the Luxembourg Stock Exchange, are presented in the table below:

Issue date	Maturity	Currency	Issue Amount (m)	Coupon	(ISIN)
04/07/2014	04/07/2019	EUR	325	5.25%	XS1083287547
14/10/2016	14/10/2021	EUR	450	4.88%	XS1500377517

Investor Relations Services

The Company seeks to fully and fairly inform its shareholders and bondholders both in Greece and internationally, through a variety of events and initiatives, such as:

- Quarterly presentations outlining business activities and financial results
- Teleconferences giving investors/ analysts the opportunity for further information about the Group's activities
- Attending roadshows and investor conferences both in Greece and abroad
- Regularly updating the Company's website concerning basic industry performance indicators which affect Company's financial performance

ENVIRONMENT, SAFETY, SOCIETY AND GOVERNANCE

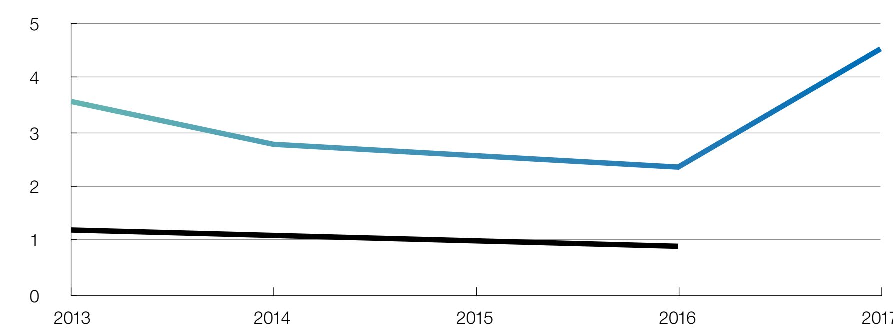
Health and Safety

For HELLENIC PETROLEUM Group, Health and Safety is its most important priority in all its activities.

For this reason, all necessary safety measures are taken concerning staff, colleagues and visitors in all workplaces, in line with the International Sustainable Development Goal (SDG 3) for Good Health.

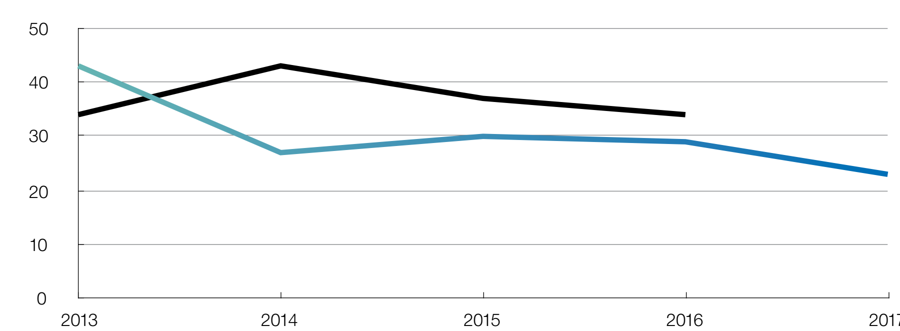
The Group continuously invests in the prevention, staff's and partners' training and infrastructure on health and safety to ensure that it complies with the strictest criteria at both national and European level. In 2017, approximately €14.5 million was invested in safety improvements in all of the Group's facilities in Greece and abroad, while the training for the Group's staff and our associates exceeded 80,000 man-hours.

LWIF Index[7]



[7] Lost workday injury frequency: Number of accidents of absence (LWIs)/ 1 million man-hours

LWIS Index[8]



[8] Lost workday injury severity: Lost man-hours due to LWI/ number of accidents of absence (LWIs)

HELPE/EKO

CONCWAVE

€14.5m

Investments in safety

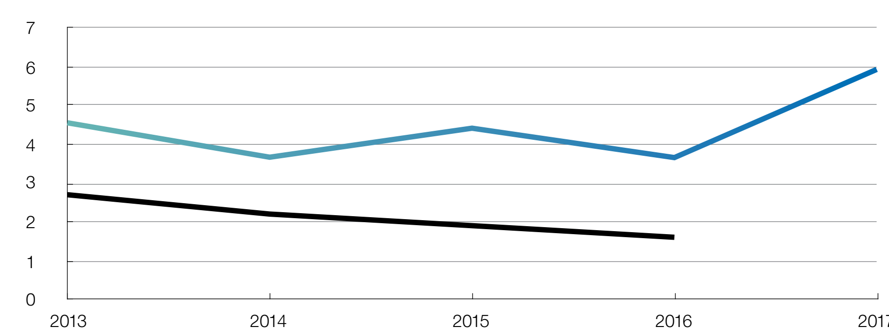
All Group facilities set targets in regards to overseeing and improving their performance in Health and Safety, with a regular periodic review of the targets.

In 2017, the Group's ambitious holistic safety program continued, which led to establishing and improving of important safety procedures for the three refineries and the individual plants.

Overall, in 2017, out of a total of 9,252,179 man-hours, 42 work-related accidents related to staff and contractors employed in the refineries and chemicals plants belonging to HELPE SA and EKO ABEE, were reported.

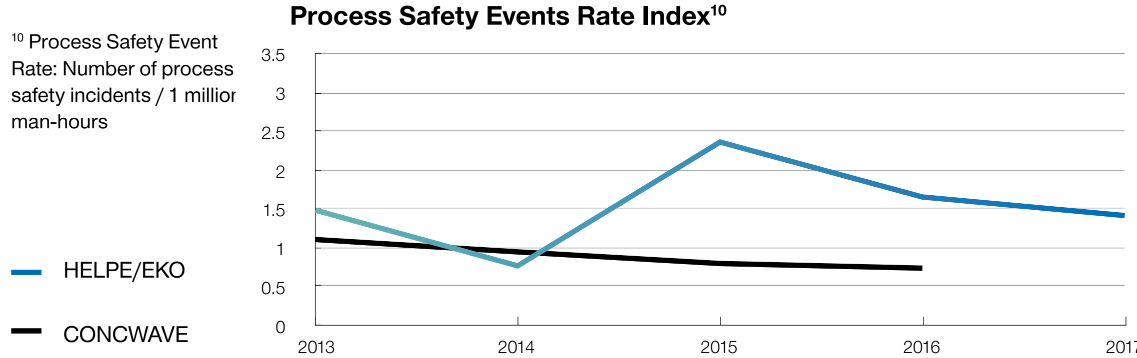
It is worth noting that DIAXON has continued operations for many years without any accident.

AIF Index[9]



[9] All injury frequency: Sum of deadly accidents+LWI+limiting capacity+healthcare/ 1 million man-hours

Process Safety Events Rate Index[10]



[10] Process Safety Event Rate: Number of process safety incidents / 1 million man-hours

Environment

HELLENIC PETROLEUM applies consistently its environmental policy, with the commitment of all its staff and integrating it into its activities.

HELLENIC PETROLEUM Group faces significant challenges related to energy and climate change. In particular, through the implementation of its sustainable development strategy, it seeks to achieve both short and long-term energy efficiency and emission reduction targets, in line with the UN's Sustainable Development Goals in regards to affordable and clean energy (SDG 7) and responsible production and consumption (SDG 12).

The environmental dimension of the Group's strategy is to continuously improve environmental performance (e.g. management of natural resources, air emissions, solid and liquid waste) as well as addressing the causes and impacts of climate change, while most importantly increasing energy efficiency.

With regards to the environment, the Group invests in preventing and minimizing its environmental impact by applying the appropriate measures and best available techniques, practices and technologies throughout the product cycle, from the production design and antipollution technology application, through to the final consumption product.

By continually improving operational parameters and reducing its environmental and carbon footprint, the Group constantly strives to achieve the goals it has set as follows:

- Continuous improvement of environmental performance to protect water, air and soil
- Increasing energy efficiency and the optimal use of natural resources, based on the principles of sustainable consumption and production
- Reducing greenhouse emissions to address climate change

HELLENIC PETROLEUM applies consistently its environmental policy, with the commitment of all its staff and integrating it into each and every one of its activities.

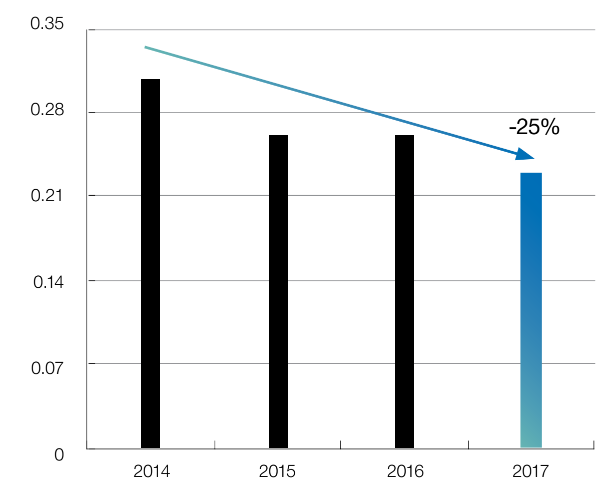
The implementation of the Group's environmental policy is achieved through: setting objectives for each activity, monitoring all environmental parameters - through European indicators, benchmarking with the performance of the industry in Europe, and continuously educating staff and social partners on environmental issues, along with the implementation and certification of environmental management systems across the broad range of the Group's activities.

In addition, the Group regularly evaluates its compliance with the relevant environmental management procedures at each facility, either through internal inspections by trained and experienced personnel or through inspections conducted by independent accredited certification bodies. At the same time, it monitors the development of environmental indicators (KPIs) which are included in the Group's periodic reports and performance evaluation criteria for executives.

HELLENIC PETROLEUM Group aims to reduce both gaseous emissions and waste generated through specific actions such as maximizing the use of gaseous fuels, using higher environmental fuels and applying advanced technologies to the production process, starting from the European Best Available Techniques for the industry. In 2017, actions to improve the facilities' environmental footprint continued successfully as indicated in the charts below.

Specifically, the indicators of CO_2 emissions per ton of crude feed has been steadily decreasing in the last 4 years and especially the latter 2 despite the increase in utilisation levels. This improvement is due to efficient energy management and saving projects.

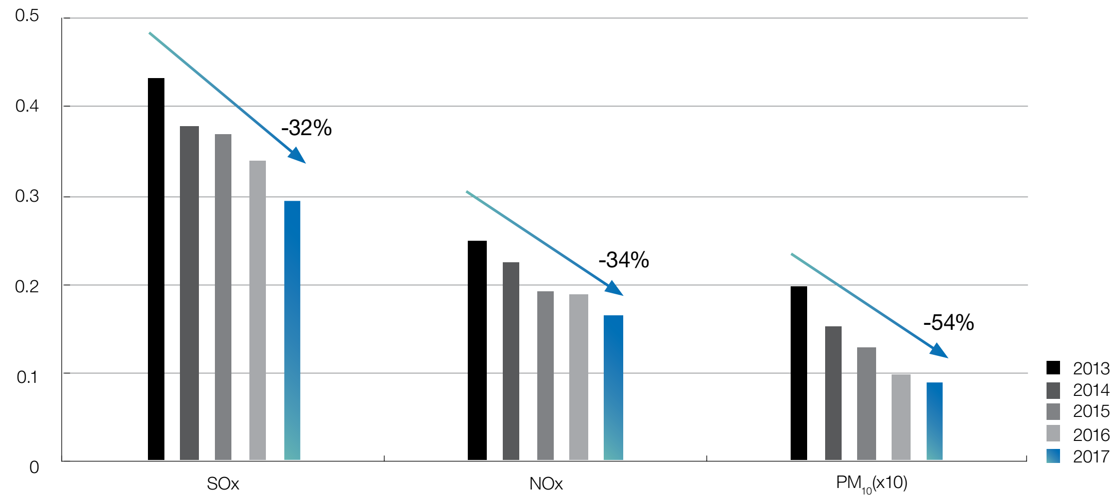
CO_2 /tn of Crude feed Emission Index*



* Data from the first year of comparable levels of HELPE refinery operation

In 2017, the Group's three refineries continued on the last 5 years trend with the indicators of the most important gas emissions for the sector (SOx, NOx and PM particles per kilogram of emissions per ton feeds) improving steadily, reflecting the results of applied environmental management systems and programs for environmental performance improvement.

Air Emissions (in tons/throughput)



*The PM_{10} indicator has been multiplied by 10 so that it can be better presented

With regards to liquid and solid waste management, the primary objective is to reduce their production at source, maximize recycling and re-use in the production process, for as many waste streams as possible, and subsequently manage them in an optimal way for the benefit of the environment and public health.

HELLENIC PETROLEUM has invested in modern waste treatment units, such as three-stage integrated wastewater treatment and an oil-sludge treatment unit using the biodegradation technique at the Thessaloniki facilities.

Due to the nature of its activities, the Group faces a number of risks in its daily operations in relation to the use of hazardous and flammable substances as well as technical failures in production and logistics facilities. Failure to manage those risks could have a significant impact on the Group's operations and financial position, including administrative sanctions, and inability to carry out the activities.

25%

decrease of CO_2 emission indicators in the last 4 years (tn/crude oil throughput)

54%

decrease in PM emissions indicators over the last 5 years (tn/throughput)

The Group uses a series of specific inspection and audit procedures, including management systems in line with international standards, where applicable, to address any risks related to safety and environmental issues, in addition to complying with relevant European and national laws and related equipment design. In addition, it actively participates in international committees to measure and compare performance in the refining and petrochemical industries, using safety KPI's, sharing and implementing best practices to improve its health, safety and environmental performance.

The assessment of Risks to business activities due to climate change, is part of investment feasibility studies. The Group's strategic objective is to address climate change with energy efficiency in both operations and head office, as well as growth in Renewable Energy Sources, while examining the adaptation to climate change for its facilities.

The costs associated with the projected greenhouse gas emission allowance have a negative economic impact, as the Group's three refineries in Greece participate in the European Greenhouse Gas Emissions Trading Scheme. Given that the ability for a real reduction of CO_2 emissions is limited to existing plants, considering the high level of energy efficiency of Group's refineries, costs related to the purchase of the required allowances, are expected to increase significantly between 2021 and 2030 of the EU ETS.

Other risks include the increased costs for complying with European environmental requirements and the Conclusions on European Best Available Techniques (BAT Conclusion), as well as additional measures for controlling and limiting greenhouse gas emissions, which have a particular impact on competitiveness due to our proximity to neighboring areas that are not subject to EU legislation.

The Group actively participates in the Sustainable Development Dialogue through participating in the Hellenic Federation of Enterprises Council on Sustainable Development on the SUSTAINABLE GREECE 2020 platform, etc., contributing with actions and investments to the 17 objectives and sub-objectives set by the UN for 2030 to which Greece has also committed itself.

Society

€1.3 bn

in indirect taxes to the Greek State

€4.9 m

distributed to society through CSR initiatives

Social Product

HELLENIC PETROLEUM has defined its stakeholders (interested parties) as parties with which it communicates, converses or cooperates, or who possess a direct/ indirect interest in its operations.

Interested parties include:
- Shareholders/Investors
- Customers
- Employees
- Suppliers
- Society

The strategy and all of the Group's activities aim at establishing relationships with the abovementioned stakeholders so that the Group can respond and comply with their needs, minimize the risks associated with its reputation and operation, as well as benefit from the competitive advantages generated through this interaction.

HELLENIC PETROLEUM defines its social product as the financial contribution that is made towards our key stakeholders, excluding its consumers/suppliers. The Group invests significantly, provides a considerable number of employment positions and contributes to the improvement of the economy in the countries that it operates; furthermore, it has an indirect positive impact on growth, employment and national product.

As a result of its activities, the Group also collects and pays an important part of indirect taxes (excise duty and VAT) to the authorities in the countries where it operates. Finally, the Group's contribution to society as a whole, through targeted interventions, within the context of its Corporate Social Responsibility framework which placed an emphasis on supporting socially vulnerable groups and young people, was substantial.

In 2017, the Group's turnover amounted to €7,995 million (2016: €6,613 million) from which the social product amounted to €1.7 billion (2016: €1.4 billion) distributed as follows:
- €224 million distributed to employees (salaries and benefits)
- €55 million paid directly to the Greek Sate via direct taxes and employee insurance contributions, as well as an additional €1.3 billion in indirect taxes
- €107 million distributed to shareholders as dividend
- €4.9 million was also distributed to society as a whole through Corporate Social Responsibility initiatives

Corporate Social Responsibility

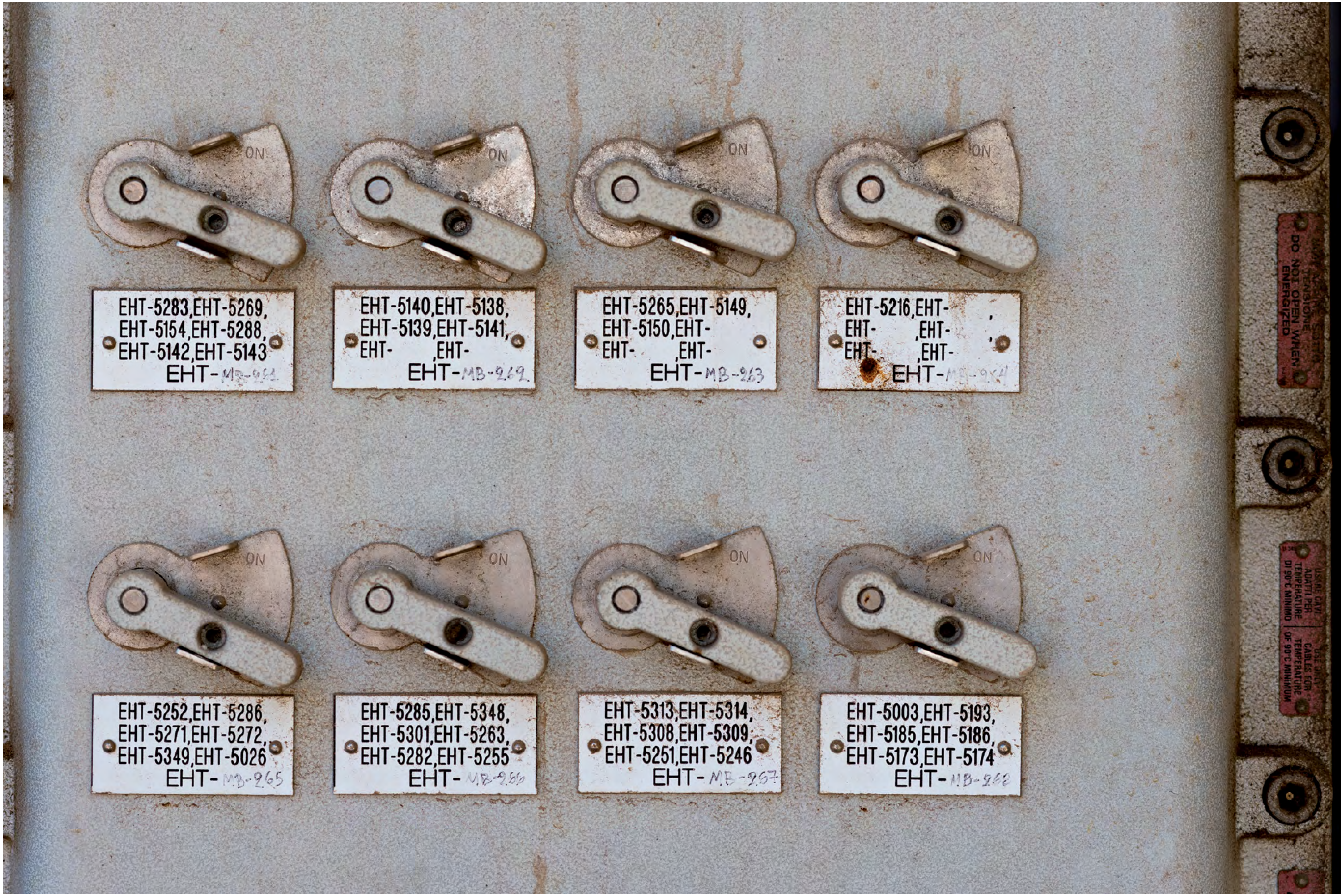
Commitment to Sustainable Development Goals Creates Value for the Group

The adoption of the Global Objectives for Sustainable Development and the Group's commitment to their gradual integration into all of its activities over the next decade is not only a response to modern challenges but creates value for the Company itself.

Its commitment allows the Group to better respond to the expectations of society as a responsible social partner whilst creating the structures needed to transform it into a modern energy group, ready to exploit opportunities and face the challenges that will arise from future changes in both technology and human resources.

2017 was another difficult year for the Greek society, during which we continued to implement and enrich our CSR programs, focusing on vulnerable population groups and the younger generation.

We make a point of always being in open dialogue with the local societies where we do business, as well as define what the major issues for each region are. We endeavor to apply good practices in regards to all social groups, implement infrastructure projects, support the local economy and local suppliers, and offer employment and opportunities for young people.



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EHT-5282,EHT-5255
EHT-MB-266
EHT-5313,EHT-5314,
EHT-5308,EHT-5309,
EHT-5251,EHT-5246
EHT-MB-267
EHT-5003,EHT-5193,
EHT-5185,EHT-5186,
EHT-5173,EHT-5174
EHT-MB-268

Sustainable Development Goals

Our Priorities

Production of quality energy products according to the latest environmental specifications.

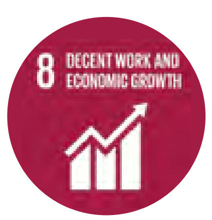
Improving infrastructure and adopting innovative practices in energy sector, aiming to economic development and human welfare.

Environmental investments aiming at continuous reduction of greenhouse and CO_2 emissions.

Use of own-production energy and raw materials recycling.

Liquid and solid waste management based on Best Available Techniques for zero effect on the living organizations.

Significant investments for the health and safety of the employees as well as the of the wider society.



Creation of jobs and professional opportunities as well as of entrepreneurship and human resources development for the new generation.

Implementing programs for educating and training the new generation accompanying with actions for supporting the education community.

Synergies and partnerships for achieving the Goals Sustainable Development.

Key CSR activity categories

Education, Research and Innovation

The Group implements initiatives and actions focused on education and the youth, aimed at improving young people's knowledge and developing skills, including programs at all levels of education, in cooperation with educational institutions in Greece and abroad, as well as educational institutions, research centers etc. Professional experience is also a main focus either through employment within the organization or through the support of employment programs in Greece and overseas, through vocational training lectures, collaborations with universities and research centers and creative student programs.

In the same context, HELLENIC PETROLEUM Group rewards excellence in neighboring Municipalities with the "Rewarding New Entrants in Tertiary Education" Program as well as scholarships to postgraduate studies in world-renowned universities abroad. Finally, educational visits are organized for secondary and tertiary education students to the industrial facilities along with financially sponsorships for events such as BEST and TEDx.

Socially Vulnerable Groups

In the context of social solidarity and the support of vulnerable social groups, the Group offers free heating oil to schools, neighboring municipalities, refugee camps and NGOs all over Greece, helps social groceries in our local societies, hosts children from poor families at summer camps from neighboring municipalities, and financially supports NGOs, foundations and charities throughout Greece, after evaluating how they work and contribute to the relief of vulnerable social groups. It also offers programs to support people with disabilities as well as preventative medicine programs for pupils and participates in volunteer actions.

Sustainable Cities and Environment

The protection of the environment and the implementation of infrastructure projects for sustainable cities constitute key pillars for the Group's corporate social responsibility. It ensures the installation, monitoring and maintenance of environmental stations in the areas in which it operates and applies the best available techniques for the operation of all its facilities. It implements studies and projects to protect the environment and for energy saving, in collaboration with the academic community. It meets the energy needs of schools by installing photovoltaic panels. It contributes to the construction of parks, playgrounds and sports centers, as well as to the maintenance of road paving, etc. for a better quality of life for the inhabitants of neighboring municipalities. It offers medical equipment for the proper operation of hospitals.

Culture and Sports

The Group supports and participates to all major cultural events of the local communities and the broader society, aiming at the dissemination of our cultural heritage. It takes initiatives and collaborates with local communities to restore buildings and create cultural centers. It supports libraries, museums and develops partnerships with organizations, institutions and cultural centers to preserve, promote and develop culture. It encourages and contributes to the development of the athletic spirit and participates in sports initiatives for humanitarian purposes.

Corporate Governance

Corporate Governance Statement

General

Corporate Governance refers to a set of principles on the basis of which the proper organization, operation, management and control of a company is evaluated with the aim of maximizing value and safeguarding the legitimate interests of all those related with it.

In Greece, the Corporate Governance framework has been developed mainly through the adaptation of mandatory rules, such as Law 3016/2002. This law imposes the participation of non-executive and independent non-executive members on the Boards of Directors of Greek listed companies, the establishment and operation of internal audit units and the adoption of Internal Procedures Manual. Moreover, a significant number of other legislative acts incorporated in the Greek legal framework the EU directives concerning corporate law, thus creating a new set of rules regarding corporate governance, such as Law 3693/2008, requiring the creation of audit committees and incorporating significant disclosure obligations, concerning the ownership as well as the governance of a company, Law 3884/2010, dealing with the rights of shareholders and additional corporate disclosure obligations in the context of preparation of the General Meeting of shareholders and Law 3873/2010, incorporating in the Greek legal framework the Directive 2006/46/EC of the European Union, concerning the annual and consolidated accounts of companies of a certain legal form. Finally, in Greece, as well as in most countries, the Company Law (codified law 2190/1920, which is modified by numerous guidelines derived from many of the aforementioned EU Directives) includes the basic legal framework of company governance.

Corporate Governance Code

The Company has voluntarily decided to adopt the **Corporate Governance Code for listed companies of the Hellenic Corporate Governance Council (HCGC)** (or “Code”). The Code can be located on the Hellenic Corporate Governance Council (HCGC), at the following address:

http://www.helex.gr/esed

Apart from HCGC’s website, the Code is also available through the intranet as well as in hard copy through Group Finance and Human Resources.

During 2017, the Company complied with the provisions of the above Code with the deviations mentioned below in paragraph D.2. and intends to consider appropriate actions to further minimize existing deviations from the provisions of the Code.

The Company, in addition to the provisions of the Code, complied in 2017 with all the relevant provisions of the Greek Legislation (Law 2190/1920 as currently in force and Law 3016/2002).

Deviations from the Corporate Governance Code

The Company, in some instances, deviates or does not apply in its entirety certain provisions of the Code:

- With regard to the size and composition of the Board of Directors (or “BoD”)
- With regard to the role and attributes of the Chairman of the BoD
- With regard to BoD member election
- With regard to the functioning and evaluation of the BoD
- With regard to the System of Internal Controls
- With regard to the level and structure of compensation
- With Regard to the General Meeting of shareholders.

Corporate Governance Practices Exceeding Legal Requirements

The Company, within the framework of implementing a satisfactory and well-structured system of corporate governance, has applied specific practices of good corporate governance, some of which exceed relevant legal requirements (Codified Law 2190/1920, Law 3016/2002 and Law 3693/2008).

Specifically, the Company has adopted the following additional corporate governance practices, all of which are related to the size, composition, responsibilities and overall operation of the BoD:

- Due to the nature and purpose of the Company, the complexity of matters and the necessary legal support of the Group, which includes a number of operations and subsidiaries in Greece and abroad, the BoD – numbering thirteen members, which is ten more than the minimum required by law – has established committees that comprise of its members, with advisory, supervisory and authorizing responsibilities, aiming to support the BoD. These committees are briefly stated below.
  I. Crude oil and Petroleum Products Supply Committee
  II. Finance & Financial Planning Committee
  III. Labour Issues Committee
  IV. Remuneration & Succession Planning Committee

- In addition to the above committees of the BoD, executive and non-executive committees have been established in the Company, mainly with an advisory and coordinating role. They comprise of senior executives of the Company and their goal is to support the work of Management. The most important such committees are:
  I. Group Executive Committee
  II. Group Manufacturing Activities Committee
  III. Fuels Marketing Committee
  IV. Non-core Energy Activities Committee
  V. Group Credit Committee
  VI. Investment Evaluation Committee
  VII. Electricity, Natural Gas & Renewable Energy Sources Committee
  VIII. Exploration and Production Committee

- The BoD has included specific provisions in the Company’s Internal Procedures Manual, banning transactions of shares for the Chairman of the BoD, the CEO and for other members of the BoD, as long as they serve as either Chairman of the BoD or CEO of a related company. The BoD has also implemented a Procedure of Monitoring and Disclosure of Significant Participations and Transactions on the Company’s shares, as well as a procedure of Disclosing and Monitoring Transactions and Financial Activity with the Company’s major clients and suppliers.

The company adopted Code of Conduct in accordance with the 1175/24.11.2011 BoD decision, and created a Code of Conduct Compliance Unit which has the responsibility of implementing the Code.

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

General Meeting of Shareholders and Shareholders' Rights

The roles, responsibilities, participation, the ordinary or extraordinary quorum of participants, the Chairmanship, Agenda and the conduct of procedures of the General Meeting of the Company's Shareholders are described in its Articles of Association, as updated based on the provisions of Codified Law 2190/1920 (following integration of Law 3884/2010 on minority voting rights).

Shareholders are required to prove their shareholder status and the number of shares they own at the exercise of their rights as shareholders. Usual forms of proof are custodian or Central Depository certificates or electronic communication though specialised secured electronic platforms.

Board of Directors (BoD) General

The Company is managed by a BoD, comprising of 13 members, with a term of five years:

- Efstathios Tsotsoros, Chairman of BoD and CEO, Executive Board Member (CEO role assumed 17/04/2018)
- Gregorios Stergioulis, CEO, Executive Board Member (until 16/04/2018)
- Andreas Shiamishis, Deputy Chief Executive Officer, Executive Board Member
- Georgios Alexopoulos, Executive Board Member
- Ioannis Psychogios, Executive Board Member
- Theodoros-Achilleas Vardas, Non-Executive Board Member
- Georgios Grigoriou, Non-Executive Board Member
- Dimitrios Kontofakas, Non-Executive Board Member
- Vasilios Kounelis, Non-Executive Board Member
- Loudovikos Kotsonopoulos, Non-Executive Board Member (from 17/04/2018)
- Konstantinos Papagiannopoulos, Non-Executive Board Member - Employees' Representative
- Panagiotis Ofthalmidis, Non-Executive Board Member - Employees' Representative
- Theodoros Pantalakis, Non-Executive Board Member - Minority Shareholders' Representative
- Spyridon Pantelias, Non-Executive Board Member - Minority Shareholders' Representative

Roles and Responsibilities of the BoD

The BoD is the supreme executive body of the Company and principally formulates its strategy, its development policy and supervises and controls the management of its assets. The composition and characteristics of the members of the BoD are determined by Law and the Company's Articles of Association. First and foremost, among the duties of BoD is to constantly pursue the increase of the Company's long-term economic value and to protect its interests.

In order to achieve corporate goals and uninterrupted operation of the Company, the BoD may grant some of its authorities, except the ones that demand collective action, as well as the administration or management of the affairs or representation of the Company to the Chairman of the BoD, the CEO, the Deputy CEO or to one or more BoD members (executive and non-executive), to the Heads of Company Departments or to employees. BoD members and any third party that has been granted authorities from the BoD is not permitted to pursue personal interests that conflict the interests of the Company. BoD members and any third party that has been granted authorities from the BoD must disclose in a timely manner to the rest of the BoD any personal interests that might arise as a result of transactions with the Company that fall under their duties.

- Indicatively, the BoD decides and approves, the following:
  I. The Business Plan of the Company and the Group and any necessary update.
  II. The Annual Business Plan and Budget of the Company and the Group and any necessary change.
  III. The issue of bond loans
  IV. The Annual Report of transactions between the Company and its related parties.
  V. The Annual and Interim Financial Reports, including the Financial Statements of the Company and the Group.
  VI. The establishment of / participation in companies or joint ventures, company acquisitions, installation or termination of facilities – in all cases of such transactions with minimum value of €1 million.
  VII. The agreements for participation in consortia for the exploration and production of hydrocarbons.
  VIII. The final termination of manufacturing operations.
  IX. The regulations that govern the operation of the Company and any amendments to them, including the Internal Procedures Manual and their changes.
  X. The basic organizational structure of the Company and any amendments to it.
  XI. The appointment / dismissal of General Managers.
  XII. The Collective Labour Agreement.
  XIII. The hiring processes for executives and the assessment of their performance, as well as the determination of the Company's remuneration policy of the Management Team.
  XIV. Any other matter stipulated by the existing Company regulations.

34-XA-1500L MAIN MOTOR (6P) FAULT
34-XA-1500H MAIN MOTOR (4P) FAULT
34-VAHH-1504 COMP. VIB. COMMON TRIP
34-VAHH-1503 PINION VIB. COMMON TRIP
34-VAHH-1502 GEAR VIB. COMMON TRIP
34-VAHH-1501 MAIN MOTOR VIB. COMMON TRIP
34-XAHH-1504 COMP. AXIAL DISP. COMMON TRIP
34-XAHH-1502 GEAR AXIAL DISP. COMMON TRIP
34-PALL-1514 L/O HEADER PRESS. LL
34-PAHH-1505 SEAL GAS (DE) PRI. LEAKAGE PRESS. HH
34-PAHH-1506 SEAL GAS (NDE) PRI. LEAKAGE PRESS. HH
34-TAHH-1504 DISCHARGE TEMP. HH
34-XA-100 COMMON PROCESS TRIP
34-XA-1500Z EMERGENCY STOP
34-XA-1520T SEAL GAS COMMON TRIP
34-XZLL-030C SUC. BLOCK VALVE FULL CLOSE
34-XZLL-031C DISCH. BLOCK VALVE FULL CLOSE
34-XA-1501 MAIN MOTOR COMMON ALARM
34-VAH-1504 COMP. VIB. COMMON ALARM
34-VAH-1503 PINION VIB. COMMON ALARM
34-VAH-1502 GEAR VIB. COMMON ALARM
34-VAH-1501 MAIN MOTOR VIB. COMMON ALARM
34-XAH-1504 COMP. AXIAL DISP. COMMON ALARM
34-XAH-1502 GEAR AXIAL DISP. COMMON ALARM
34-VAH-1513C GEAR ACCELERATION COMMON ALARM
34-TAH-1531C COMP. THR. BRG. TEMP. COMMON ALARM
34-TAH-1527C COMP. RAD. BRG. TEMP. COMMON ALARM
34-TAH-1521C PINION RAD. BRG. TEMP. COMMON ALARM
34-TAH-1518C GEAR THR. BRG. TEMP. COMMON ALARM
34-TAH-1514C GEAR RAD. BRG. TEMP. COMMON ALARM
34-TAH-1551C MAIN MOTOR RAD. BRG. TEMP. COMMON ALARM
34-TAH-1505C MAIN MOTOR WINDING TEMP. COMMON ALARM
34-XA-1540 COMMON PROCESS ALARM
34-XA-1510 LUBE OIL COMMON ALARM
34-XA-1520 SEAL GAS COMMON ALARM
34-XA-1530 ASC & PFC FAILURE
34-XA-1590 SYSTEM FAILURE
34-XL-1500 READY TO START
34-XL-1501L MAIN MOTOR (6P) RUNNING
34-XL-1501H MAIN MOTOR (4P) RUNNING
34-XL-1511 L/O PUMP (TURBINE) RUNNING
34-XL-1521 L/O PUMP (MOTOR) RUNNING
34-XA-1500MTB S/D INITIATOR BYPASSED

Executive and non-executive members of the BoD

The BoD determines the responsibilities and status of its members as executive or non-executive. At any time, the number of non-executive members of the BoD cannot be less than one-third of the total number of its members. The company by adopting the basic principle of corporate governance, which is the clear identification and the delegation of administrative responsibilities and duties among the executive members of the BoD, in order to avoid duplication of duties, proceeded with the no. 1320/24.4.2018 decision of the BoD in the allocation of administrative responsibilities and duties between the Executive Chairman and Chief Executive Officer and the Deputy Chief Executive Officer.

Chairman of the BoD and CEO

The Chairman of BoD and CEO is responsible to preside over and administer the meetings of the BoD and sign the respective decisions and performs all acts that fall under his responsibilities according to the Company's Articles of Association and, is the legal representative of the company and has the responsibility of all business units and functions except for those reporting to the Deputy CEO.

The General Manager of Group's Internal Audit, as well as the Chairman and the CEO of ASPROFOS SA, also report to the Chairman of BoD and CEO.

Deputy Chief Executive Officer

The Deputy Chief Executive Officer reports to the Chairman of BoD and CEO and replaces him in case of absence or impediment and has the responsibility of:

- Group Financial Services, including the finance departments of all the Group's companies
- Group Strategic Planning & Development and New Activities
- Group Procurement
- Group Information Technology

Audit Committee

The Audit Committee is appointed by the General Meeting of Shareholders and is comprised of three (3) non-executive members of the Board of Directors and has the following responsibilities:

- It monitors the process and the performance of the statutory audit for the Company's individual and consolidated financial statements.
- It monitors and ensures that the Group's Internal Audit Division is functioning properly, and evaluates its work, adequacy and effectiveness, without however hindering its independence.

Remuneration and Succession Planning Committee

The Company's Remuneration and Succession Planning Committee consists of two (2) non-executive members and one (1) executive member and has the following responsibilities:

- It proposes the principles, as well as the Company's remuneration and benefits policy for executives; any relevant decisions made by the CEO are based on these principles and policy.
- It proposes the total remuneration (fixed and variable - including share options) to the CEO in regards to the executive members of the Board of Directors, as well as the Senior Executives Directors of the Company and the Group.
- It proposes the total compensation payable to both the Chairman of the Board of Directors and the CEO to the General Meeting of Shareholders.
- Plans for the adequate and suitable succession of General Managers and executives, when needed, and submits relevant proposals to the Board of Directors.

Management

Efstathios Tsotsoros
Chairman of BoD and CEO,
Executive Board Member

He is an Electrical-Mechanical Engineer from NTUA, graduate Economist of the Department of Economics at the University of Athens, and an Emeritus Professor of Panteion University on Economic Development and Social Transformation. He served as a member of the Council and the Senate of the University and he was Director of the Postgraduate program, as well as of the Economic and Social Research Centre, the Department of Sociology.

He has particularly important and extensive experience in senior management positions in both public and private sectors as well as in local government. He has served as Director of PPC, Board Member and CEO of the Business Reconstruction Organization, Vice President and General Manager of the Athens Regulatory Plan & Environmental Protection Organization, as a Board Member and CEO of various companies in the private sector and Founder, Chairman and CEO of the Alpha Broadcasting Group. He has also advised the Minister of Energy, the Mayor of Athens, the President of the Greek Technical Chamber and has occupied the post of Chairman of the Technical Chamber of Greece and Chairman of the Program Agreements and Development Contracts Committee.

He has participated in research projects and in the preparation of technical and economic studies, major investment projects, as well as national and regional development programs. His scientific research has been published by the Educational Institutions of the National Bank of Greece, by Commerce and Piraeus Banks, as well as the National Research Foundation and Papazisis Publications.

Andreas Shiamishis
Deputy Chief Executive Officer and Chief Financial Officer, Executive Board Member

Holds an Economics degree specialising in Econometrics from the University of Essex, UK, and is a Fellow (F.C.A.) member of the Institute of Chartered Accountants in England and Wales.

He began his career in 1989 working for KPMG Certified Auditors and Advisers in London where he specialised in the banking sector and in organization and strategy for large multinational groups. From 1993 to 1999, he worked as a manager of the DIAGEO Food and Beverages Group in European markets, with positions of responsibility in finance and strategy. In Greece, he held the position of Chief Financial Officer at METAXA until 1998, and later went on to become Regional Finance and Business Development Director with responsibility for the Middle East and North Africa for Pillsbury Group (part of DIAGEO).

From 2000 to 2002, he worked as Chief Financial Officer and Chief Restructuring Officer in a LEVENTIS Group listed company before joining PETROLA HELLAS in 2003 where he worked as Chief Financial and IT Officer.

Following PETROLA's merger with HELLENIC PETROLEUM in 2004, he was appointed Group Chief Financial Officer and a Member of the Group's Executive Committee, and from 2014 to 2015, he became Deputy Chief Executive Officer of the Group, a post he took over once again in June 2017. He is an active participant on various ICAEW committees in Greece and abroad, is a member of the Economic Chamber of Greece, the Corporate Governance Committee of the Hellenic American Chamber of Commerce and various Hellenic Federation of Enterprises committees.

Georgios Alexopoulos
General Manager Group Strategic Planning & Joint Ventures, Executive Board Member

As General Manager of Strategic Planning and Joint Ventures Participation for HELLENIC PETROLEUM Group, he is responsible for strategic planning, new business development, Renewable Energy Sources, the Group's representation in international organizations as well as the management of strategic projects and joint ventures (DEPA/DESFA and Elpedison). He has been a member of the Board of Directors of the European Petroleum Refiners Association as a regular or alternate member since 2012, and has worked for HELLENIC PETROLEUM Group since 2007.

He held the position of Director of Strategic Planning and Development in an international group of companies (SETE S.A.) based in Geneva, Switzerland, from 1998 to 2006, where he was responsible for overseeing the Group's energy portfolio.

Previously, he worked for a number of technical and executive positions at companies including Stone & Webster, Molten Metal Technology, Merck, Dow Corning and Dow Chemical in the United States between 1993 and 1997.

He holds an MBA degree (1998) from the Harvard Business School and an M.Sc. (1993) and B.Sc. (1992) in Chemical Engineering from the Massachusetts Institute of Technology (MIT).

Ioannis Psychogios
General Manager Group Supply,
Refining & Sales,
Executive Board Member

Chemical Engineer graduated from the National Technical University with a master 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 served as Director of Organisation and Development for the Group's refineries. He served as CEO of the Group's subsidiaries EKO and HELLENIC FUELS. He is General Manager of Group Supply, Refining and Sales.

I. Apsouris
General Manager Group Legal Services

Attorney at Law, qualified to plead before the Supreme Court, holds a Law degree from the Athens University and a Master's Degree (DEA) from the University of Aix-en- Provence, France.

He was a partner at "Dryllerakis & Associates Law Firm", handling cases of corporate, commercial and civil law. He is Chairman of the Board of ELPET BALKANIKI S.A. and VARDAX S.A, Group's subsidiaries, he serves on the Boards of three other Group subsidiaries and is a member of the Supervisory Board of DESFA SA. He speaks Engligh, French, Spanish and Italian.

Y. Grigoriou
General Manager Oil
& Gas Exploration & Production

He is a mining engineer (NTUA) and Geophysicist (MSc Applied Geophysics, University of Leeds, UK), with 36 years of experience in oil industry. He began his carrier as geophysicist at DEP S.A. (at 1982) and gradually specialized in upstream exploration, undertaking various managerial positions.

Since 1998 he has been working in HELLENIC PETROLEUM, initially at Group strategic planning and development of new activities sector and then, from 2005 until today, in the field of E&P, passing from all levels of management. He served as advisor to EU Commission on energy strategy and evaluation of research proposals, as well as a Board member of the Group's marketing subsidiaries and of he is Managing Director of HELPE Upstream and HELPE Patraikos subsidiaries. He also serves as the elected Deputy Chairman of the Scout Group's BoD of 76 oil companies operating in exploration and production of hydrocarbons in Central-Eastern Europe & Caspian (CEEC Scout Group).

R. Karahannas
General Manager Domestic
& International Retail

An economist specialized in Finance and Accounting. A Fulbright scholar, he studied in the United States and holds a post graduate degree in Business Administration (MBA) from Lehigh University, Pennsylvania. He is a member of ΦΒΚ (Phi Beta Kappa), ΒΓΣ (Beta Gamma Sigma) and ΒΑΨ (Beta Alpha Psi) honorary societies. A Certified Public Accountant (CPA), he is a member of the AICPA (American Institute of Certified Public Accountants) with extensive experience in management positions in several sectors of the economy such as financial information, maritime and energy. He worked in Cyprus as an auditor for Coopers & Lybrand (now PricewaterhouseCoopers). In 1995 he moves to Greece as an Area Finance Manager for Dow Jones Telerate, where he also held the position of the President of the Board of Directors. In 2001 and for the next 5 years, he works in the marine sector for Royal Olympic Cruises and Capital Maritime & Trading. Since 2006 he works for the HELLENIC PETROLEUM Group, originally as the Group Controller, later as the Finance General Director of EKO ABEE, and the Retail Finance Manager. Today he is the General Manager of Domestic and International Retail for the HELLENIC PETROLEUM Group and Vice Chairman –President from 01/08/2018- at the Hellenic Petroleum Marketing Companies Association (SEEPE). He participates actively on several BoD's of HELLENIC PETROLEUM companies in Greece and abroad as well as on a number of group committees regarding investments, credit assessment and remuneration.

A. Kokotos

General Manager Group Internal Audit

A chemical engineer, with a Master's degree in Business Administration. He initially worked as an Engineer in Handling and Losses Dept. at the Aspropyrgos Refinery. He served for five years respectively, as General Manager of Group Human Resources & Administrative Services of the HELLENIC PETROLEUM Group and DEPA, as well as Chairman of DIAXON SA.

C. Panas

General Manager Supply & Trading

Chemical engineer from the National Technical University of Athens. He originally worked at the Thessaloniki refinery and DEP SA. Later, he assumed managerial positions at the fields of Corporate Planning and Supply & International Trading.

P. Petroulias

Managing Director EKO S.A.

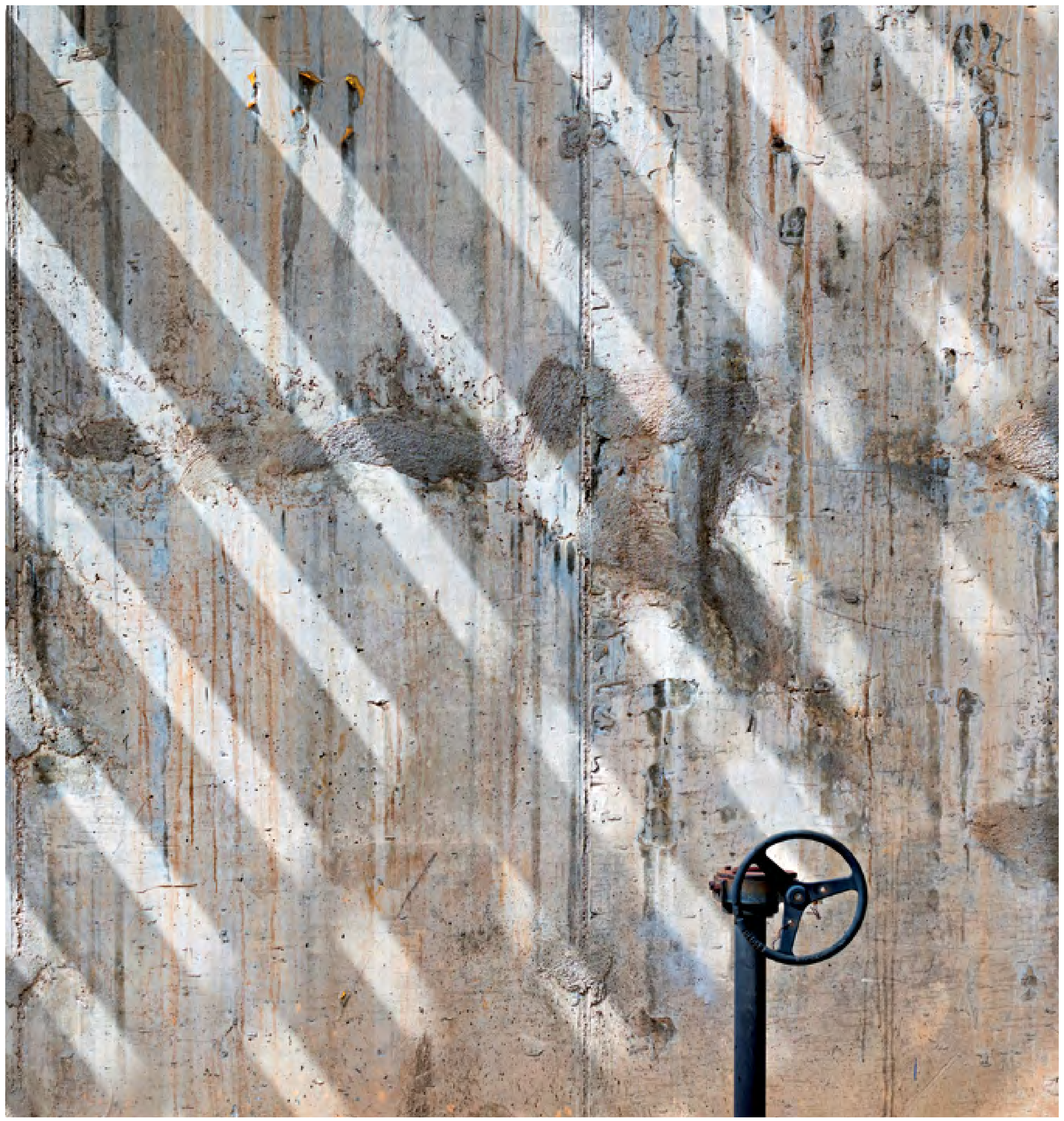
He holds a Finance degree (BSc) from the University of Piraeus. He served as CEO of the Data Concept Group of companies. For more than 11 years, he was Financial and Administrative Director of the Bitros Holdings Group, listed on the ASE. From 1985 until 1998 he was Financial Executive Member of EKO S.A. and HELPE S.A. He was advisor to many large private companies for mergers, acquisitions, valuations and divisions. Since November 2015, he has been Managing Director of EKO S.A., a marketing subsidiary of HELLENIC PETROLEUM Group.

St. Psyllaki

General Manager Group Human Resources & Administrative Services

She holds a Bachelor Degree from the Faculty of Political Science and Public Administration/School of Economics and Political Science of the National & Kapodistrian University of Athens, as well as an MBA. She started her professional career at the Aspropyrgos Hellenic Refinery in 1985 and continued in the HELLENIC PETROLEUM Group until today. During this period, she gained experience in executive positions of responsibility in all fields of Human Resources of the HELLENIC PETROLEUM Group, in Greece and abroad. After passing all levels of the hierarchy, in October 2015 she was appointed General Manager of Group Human Resources and Administrative Services. She has significant experience and expertise in Human Resources Management, on issues of policies and systems, labour relations, organizational development and education, performance evaluation, etc. She is a member of the Hellenic Economic Chamber.

RISK MANAGEMENT



Main risk factors and mitigating measures

The Group is exposed to a variety of macroeconomic (foreign exchange, crude oil price, refining margins), financial (capital structure, liquidity, cash flow, credit), as well as operational risks.

In-line with international best practices and within the context of the local markets and regulatory framework, the Group's overall risk management policies aim at reducing possible exposure to market volatility and / or mitigating its adverse effects on the financial position of the Group to the extent possible. The main risks faced by the Group, as well as the corresponding mitigating measures are described below:

Main Risks	Indicative mitigating measures
Macroeconomic environment	
Crude oil and products market: • **Price** • **Refining Margins**	• Refineries of high complexity and competitiveness with financial performance exceeding the average of European refineries and overperformance vs benchmark margins • Balancing purchases with sales per period in order to reduce exposure to price changes • Framework for managing commercial risks involving executive members of the Group • Hedging transactions subject to market conditions • Managing cash balances
Foreign exchange risk: • **Gross margin conversion** • **Financial position translation**	• All transactions of crude oil and petroleum products, both domestically and internationally carried out in dollars, converting into local currency on the transaction date • Balance sheet management to match monetary exposure (assets – liabilities) • Hedging transactions subject to market conditions
Greek economy: • **Reduced demand** • **Borrowing cost and exposure to Greek banking system** • **Credit risk** • **Economic stability**	• Export oriented business model, with international sales accounting for 50% of total • Issue of Eurobonds and Liability Management reducing the exposure to the Greek banking system and decreasing borrowing cost • Significant percentage of gross refining margin dependent on prices of both crude oil and petroleum products • Continuous monitoring of domestic economic environment and corresponding adjustment of the company's strategy
Financial risks	
• **Capital structure**	• Diversification of funding mix • Improvement of debt maturity profile based on market conditions • Reduction of borrowing cost • Reduction of indebtedness (deleverage)
• **Liquidity**	• Maximize cash from operating cash flow and available credit lines (headroom) • Issuance of Letter of Guarantee (LG) or Credit (LC) for trade liabilities • Maximise availability of open credit from crude suppliers
• **Credit**	• Differentiation of customers' mix • Faster collection of receivables (DSO reduction) • Review of customers' rating status and limits

Operation risks	
• Safety & Environment	• Investments to improve levels of safety and environmental protection • Application of safety audit processes and regular inspection of all production facilities and storage and trading terminals • Continuous measurement of emissions from the Group's manufacturing facilities • Participation in international organizations for best practices sharing in the field in accordance with the highest standards of refining industry
• Ensure refineries' supply with raw materials	• Proactive scheduling of refineries' supply • Adjust supply chain to address issues in case of a shortage in specific types of crude oil • Benefitting of the refineries' location and configuration with ability to access and process a variety of crude oil grades • Supply diversification
• Reduced operation or unplanned shut-down of a refinery	• Strict application of programs of preventive maintenance • Periodic turnarounds in accordance with equipment specifications
• Compliance in terms of operation and product quality	• Implementation of necessary measures for full compliance with the existing specifications both on a production and supply chain level • Investments for adjustment of equipment configuration, in accordance with the national and European institutional framework
• Property and liability risk	• Insurance coverage for a number of risks, including damage of physical assets, personal injuries, business interruption, product or other liability

Overview of Internal Audit System and Risk Management

In the same context, the Group's Internal Audit System and Risk Management include safeguards and monitoring mechanisms at various levels within the organization, as described below:

Risk Identification, Assessment, Measurement and Management

The identification and assessment of risks takes place mainly during the strategic planning and the annual preparation of the business plan. The benefits and opportunities are examined in the context of the company's activities, but also in relation to the several and different stakeholders who may be affected.

Planning and Monitoring/Budget

Company's performance is monitored through a detailed budget per operating sector and market. The budget shall be adjusted systematically and Management monitors the development of the Group's financial performance through regularly issued reports and budget comparisons with the actual results.

Adequacy of the Internal Control System

The Internal Control System consists of the policies, procedures and tasks which have been designed and implemented by the Management Team and the human resources of the Group for the purpose of the effective management of risks, the achievement of business objectives, the reliability of financial and administrative information and compliance with the laws and regulations.

The Independent Internal Audit Department, by means of periodic assessments, ensures that the identification procedures and risk management applied by Management are sufficient, that the Internal Control System operates effectively and that information provided to the BoD relative to the Internal Control System, is reliable and of good quality.

Roles and responsibilities of the BoD

The role and responsibilities of the BoD are described in the Internal Procedures Manual of the Company, which is approved by the BoD.

Prevention and Suppression of financial fraud

The areas that are considered to be of high risk for financial fraud are monitored through appropriate internal controls and enhanced security measures. In addition to the internal controls applied by each department, all Company activities are subject to audits from the Internal Audit Department, the results of which are presented to the BoD.

Internal Operating Regulation

The Company has compiled relevant internal regulations approved by the BoD. Within the framework of the Regulations, powers and responsibilities are defined which promote the adequate segregation of duties within the Company.

The Group's Code of Conduct

The Company in the context of the fundamental obligation of good corporate governance, it has drafted and adopted since 2011 the Code of Conduct, approved by the BoD of the company. The Code of Conduct summarizes the principles according to which any person, employee or third party involved in the operation of the Group, as well as collective body, should act within the framework of their duties. For this reason, the Code constitutes a practical guide of the day-to-day tasks of all employees of the Group, but also of third parties who cooperate with it.

Safeguards in Information Technology Systems

The Group's IT Department is responsible for developing the IT strategy and for staff training to cover any arising needs and the IT department is also responsible for the support of IT systems and applications through the drafting and updating of operation manuals, in cooperation with external consultant where this is necessary. The Company has developed a sufficient framework to monitor and control its IT systems, which is defined by a set of internal controls, policies and procedures.

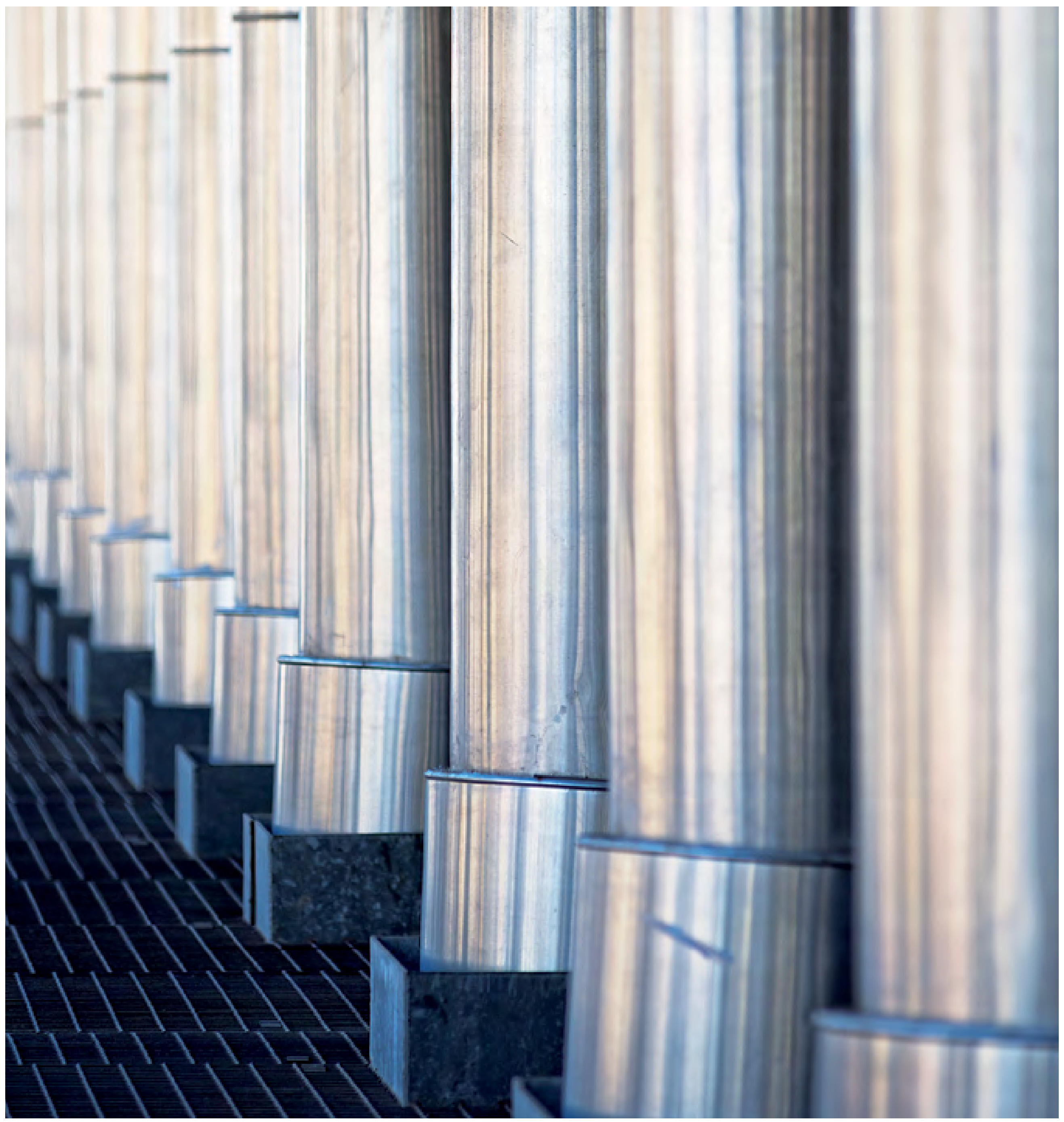
Safeguards for Financial Statements and Financial Reporting

The Group applies common policies and monitoring procedures of accounting departments of the Group's subsidiaries which include, amongst others, definitions, accounting principles adopted by the Company and its subsidiaries, guidelines for the preparation of financial statements and consolidation. Furthermore, it also runs automatic checks and validations between different transactional and reporting systems. In cases of non-recurring transactions special approval is required.

Chart of Authorities

Existence of a chart of authorities, which depicts assigned authorities to various Company executives, in order to complete certain transactions or actions (e.g. payments, receipts, contracts, etc.).

FINANCIAL INFORMATION



Selected Financial Data

Group (amounts in millions €)

Statement of Comprehensive Income	2017	2016	2015	2014	2013
Sales	7,995	6,613	7,303	9,478	9,674
Adjusted EBITDA	834	731	758	417	178
Operating profit	662	632	245	(289)	(195)
Profit before income tax	520	466	39	(485)	(338)
Minority Interest	(3)	1	2	(3)	(3)
Profit for the year (attributable to owners of the parent)	381	330	47	(365)	(269)
Adjusted Net Income	372	265	268	2	(117)
EPS	1.25	1.08	0.15	(1.20)	(0.88)

Statement of Cash Flows	2017	2016	2015	2014	2013
Net cash generated from operating activities	443	(334)	460	853	493
Net cash used in investing activities	(185)	(116)	(136)	(83)	(89)
Net cash generated from financing activities	(300)	(589)	(74)	85	(339)
Net increase/(decrease) in cash & cash equivalents	(42)	(1,039)	250	855	64

Statement of Financial Position	2017	2016	2015	2014	2013
Total Assets	7,160	7,189	8,029	7,719	7,177
Non-current assets	4,282	4,282	4,506	4,526	4,470
Cash and cash equivalents	1,019	1,082	2,108	1,848	960
Non-current liabilities	1,220	1,879	1,768	1,974	1,475
Long term borrowings	920	1,456	1,598	1,812	1,312
Short term borrowings	1,900	1,386	1,633	1,178	1,338
Minority Interest	63	102	106	110	116
Total Equity	2,372	2,142	1,790	1,729	2,214

Group Consolidated Financial Statements

Statement of Financial Position (Amounts in thousands €)

ASSETS	31/12/17	31/12/16
Property, plant and equipment	3,311,893	3,290,806
Intangible assets	105,684	108,294
Other non-current assets	862,616	881,711
Inventories	1,056,393	941,281
Trade and other receivables	791,205	868,331
Derivative financial instruments	11,514	15,192
Cash, cash equivalents and restricted cash	1,018,913	1,081,580
Available-for-sale non-current assets	1,857	1,626
TOTAL ASSETS	**7,160,075**	**7,188,821**

EQUITY AND LIABILITIES	31/12/17	31/12/16
Share capital	666,285	666,285
Share premium	353,796	353,796
Retained earnings and other reserves	1,288,578	1,019,679
Capital and reserves attributable to Company Shareholders (a)	2,308,659	2,039,760
Non-controlling interests (b)	62,915	101,875
TOTAL EQUITY (c) = (a) + (b)	**2,371,574**	**2,141,635**
Long-term borrowings	920,234	1,456,204
Provisions and other long term liabilities	299,938	422,598
Short-term borrowings	1,900,269	1,386,299
Other short-term liabilities	1,668,060	1,782,085
Total liabilities (d)	**4,788,501**	**5,047,186**
TOTAL EQUITY AND LIABILITIES (c) + (d)	**7,160,075**	**7,188,821**

Statement of Comprehensive Income for the Period (Amounts in thousands €)

	1/1/2017-31/12/17	1/1/2016-31/12/16
Sales	7,994,690	6,613,253
Gross profit	1,087,492	1,007,128
Operating profit / (loss)	661,783	631,771
Profit / (loss) before Income Tax	519,785	465,671
Less: Taxes	(135,862)	(136,936)
Profit / (loss) for the year	383,923	328,735
Attributable to:		
Owners of the parent	381,372	329,760
Non-controlling interests	2,551	(1,025)
	383,923	328,735
Other comprehensive income / (loss) for the year, net of tax	(13,111)	25,930
Total comprehensive (loss) / income for the year	370,812	354,665
Attributable to:		
Owners of the parent	368,989	355,819
Non-controlling interests	1,823	(1,154)
	370,812	354,665
Basic and diluted earnings per share (in Euro per share)	1.25	1.08
Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA)	850,181	839,845

Statement of Changes In Equity (Amounts in thousands €)

	31/12/17	31/12/16
Total equity at beginning of the year (1/1/2017 & 1/1/2016)	2,141,635	1,790,270
Total comprehensive (loss) / income for the year	370,812	354,665
Dividends to shareholders of the parent	(106,962)	-
Dividends to non-controlling interests	(2,561)	(2,925)
Participation of minority holding to share capital decrease of subsidiary	76	-
Share based payments	(9,714)	-
Acquisition of treasury shares	(10,245)	-
Issue of treasury shares to employees	9,714	-
Tax on intra-group dividends	(136)	(375)
Acquisition of non-controlling interests	(21,045)	-
Total equity at the end of the year	2,371,574	2,141,635

Statement of Cash Flow (Amounts in thousands €)

	1/1/2017-31/12/17	1/1/2016-31/12/16
Cash flows from operating activities		
(Loss) / Profit before Tax	519,785	465,671
Adjustments for:		
Depreciation and amortisation of tangible and intangible assets	189,276	209,478
Impairment of fixed assets	2,689	8,313
Amortisation of government grants	(878)	(1,404)
Interest expense and similar charges	169,653	205,909
Interest income	(4,600)	(5,129)
Share of operating profit of associates	(31,228)	(13,907)
Provisions for expenses and valuation charges	55,594	71,511
Foreign exchange (gains) / losses	8,173	(20,773)
Discounting effect on long term payables	6,272	(8,285)
(Gain)/Loss from disposal of Non Current Assets	1,685	(633)
	916,421	910,751
Changes in working capital		
(Increase) / decrease in inventories	(116,523)	(281,476)
(Increase) / decrease in trade and other receivables	62,948	(155,812)
Increase / (decrease) in payables	(409,535)	(790,829)
Less:		
Income tax paid	(10,375)	(16,159)
Net cash generated from / (used in) operating activities (a)	442,936	(333,525)
Cash flows from investing activities		
Purchase of property,plant and equipment & intangible assets	(208,732)	(125,719)
Cash from sale of property, plant and equipment & tangible assets	30	2,168
Grants received	110	1,431
Interest received	4,600	5,129
Acquisition of subsidiary, net of cash acquired	-	(350)
Dividends received	19,346	1,139
Participation in share capital (increase) / decrease of associates	(147)	-
Proceeds from disposal of available for sale financial assets	8	-
Net cash used in investing activities (b)	(184,785)	(116,202)
Cash flows from financing activities		
Interest paid	(160,830)	(190,479)
Dividends paid to shareholders of the Company	(104,115)	(473)
Dividends paid to non-controlling interests	(2,561)	(2,925)
Movements in restricted cash	11,873	(1,969)
Acquisition of treasury shares	(10,245)	-
Participation of minority shareholders in share capital increase of subsidiary	76	-
Proceeds from borrowings	288,000	507,732
Repayments of borrowings	(322,622)	(900,799)
Net cash generated from / (used in) financing activities (c)	(300,424)	(588,913)
Net (decrease) / increase in cash & cash equivalents (a)+(b)+(c)	(42,273)	(1,038,640)
Cash and cash equivalents at the beginning of the year	924,055	1,952,808
Exchange gains / (losses) on cash and cash equivalents	(8,521)	9,887
Net (decrease) / increase in cash and cash equivalents	(42,273)	(1,038,640)
Cash and cash equivalents at end of the year	873,261	924,055

Segmental Information

Group (amounts in millions €)

Refining, Supply & Trading	2017	2016	2015	2014	2013
Sales	7,001	5,707	6,644	8,818	9,078
Adjusted EBITDA	639	536	561	253	57
Operating profit	528	508	117	(371)	(238)
Purchase of property, plant and equipment & intangible assets	153	95	138	110	86
Depreciation & amortisation of property, plant and equipment & intangible assets	143	154	139	138	155
Refinery production (MT million)	15.0	14.8	14.4	13.7	13.0
Refinery sales volume (MT million)	16.1	15.5	14.3	13.5	12.7
Average Brent price ($/bbl)	55	45	52	99	109
Benchmark FOB MED Cracking Margin ($/bbl)	5.9	5.0	6.5	3.4	2.4
Average exchange rate (€/$)	1.13	1.11	1.11	1.33	1.33

Marketing	2017	2016	2015	2014	2013
Sales	2,912	2,336	2,712	3,220	3,345
Adjusted EBITDA	107	101	107	90	68
Operating profit	56	45	55	27	8
Purchase of property, plant and equipment & intangible assets	49	30	26	25	17
Depreciation & amortisation of property, plant and equipment & intangible assets	39	48	49	52	55
Sales ('000 tonnes)	5,165	4,668	4,672	4,131	4,043
Petrol stations	2,037	2,013	1,977	1,977	2,095

Petrochemicals	2017	2016	2015	2014	2013
Sales	267	252	263	322	327
Adjusted EBITDA	95	100	93	81	57
Operating profit	91	94	84	64	40
Purchase of property, plant and equipment & intangible assets	1	0	1	1	0
Depreciation & amortisation of property, plant and equipment & intangible assets	4	6	9	12	13
Sales ('000 tonnes)	243	256	221	236	295

	31/12/17	31/12/16
Total Assets		
Refining	5,100,986	5,337,313
Marketing	1,262,001	1,272,293
Exploration & Production	5,349	9,123
Petro-chemicals	517,612	367,398
Gas & Power	721,102	693,498
Other Segments	1,516,314	1,662,431
Inter-Segment	(1,963,289)	(2,153,235)
Total	**7,160,075**	**7,188,821**
Total Liabilities		
Refining	3,412,030	3,783,405
Marketing	618,744	630,432
Exploration & Production	14,091	14,626
Petro-chemicals	207,250	111,208
Gas & Power	3,483	3,337
Other Segments	1,483,475	1,648,586
Inter-Segment	(950,572)	(1,144,408)
Total	**4,788,501**	**5,047,186**
Net Sales		
Domestic	2,740,924	2,196,260
Aviation & Bunkering	1,098,784	797,830
Exports	3,021,704	2,612,134
International activities	1,133,278	1,007,029
Total	**7,994,690**	**6,613,253**

Parent Company Financial Statements

Statement of Financial Position (Amounts in thousands €)

ASSETS	31/12/17	31/12/16
Property, plant and equipment	2,719,172	2,706,681
Intangible assets	7,042	6,490
Other non-current assets	691,308	729,213
Inventories	963,746	851,423
Trade and other receivables	989,901	1,036,420
Derivative financial instruments	11,514	15,192
Cash, cash equivalents and restricted cash	813,251	888,783
Available-for-sale non-current assets	1,252	1,017
TOTAL ASSETS	**6,197,186**	**6,235,219**

EQUITY AND LIABILITIES	31/12/17	31/12/16
Share capital	666,285	666,285
Share premium	353,796	353,796
Retained earnings and other reserves	789,142	570,069
Capital and reserves attributable to Company Shareholders (a)	1,809,223	1,590,150
Non-controlling interests (b)	-	-
TOTAL EQUITY (c) = (a) + (b)	**1,809,223**	**1,590,150**
Long-term borrowings	909,579	1,460,281
Provisions and other long term liabilities	215,917	341,755
Short-term borrowings	1,704,951	1,150,418
Other short-term liabilities	1,557,516	1,692,615
Total liabilities (d)	**4,387,963**	**4,645,069**
TOTAL EQUITY AND LIABILITIES (c) + (d)	**6,197,186**	**6,235,219**

Statement of Comprehensive Income for the Period (Amounts in thousands €)

	1/1/2017-31/12/17	1/1/2016-31/12/16
Sales	7,233,600	5,925,776
Gross profit	758,145	701,165
Operating profit / (loss)	597,421	581,888
Profit / (loss) before Income Tax	482,391	466,224
Less: Taxes	(136,400)	(131,901)
Profit / (loss) for the year	**345,991**	**334,323**
Other comprehensive income / (loss) for the year, net of tax	(9,711)	30,936
Total comprehensive (loss) / income for the year	**336,280**	**365,259**
Basic and diluted earnings per share (in Euro per share)	**1.13**	**1.09**
Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA)	**736,697**	**732,068**

Statement of Changes In Equity (Amounts in thousands €)

	31/12/17	31/12/16
Total equity at beginning of the year (1/1/2017 & 1/1/2016)	**1,590,150**	**1,224,891**
Total comprehensive (loss) / income for the year	336,280	365,259
Dividends to shareholders of the parent	(106,962)	-
Dividends to non-controlling interests	-	-
Participation of minority holding to share capital decrease of subsidiary	-	-
Share based payments	(9,714)	-
Acquisition of treasury shares	(10,245)	-
Issue of treasury shares to employees	9,714	-
Tax on intra-group dividends	-	-
Acquisition of non-controlling interests	-	-
Total equity at the end of the year	**1,809,223**	**1,590,150**

Statement of Cash Flow (Amounts in thousands €)

	1/1/2017-31/12/17	1/1/2016-31/12/16
Cash flows from operating activities		
(Loss) / Profit before Tax	482,391	466,224
Adjustments for:		
Depreciation and amortisation of tangible and intangible assets	140,001	151,452
Impairment of fixed assets	-	-
Amortisation of government grants	(725)	(1,272)
Interest expense and similar charges	153,105	189,015
Interest income	(12,834)	(13,541)
Share of operating profit of associates	(33,724)	(38,348)
Provisions for expenses and valuation charges	43,259	55,413
Foreign exchange (gains) / losses	8,483	(21,462)
Discounting effect on long term payables	-	-
(Gain)/Loss from disposal of Non Current Assets	280	71
	780,236	**787,552**
Changes in working capital		
(Increase) / decrease in inventories	(117,608)	(272,911)
(Increase) / decrease in trade and other receivables	57,287	(83,302)
Increase / (decrease) in payables	(412,132)	(826,694)
Less:		
Income tax paid	(20)	(1,279)
Net cash generated from / (used in) operating activities (a)	**307,763**	**(396,634)**
Cash flows from investing activities		
Purchase of property,plant and equipment & intangible assets	(149,930)	(91,161)
Cash from sale of property, plant and equipment & tangible assets	-	82
Grants received	-	-
Interest received	12,834	13,541
Acquisition of subsidiary, net of cash acquired	-	-
Dividends received	33,724	38,348
Participation in share capital (increase) / decrease of associates	1,584	(9,711)
Proceeds from disposal of available for sale financial assets	-	-
Net cash used in investing activities (b)	**(101,788)**	**(48,901)**
Cash flows from financing activities		
Interest paid	(162,494)	(180,425)
Dividends paid to shareholders of the Company	(104,116)	(474)
Dividends paid to non-controlling interests	-	-
Movements in restricted cash	11,873	(1,969)
Acquisition of treasury shares	(10,245)	-
Participation of minority shareholders in share capital increase of subsidiary	-	-
Proceeds from borrowings	283,606	505,968
Repayments of borrowings	(279,775)	(839,789)
Net cash generated from / (used in) financing activities (c)	**(261,151)**	**(516,689)**
Net (decrease) / increase in cash & cash equivalents (a)+(b)+(c)	**(55,176)**	**(962,224)**
Cash and cash equivalents at the beginning of the year	731,258	1,683,600
Exchange gains / (losses) on cash and cash equivalents	(8,483)	9,882
Net (decrease) / increase in cash and cash equivalents	(55,176)	(962,224)
Cash and cash equivalents at end of the year	**667,599**	**731,258**

Contact Information

Shareholders' Contact

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Annual Report Feedback

The present report of HELLENIC PETROLEUM is addressed to all our stakeholders, who wish to be informed regarding the Group's strategy, policy and business performance in 2017.

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.

Digital 2017 Annual Report version:
http://annualreport2017.helpe.gr/

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