



**HELLENIC
PETROLEUM**

2014 2Q Results Presentation

Athens, 30 July 2014

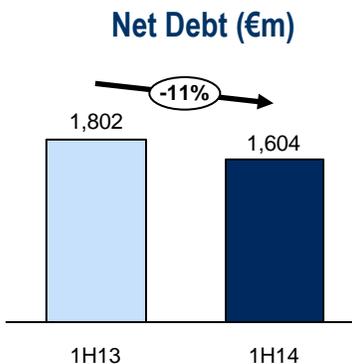
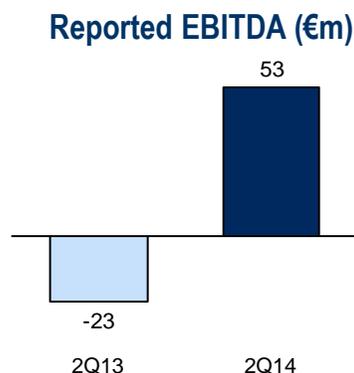
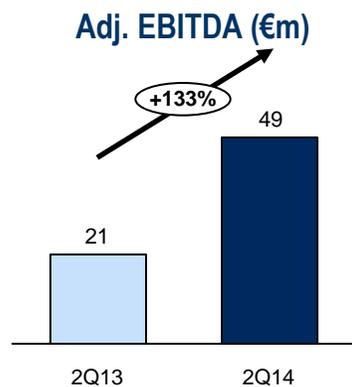




- **Executive Summary**

- Industry Environment
- Group Results Overview
- Business Units Performance
- Financial Results
- Q&A

2Q14 GROUP KEY FINANCIALS



FY 2013	€ million, IFRS	2Q			1H		
		2013	2014	Δ%	2013	2014	Δ%
	Income Statement						
12,696	Sales Volume (MT) - Refining	3,513	3,186	-9%	6,385	5,977	-6%
4,043	Sales Volume (MT) - Marketing	1,032	972	-6%	1,894	1,779	-6%
9,674	Net Sales	2,556	2,385	-7%	4,797	4,462	-7%
	Segmental EBITDA						
57	- Refining, Supply & Trading	-11	10	-	10	34	-
68	- Marketing	17	23	32%	21	33	57%
57	- Petrochemicals	15	19	26%	29	36	23%
-5	- Other	0	-3	-	-1	-3	-
178	Adjusted EBITDA *	21	49	133%	59	100	68%
11	Adjusted EBIT * (including Associates)	-32	10	-	-22	27	-
-209	Finance costs - net	-55	-53	2%	-102	-106	-4%
-117	Adjusted Net Income *	-62	-53	15%	-83	-72	13%
29	IFRS Reported EBITDA	-23	53	-	-35	78	-
-269	IFRS Reported Net Income	-95	-50	47%	-173	-88	49%
	Balance Sheet / Cash Flow						
3,905	Capital Employed				4,101	3,751	-9%
1,689	Net Debt				1,802	1,625	-10%

(*) Calculated as Reported less the Inventory effects and other non-operating items

2Q14 HIGHLIGHTS

Improved operating performance across all our businesses offset weak margins impact leading to better results

Industry and Market

- Weaker y-o-y Med benchmark refining margins
- Increased volatility in crude markets due to developments in Libya and Iraq; widening of crude spreads with Brent-Urals spread averaging \$1.5/bbl in 2Q14
- Continuation of stable domestic auto fuels demand for another quarter

Financials

- 2Q14 Adjusted EBITDA at €49m (2Q13: €21m), with all businesses reporting increased contribution and Elefsina improving its performance post maintenance
- Cost reduction and competitiveness projects generated €23m additional contribution during 2Q14
- Associates contribution at €8m on weaker DEPA results
- Net Debt at €1.6bn (vs €1.8bn in 1H13), with gearing at 43%

Financing & Strategy update

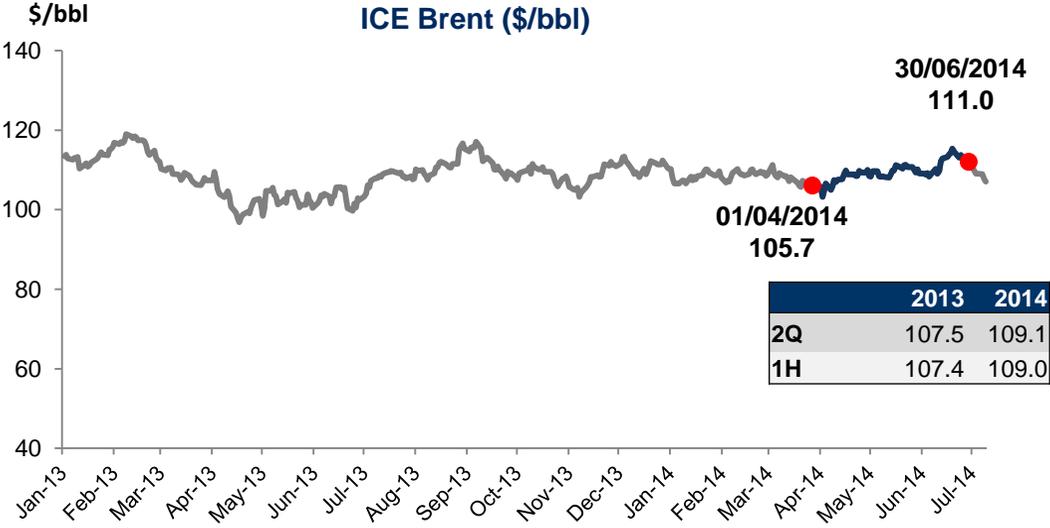
- Successful completion of Eurobond issues (\$400m 2016 & €325m 2019); use of proceeds to repay and renegotiate more expensive loans
- Renegotiated 2016 €605m Syndicated Facility improving its maturity profile and cost
- DESFA transaction approval in progress; draft certification by RAE issued on 29 May 2014



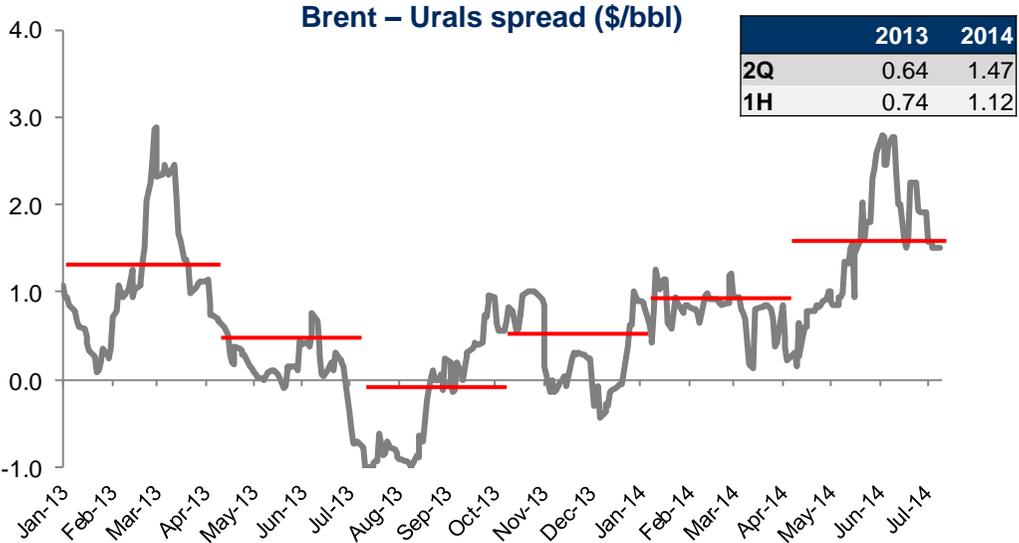
- Executive Summary
- **Industry Environment**
- Group Results Overview
- Business Units Performance
- Financial Results
- Q&A

INDUSTRY ENVIRONMENT

Volatile crude supply market on geopolitical developments



- Continued uncertainty and resumed volatility in regional crude markets
- Geopolitical risk led Brent to 9-month highs (\$115/bbl), resulting in inventory gains

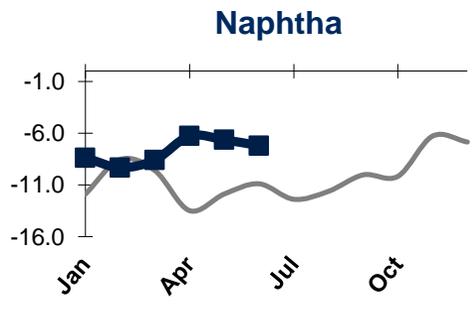
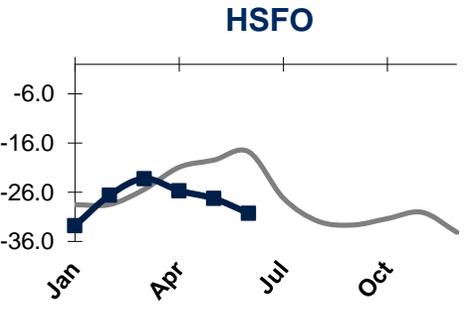
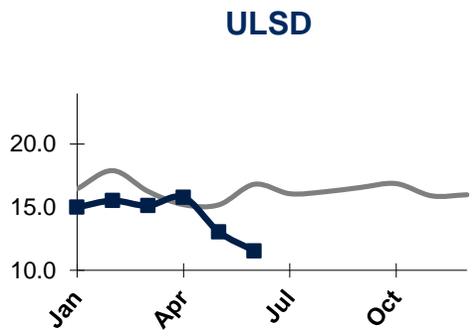
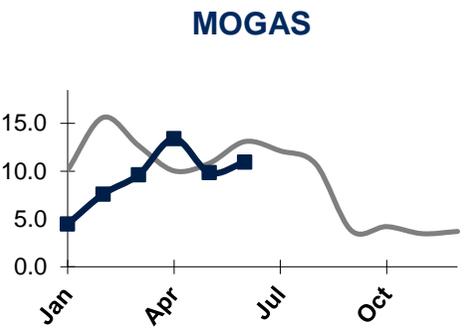


- Widening crude differentials in 2Q14 supporting better realised margins
- Urals at 42% of ELPE crude slate in 2Q14

INDUSTRY ENVIRONMENT

Widening crude spreads and Naphtha cracks supported benchmark margins

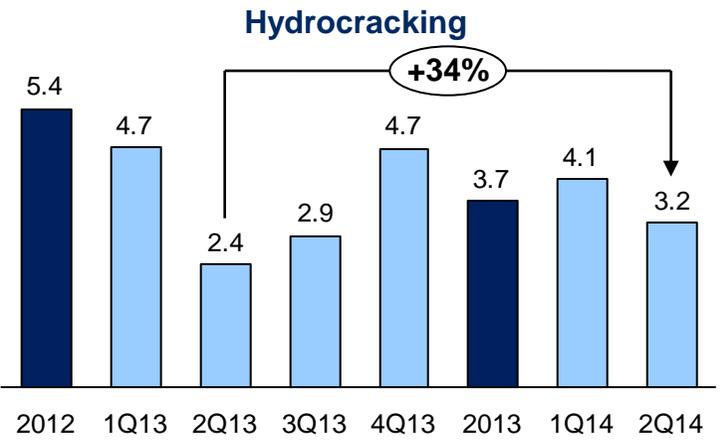
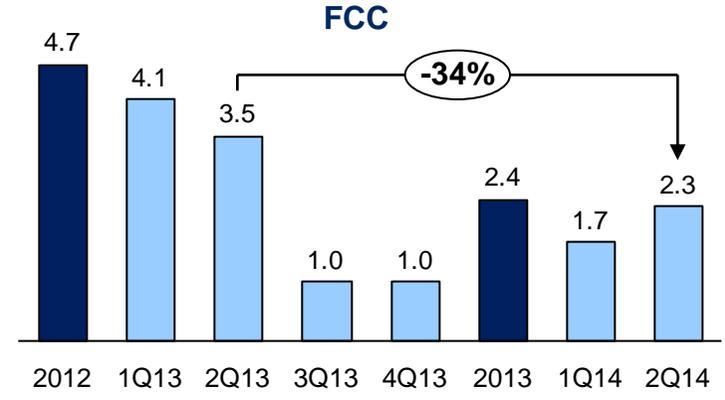
Product Cracks* (\$/bbl)



— 2013 —■ 2014

— 2013 —■ 2014

Med benchmark margins (\$/bbl)

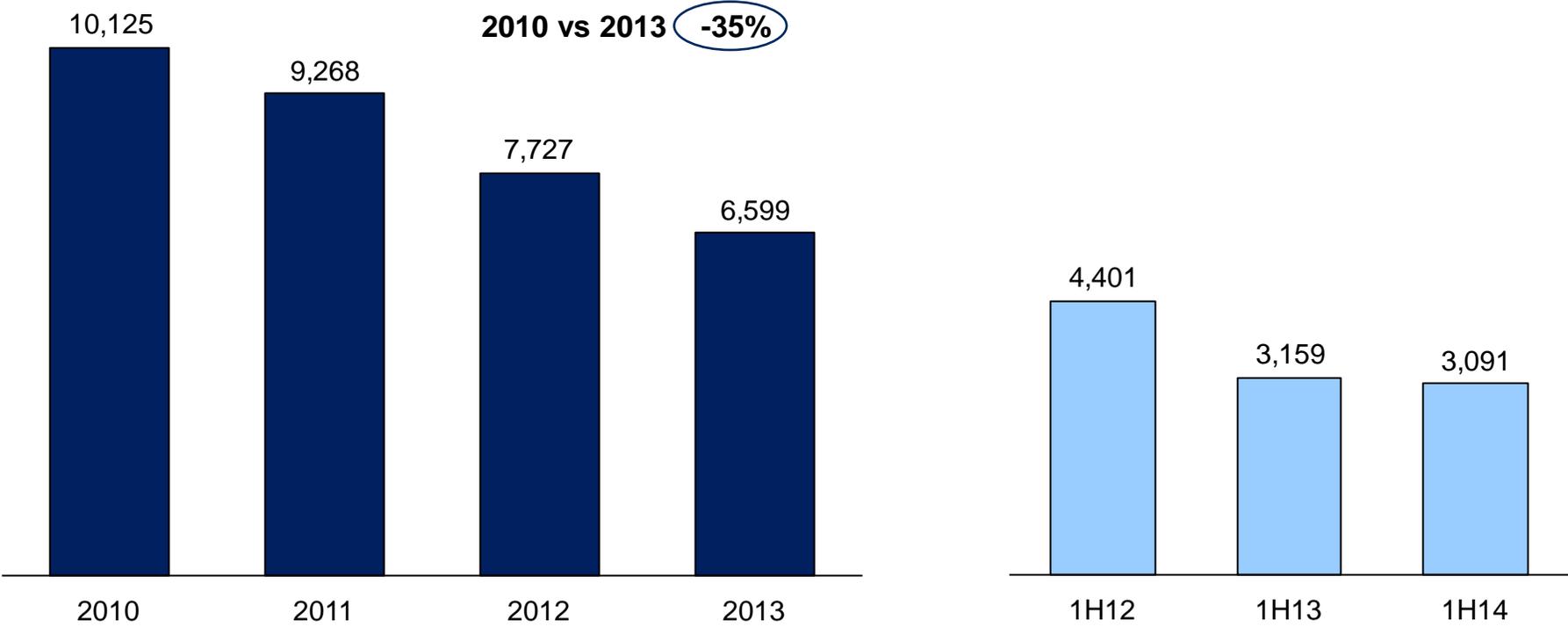


(*) Brent based

DOMESTIC MARKET ENVIRONMENT

Stabilisation in domestic market demand following significant contraction during the last few years

Domestic oil products demand 2010-2014 (MT '000)

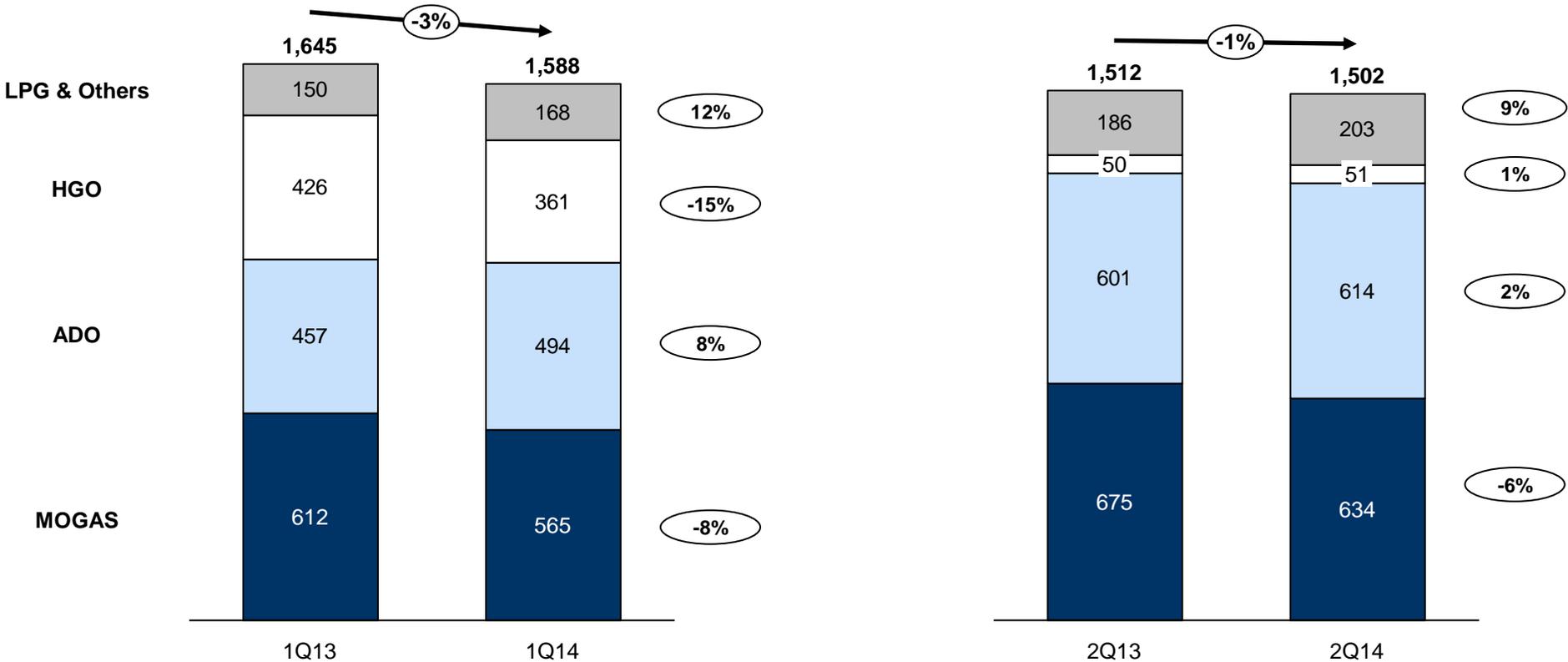


(*) Does not include PPC and armed forces
Source: Ministry of Energy, Environment and Climate Change

DOMESTIC MARKET ENVIRONMENT

Overall auto fuels demand at similar to LY levels with diesel gaining share amongst new car registrations

Domestic Market demand (MT '000*)



(*) Does not include PPC and armed forces

CONTENTS

- Executive Summary
- Industry Environment



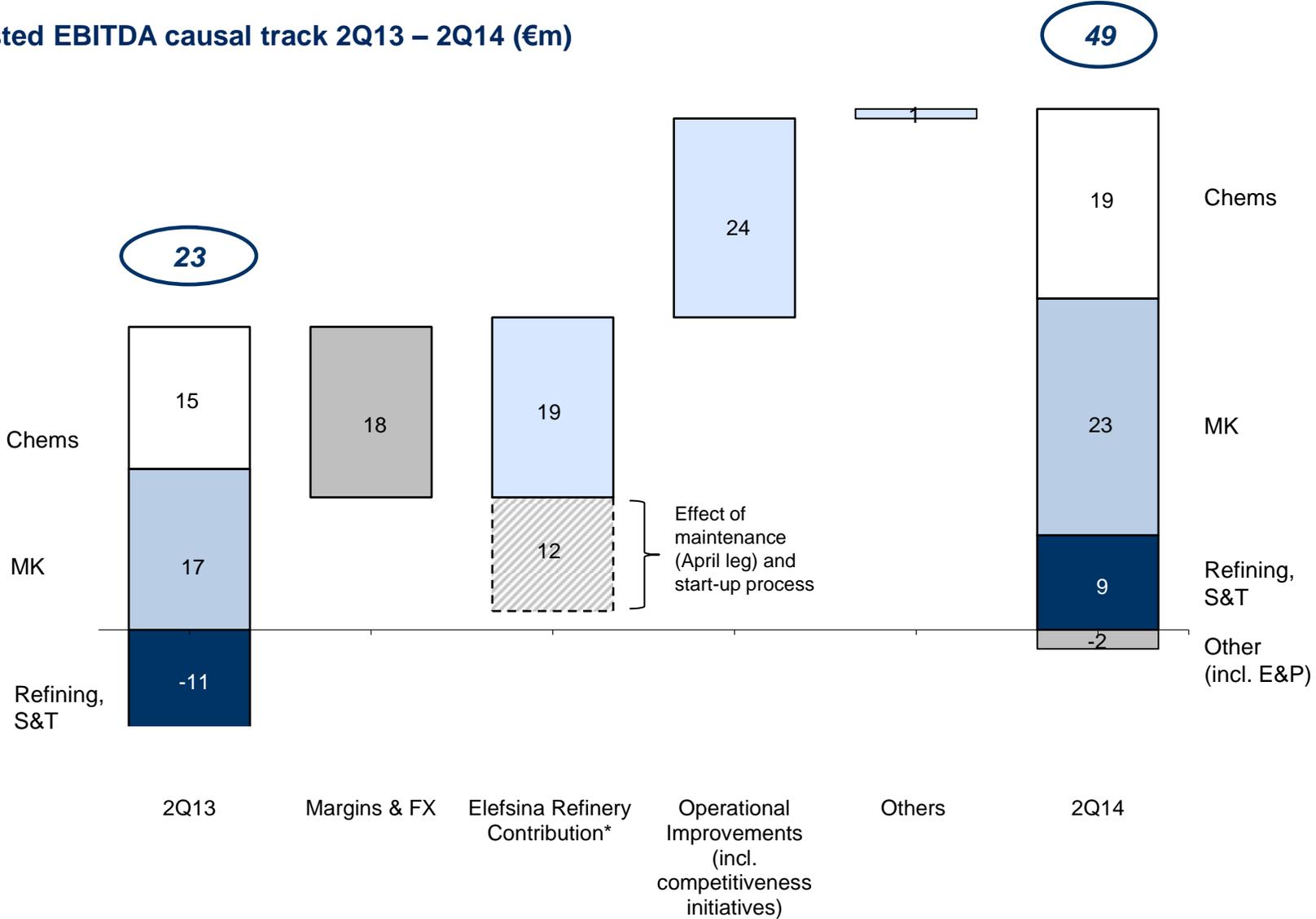
- **Group Results Overview**

- Business Units Performance
- Financial Results
- Q&A

CAUSAL TRACK & SEGMENTAL RESULTS OVERVIEW 2Q 2014

Improved performance in all business units outweigh the effect of negative refining benchmark margins

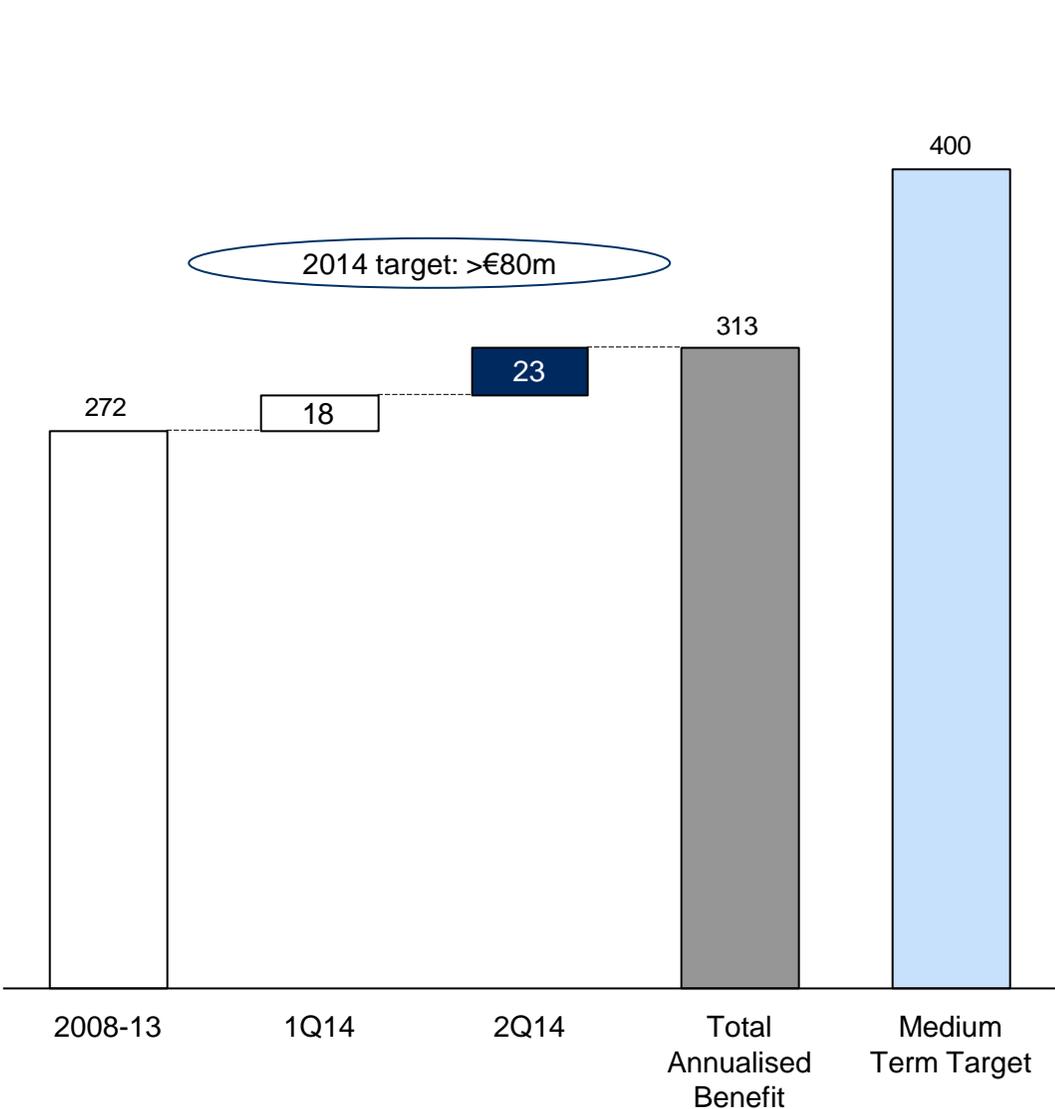
Adjusted EBITDA causal track 2Q13 – 2Q14 (€m)



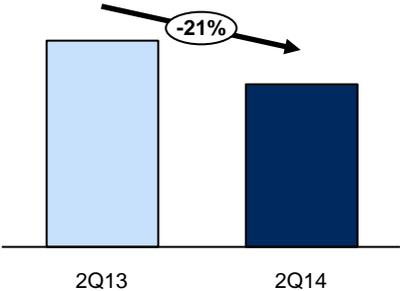
COMPETITIVENESS IMPROVEMENTS

2Q14 benefits of €23m added to total results from competitiveness improvement projects; 2014 cash benefits at €41m on track for full year target achievement (> €80m)

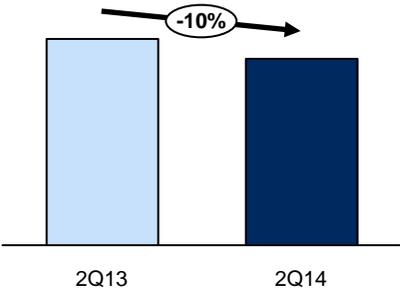
Evolution of transformation initiatives (€m)



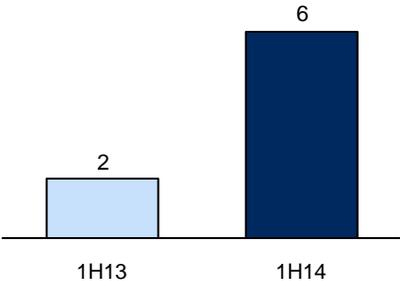
Personnel cost



Retail rental costs



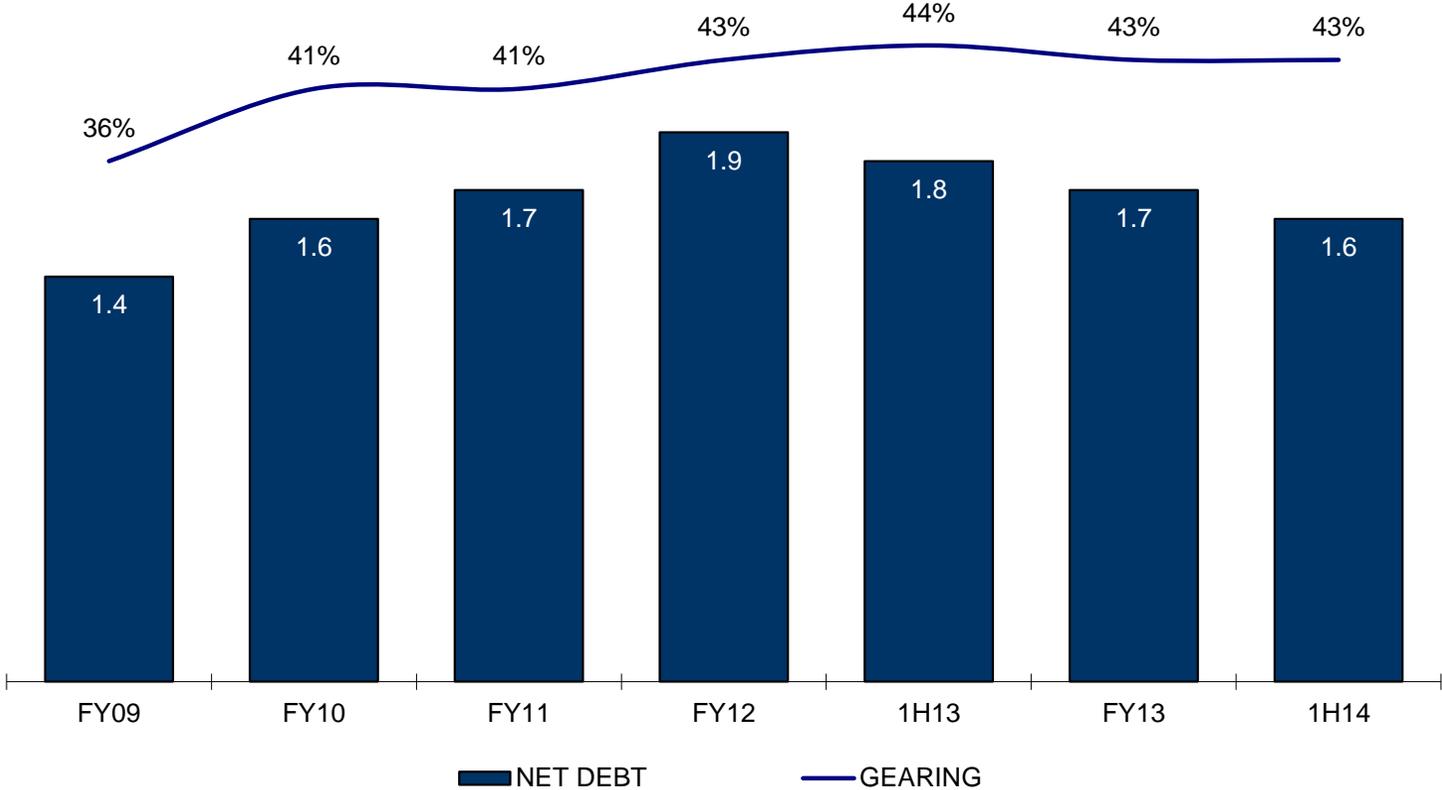
South Refining Hub realised synergies (€m)



GEARING

Gradual Improvement of supply terms (LCs) and tight inventory management resulted in lower Net debt

Net debt (€bn) and Gearing* (%)

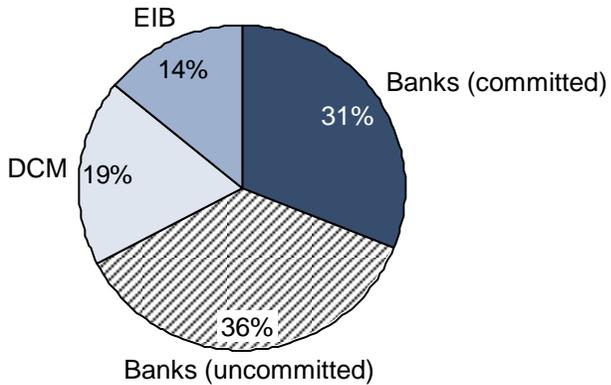


(*) calculated as Net Debt / Capital Employed

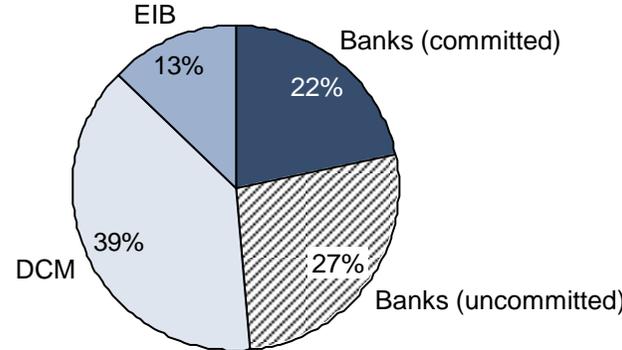
CAPITAL STRUCTURE

Successful issue of new Eurobonds and renegotiation of 2016 syndicated Term Facility improved (i) funding mix with 75% of total Gross debt being term commitments, (ii) maturity profile with an average of 2 years extension and (iii) lower cost for new transactions by 2-3%

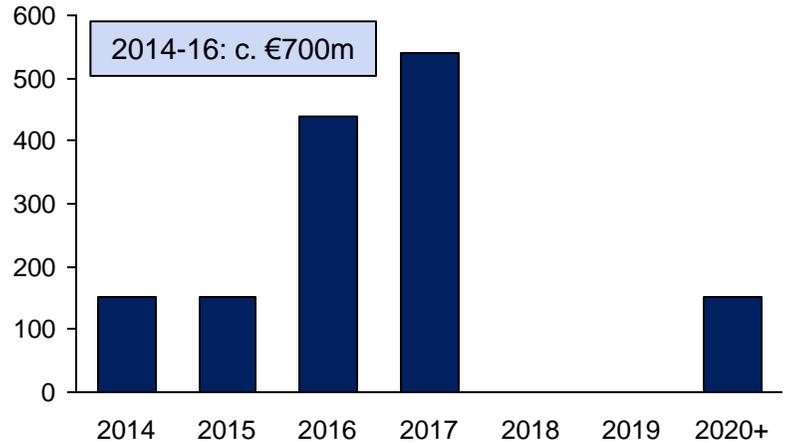
4Q13 Gross debt by source



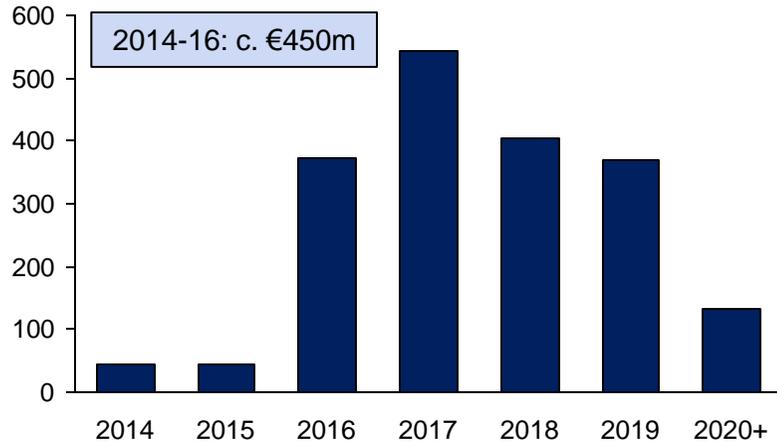
2Q14 Gross debt by source (pro-forma*)



4Q13 Maturity Profile



2Q14 Maturity Profile (pro-forma*)



(*) As at 30th June 2014, adjusting for €325m Eurobond issue and Term loan renegotiation

CONTENTS

- Executive Summary
- Industry Environment
- Group Results Overview



- **Business Units Performance**
- Financial Results
- Q&A

DOMESTIC REFINING, SUPPLY & TRADING – OVERVIEW

Elefsina performance post start-up, improved yields and lower opex offset weak benchmark margins environment

FY 2013	IFRS FINANCIAL STATEMENTS € MILLION	2Q			1H		
		2013	2014	Δ%	2013	2014	Δ
	KEY FINANCIALS - GREECE						
12,664	Sales Volume (MT '000)	3,503	3,181	-9%	6,351	5,976	-6%
11,776	Production (MT '000)	3,381	3,153	-7%	6,304	5,862	-7%
8,656	Net Sales	2,326	2,131	-8%	4,321	3,989	-8%
51	Adjusted EBITDA *	-16	9	-	8	34	-
86	Capex	22	31	40%	31	55	1
	KPIs						
108.7	Average Brent Price (\$/bbl)	103.3	109.8	6%	107.9	108.8	1%
1.33	Average €/ \$ Rate (€1 =)	1.31	1.37	5%	1.30	1.37	5%
2.1	HP system benchmark margin \$/bbl (**)	2.6	1.6	-40%	3.0	1.9	-35%
6.9	Realised margin \$/bbl	4.4	6.1	39%	5.9	6.5	10%

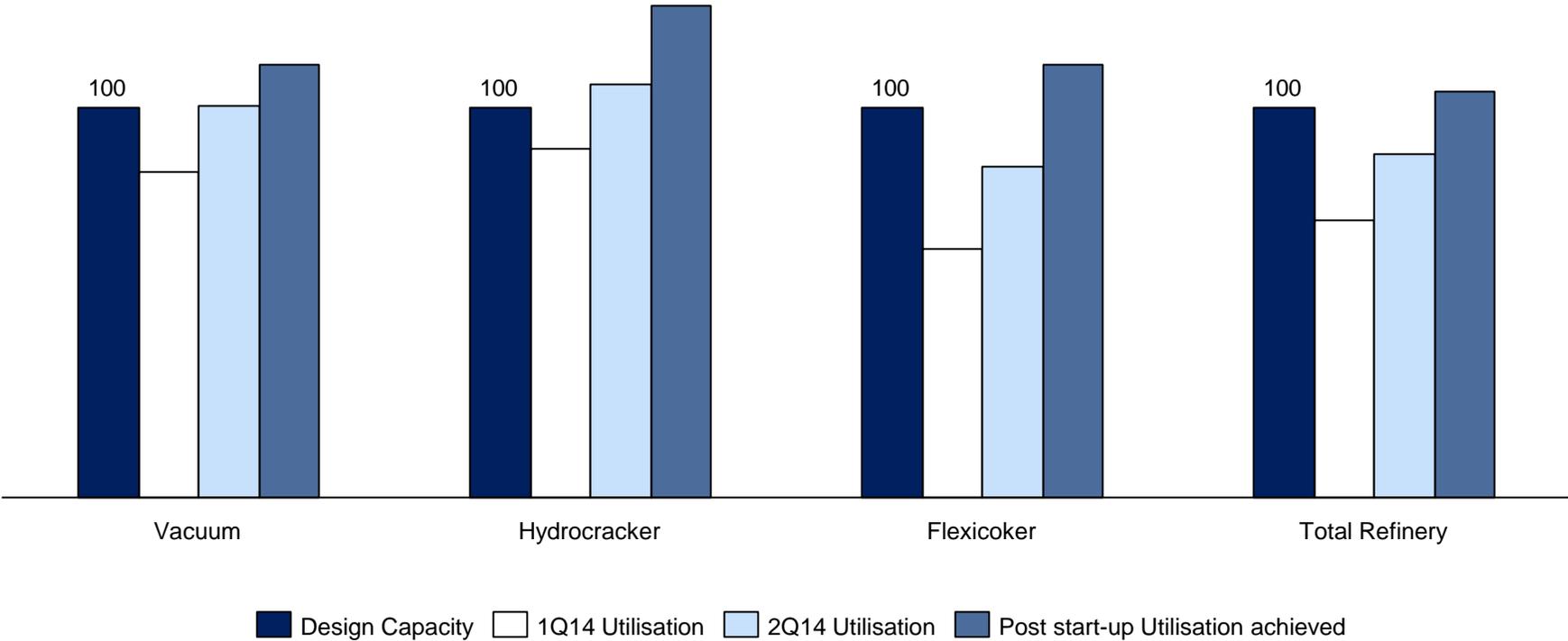
(*) Calculated as Reported less the Inventory effects and other non-operating items

(**) System benchmark weighted on actual refineries production

DOMESTIC REFINING, SUPPLY & TRADING – ELEFSINA PERFORMANCE

All conversion units running significantly above design capacity with peak rates recorded in June

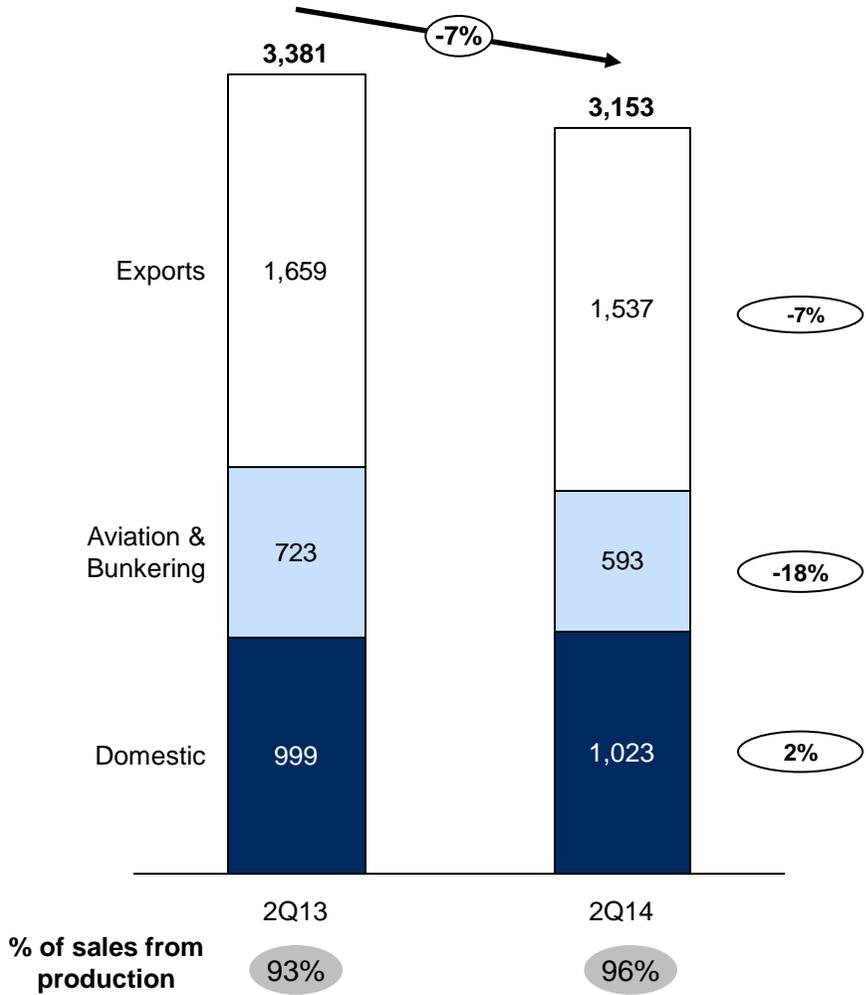
Elefsina conversion units and total refinery 2Q14 utilisation vs design rates – (%)



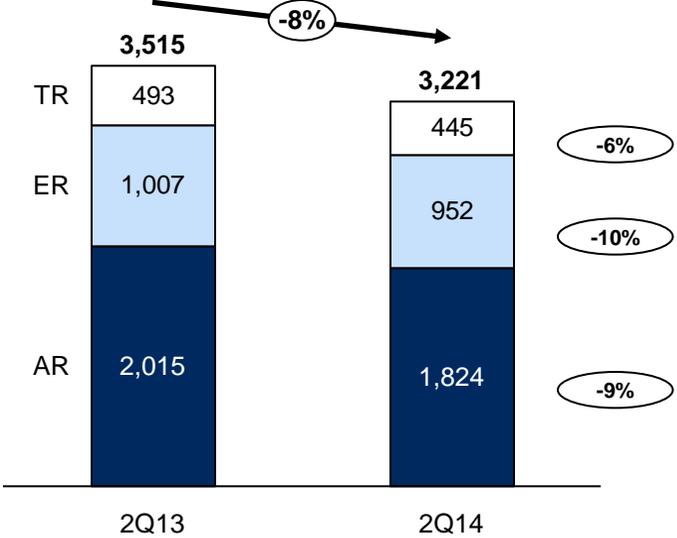
DOMESTIC REFINING, SUPPLY & TRADING – SALES & OPERATIONS

Increased domestic market volumes; weaker marine sales and lower exports driven by lower refinery utilisation. White products yield at 87%

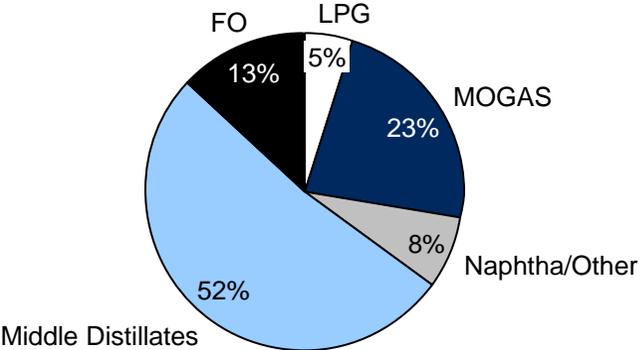
2Q Sales* by market (MT'000)



2Q Production by refinery – gross* (MT'000)



2Q14 Refineries yield



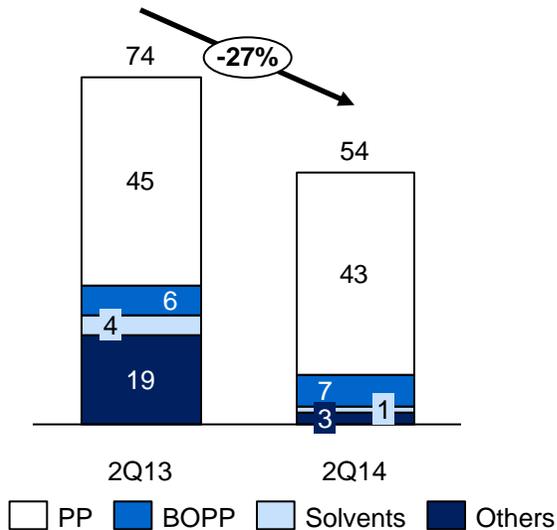
(* Ex-refinery sales to end customers or trading companies, excludes crude oil and sales to competitors)

PETROCHEMICALS

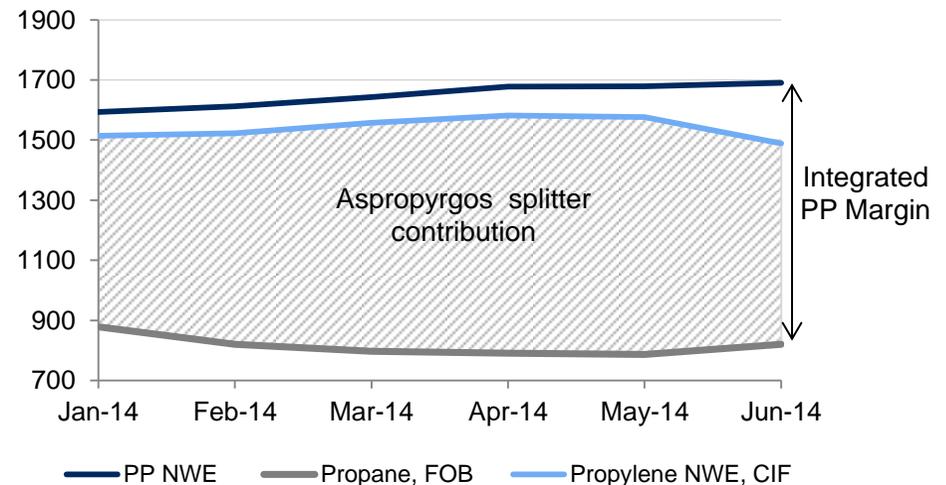
EBITDA at €19m mainly on improved PP benchmark margins, value chain benefit and cost control; volume drop reflects closure of loss-making caustic soda production unit

FY	IFRS FINANCIAL STATEMENTS	2Q			1H		
		2013	2014	Δ%	2013	2014	Δ%
2013	€ MILLION						
	KEY FINANCIALS*						
295	Volume (MT '000)	74	54	-27%	143	114	-20%
327	Net Sales	80	77	-3%	160	157	-1%
57	Adjusted EBITDA**	15	19	26%	29	36	23%

Volumes 2Q (MT '000)



PP value chain regional pricing (\$/T)



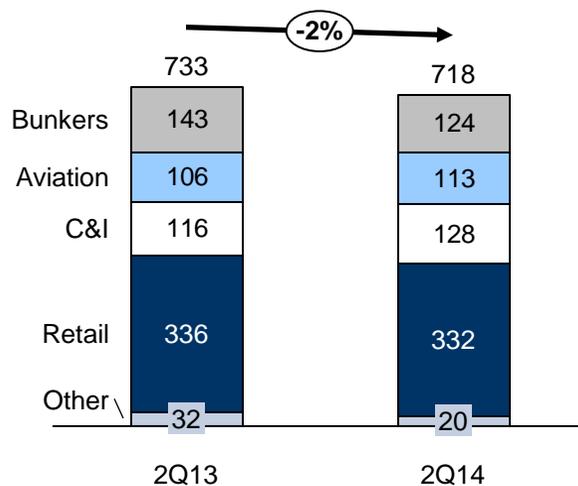
(*) FCC Propane-propylene spread reported under petchems (**) Calculated as Reported less non-operating items

DOMESTIC MARKETING

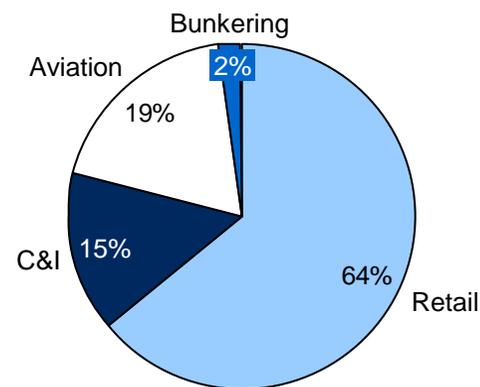
Results improvement driven by retail networks performance and cost reduction; aviation also reported increased sales and contribution vs LY

FY	IFRS FINANCIAL STATEMENTS	2Q			1H		
		2013	2014	Δ%	2013	2014	Δ%
2013	€ MILLION						
	KEY FINANCIALS - GREECE						
2,971	Volume (MT '000)	733	718	-2%	1,372	1,303	-5%
2,311	Net Sales	555	556	0%	1,075	1,000	-7%
25	Adjusted EBITDA*	7	10	41%	4	11	170%
	KEY INDICATORS						
1,816	Petrol Stations				1,864	1,774	-5%

Volumes – market breakdown (MT'000)



2Q14 Gross margin contribution per channel of trade (%)



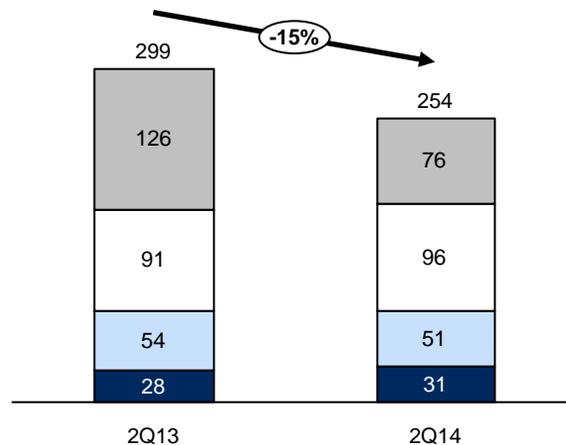
(*) Calculated as Reported less non-operating items

INTERNATIONAL MARKETING

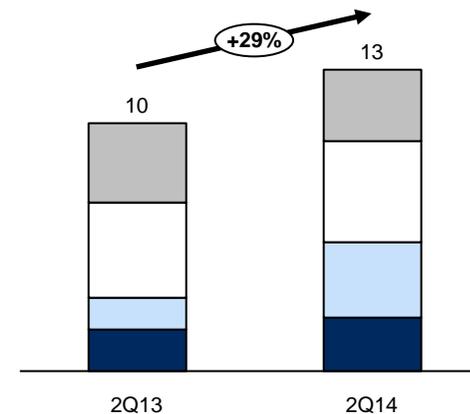
All markets increased profitability on the back of cost control and commercial improvement; reduced low-margin wholesale volumes (pass-through) affected EKO Bulgaria sales

FY	IFRS FINANCIAL STATEMENTS	2Q			1H		
		2013	2014	Δ%	2013	2014	Δ%
2013	€ MILLION						
KEY FINANCIALS - INTERNATIONAL							
1,072	Volume (MT '000)	299	254	-15%	522	476	-9%
1,034	Net Sales	276	244	-12%	498	458	-8%
44	Adjusted EBITDA*	10	13	29%	17	22	30%
KEY INDICATORS							
256	Petrol Stations				255	256	0%

Volumes per country (MT '000)



Adj. EBITDA per country (€m)



■ BULGARIA ■ CYPRUS ■ MONTENEGRO ■ SERBIA

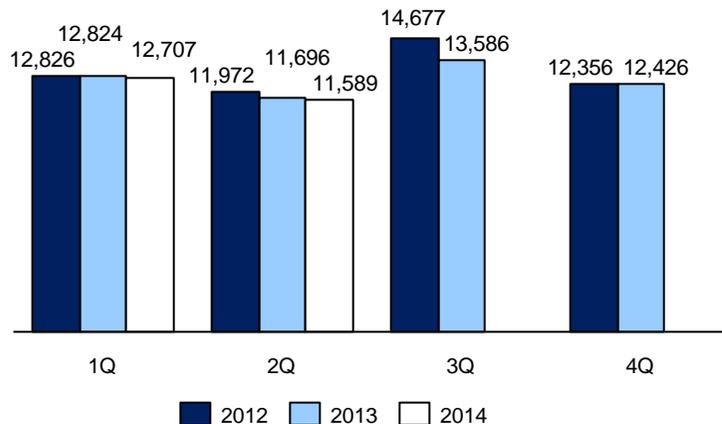
(*) Calculated as Reported less non-operating items

POWER GENERATION: 50% stake in Elpedison

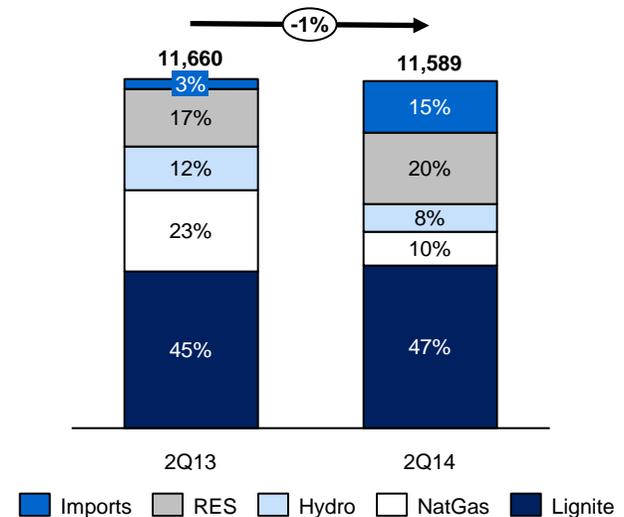
Improved contribution in 2Q14 with EBITDA at €13m; significant increase in energy imports due to regulatory framework and arbitrage opportunities

FY	FINANCIAL STATEMENTS	2Q			1H		
		2013	2014	Δ%	2013	2014	Δ%
2013	€ MILLION						
	KEY FINANCIALS						
2,676	Net production (MWh '000)	568	181	-68%	1,307	473	-64%
354	Sales	79	45	-43%	173	102	-41%
57	EBITDA	11	13	21%	24	27	13%
29	EBIT	4	6	62%	10	14	31%

Power consumption (GWh)



System energy mix



GAS: 35% stake in DEPA

Weak gas demand from IPPs results to lower profitability; Contribution to Group Net Income at €5m

FY	FINANCIAL STATEMENTS	2Q			1H		
		2013	2014	Δ%	2013	2014	Δ%
2013	€ MILLION						
	KEY FINANCIALS						
3,818	Sales Volume (million NM ³)	795	630	-21%	1,814	1,580	-13%
209	EBITDA	41	27	-35%	112	83	-25%
170	Profit after tax	24	14	-40%	113	52	-53%
60	Included in ELPE Group results (35% Stake)*	9	5	-40%	39	18	-53%

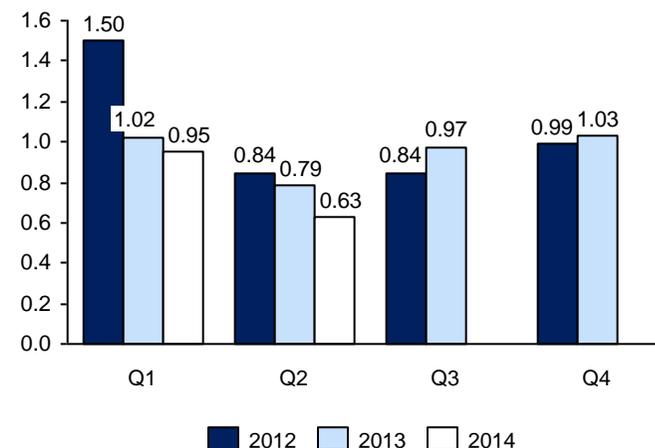
*Interim results based on unaudited management accounts

- DEPA Group consolidated on an equity basis
- Lower IPP volumes affected sales and profitability

DESFA Privatisation process

- RAE draft certification of DESFA as independent operator issued 29 May; first key step towards regulatory approval
- Transaction closing expected in 2014

Volumes (bcm*)



CONTENTS

- Executive Summary
- Industry Environment
- Group Results Overview
- Business Units Performance



- **Financial Results**

- Q&A

2Q 2014 FINANCIAL RESULTS

GROUP PROFIT & LOSS ACCOUNT

FY 2013	IFRS FINANCIAL STATEMENTS € MILLION	2Q			1H		
		2013	2014	Δ %	2013	2014	Δ %
9,674	Sales	2,556	2,386	(7%)	4,797	4,463	(7%)
(9,369)	Cost of sales	(2,527)	(2,274)	10%	(4,736)	(4,272)	10%
305	Gross profit	29	112	-	61	191	-
(448)	Selling, distribution and administrative expenses	(105)	(105)	0%	(213)	(208)	2%
(3)	Exploration expenses	(1)	(1)	22%	(2)	(1)	29%
(50)	Other operating (expenses) / income - net*	(7)	(2)	68%	(3)	0	-
(195)	Operating profit (loss)	(84)	4	-	(157)	(18)	88%
(209)	Finance costs - net	(55)	(53)	2%	(102)	(106)	(4%)
9	Currency exchange gains /(losses)	10	(2)	-	9	(1)	-
57	Share of operating profit of associates**	7	10	32%	39	24	(39%)
(338)	Profit before income tax	(122)	(42)	66%	(211)	(102)	52%
66	Income tax expense / (credit)	27	(9)	-	33	10	(69%)
(272)	Profit for the period	(95)	(50)	47%	(178)	(92)	49%
3	Minority Interest	(0)	0	-	5	3	(38%)
(269)	Net Income (Loss)	(95)	(50)	47%	(173)	(89)	49%
(0.88)	Basic and diluted EPS (in €)	(0.31)	(0.16)	47%	(0.57)	(0.29)	49%
29	Reported EBITDA	(23)	53	-	(35)	78	-

(*) Includes derecognition of Elefsina project hedges (non-recurring)

(**) Includes 35% share of operating profit of DEPA Group

2Q 2014 FINANCIAL RESULTS REPORTED VS ADJUSTED EBITDA

FY 2013	(<i>€ million</i>)	2Q		1H	
		2013	2014	2013	2014
29	Reported EBITDA	-23	53	-35	78
149	Inventory effect & one-offs	44	-4	95	22
178	Adjusted EBITDA	21	49	59	100

2Q 2014 FINANCIAL RESULTS

GROUP BALANCE SHEET

IFRS FINANCIAL STATEMENTS	FY	1H
€ MILLION	2013	2014
Non-current assets		
Tangible and Intangible assets	3,607	3,570
Investments in affiliated companies*	692	673
Other non-current assets	172	173
	4,470	4,415
Current assets		
Inventories	1,005	912
Trade and other receivables	743	860
Cash and cash equivalents	960	1,271
	2,707	3,042
Total assets	7,177	7,457
Shareholders equity	2,099	2,012
Minority interest	116	112
Total equity	2,214	2,125
Non-current liabilities		
Borrowings	1,312	1,531
Other non-current liabilities	164	153
	1,475	1,684
Current liabilities		
Trade and other payables	2,125	2,258
Borrowings	1,338	1,366
Other current liabilities	24	25
	3,488	3,648
Total liabilities	4,963	5,333
Total equity and liabilities	7,177	7,457

(*) 35% share of DEPA Group book value (consolidated as an associate)

2Q 2014 FINANCIAL RESULTS

GROUP CASH FLOW

FY 2013	IFRS FINANCIAL STATEMENTS € MILLION	1H 2013	1H 2014
	Cash flows from operating activities		
502	Cash generated from operations	187	212
(9)	Income and other taxes paid	(4)	(8)
493	Net cash (used in) / generated from operating activities	183	204
	Cash flows from investing activities		
(105)	Purchase of property, plant and equipment & intangible assets	(37)	(61)
(7)	Acquisition of subsidiary	-	-
4	Sale of property, plant and equipment & intangible assets	3	-
8	Interest received	4	4
(3)	Investments in associates	(3)	-
13	Dividends received	-	38
(90)	Net cash used in investing activities	(34)	(19)
	Cash flows from financing activities		
(184)	Interest paid	(93)	(114)
(46)	Dividends paid	(2)	-
1,276	Proceeds from borrowings	1,276	376
(1,384)	Repayment of borrowings	(1,335)	(137)
(338)	Net cash generated from / (used in) financing activities	(153)	125
65	Net increase/(decrease) in cash & cash equivalents	(4)	311
901	Cash & cash equivalents at the beginning of the period	901	960
(6)	Exchange gains/(losses) on cash & cash equivalents	(2)	1
65	Net increase/(decrease) in cash & cash equivalents	(4)	311
960	Cash & cash equivalents at end of the period	895	1,271

2Q 2014 FINANCIAL RESULTS

SEGMENTAL ANALYSIS

FY 2013	€ million, IFRS	2Q			1H		
		2013	2014	Δ%	2013	2014	Δ%
	Reported EBITDA						
-80	Refining, Supply & Trading	-53	14	-	-88	13	-
63	Marketing	17	22	28%	26	32	22%
53	Petrochemicals	13	19	46%	27	36	32%
36	Core Business	-23	54	-	-34	81	-
-8	Other (incl. E&P)	0	-2	-	-1	-3	-
29	Total	-23	53	-	-35	78	-
102	Associates (Power & Gas) share attributable to Group	20	23	19%	51	53	3%
	Adjusted EBITDA (*)						
57	Refining, Supply & Trading	-11	9	-	10	34	-
68	Marketing	17	23	32%	21	33	57%
57	Petrochemicals	15	19	26%	29	36	23%
183	Core Business	21	51	-	60	103	70%
-5	Other (incl. E&P)	0	-2	-	-1	-3	-
178	Total	21	49	-	59	100	69%
102	Associates (Power & Gas) share attributable to Group	20	26	31%	51	53	3%
	Adjusted EBIT (*)						
-97	Refining, Supply & Trading	-53	-22	58%	-75	-29	61%
13	Marketing	3	10	-	-6	8	-
45	Petrochemicals	11	15	43%	21	29	40%
-39	Core Business	-39	3	-	-60	8	-
-7	Other (incl. E&P)	0	-2	-	-1	-4	-
-46	Total	-39	1	-	-61	4	-
57	Associates (Power & Gas) share attributable to Group	7	10	32%	39	24	-39%

(*) Calculated as Reported less the Inventory effects and other non-operating items

2Q 2014 FINANCIAL RESULTS

SEGMENTAL ANALYSIS – II

FY 2013	€ million, IFRS	2Q			1H		
		2013	2014	Δ%	2013	2014	Δ%
	Volumes (M/T'000)						
12,696	Refining, Supply & Trading	3,513	3,186	-9%	6,385	5,977	-6%
4,043	Marketing	1,032	972	-6%	1,894	1,779	-6%
295	Petrochemicals	74	54	-27%	143	114	-20%
17,035	Total - Core Business	4,619	4,212	-9%	8,422	7,869	-7%
	Sales						
9,078	Refining, Supply & Trading	2,433	2,221	-9%	4,529	4,151	-8%
3,345	Marketing	830	800	-4%	1,572	1,458	-7%
327	Petrochemicals	80	77	-3%	160	157	-1%
12,750	Core Business	3,343	3,098	-7%	6,261	5,765	-8%
-3,076	Intersegment & other	-787	-713	20%	-1,464	-1,304	11%
9,674	Total	2,556	2,385	-7%	4,797	4,462	-7%
	Capital Employed						
2,248	Refining, Supply & Trading				2,392	2,108	-12%
775	Marketing				832	732	-12%
129	Petrochemicals				140	166	19%
3,152	Core Business				3,363	3,005	-11%
692	Associates (Power & Gas)				672	673	0%
62	Other (incl. E&P)				66	73	10%
3,905	Total				4,101	3,751	-9%

CONTENTS

- Executive Summary
- Industry Environment
- Group Results Overview
- Business Units Performance
- Financial Results



- **Q&A**

DISCLAIMER

Forward looking statements

Hellenic Petroleum do not in general publish forecasts regarding their future financial results. The financial forecasts contained in this document are based on a series of assumptions, which are subject to the occurrence of events that can neither be reasonably foreseen by Hellenic Petroleum, nor are within Hellenic Petroleum's control. The said forecasts represent management's estimates, and should be treated as mere estimates. There is no certainty that the actual financial results of Hellenic Petroleum will be in line with the forecasted ones.

In particular, the actual results may differ (even materially) from the forecasted ones due to, among other reasons, changes in the financial conditions within Greece, fluctuations in the prices of crude oil and oil products in general, as well as fluctuations in foreign currencies rates, international petrochemicals prices, changes in supply and demand and changes of weather conditions. Consequently, it should be stressed that Hellenic Petroleum do not, and could not reasonably be expected to, provide any representation or guarantee, with respect to the creditworthiness of the forecasts.

This presentation also contains certain financial information and key performance indicators which are primarily focused at providing a “business” perspective and as a consequence may not be presented in accordance with International Financial Reporting Standards (IFRS).