

The following data and information aim at an overall presentation of the financial position and results of OTE INTERNATIONAL SOLUTIONS S.A. Readers who wish to form a complete picture of its financial position and results, must obtain access to the annual financial statements prepared in line with the International Financial Reporting Standards as well as the audit report prepared by the certified auditor-accountant. The above information can be found on our website.

COMPANY DETAILS

Full Name: OTE INTERNATIONAL SOLUTIONS S.A.
 Main Activity: Provision of international voice, capacity and added value telecommunications services
 Company's registered office: 6-8 ZINONOS ELEATOU & AGISILAOU STR, MAROUSSI
 Tax Identification Number: 099760493
 G.E.M.I. (General Electronic Commercial Registry) No: 003886301000
 Current period end date: 31 December 2018
 Date of approval of annual financial statements (source of summary information): 11 February 2019
 Type of financial statements: Annual
 Term of fiscal period: 12 months
 Certified auditor: Fotios Smyrnis (SOEL Reg. No. 52861)
 Auditing company: PRICEWATERHOUSECOOPERS S.A. (SOEL Reg. No. 113)
 Type of audit report: Unqualified opinion
 Company website: www.oteglobe.gr
 Company incorporation date: 11/08/2000
 Company duration: 20 years

BoD Composition:
 Chairman
 Vice-chairman
 Chief Executive Officer
 Member
 Member
 Member
 Member

IOANNIS KONSTANTINIDIS
 MICHAEL TSAMAZ
 KONSTANTINOS ANDREOU
 DIONYSIS MYGDALIS
 GEORGIOS NIKOLOUDIS
 LEONIDAS NIKIDIS
 CHRISTINA KELAIDI

(Non-Executive Member of the Board)
 (Non-Executive Member of the Board)
 (Executive member of the Board)
 (Non-Executive Member of the Board)
 (Executive Member of the Board)
 (Non-Executive Member of the Board)
 (Non-Executive Member of the Board)

FINANCIAL POSITION STATEMENT (Amounts in €)		
	31 Dec 2018	31 Dec 2017
ASSETS		
Fixed assets	81.234.283	86.237.572
Other assets	45.904.864	50.486.089
Trade and other receivables	81.368.445	144.998.770
Cash and cash equivalents	23.702.766	20.700.863
TOTAL ASSETS	232.210.358	302.423.294
LIABILITIES		
Long-term liabilities	29.871.137	12.653.246
Trade payables	48.157.838	51.845.399
Other short-term liabilities	19.942.724	47.082.780
Total liabilities (a)	97.971.699	111.581.425
Share capital (b)	102.354.798	163.879.541
Reserves (c)	3.469.941	3.190.233
Balance Retained earnings	28.413.920	23.772.095
Total equity (e) = (b) + (c) + (d)	134.238.659	190.841.869
TOTAL LIABILITIES (f) = (a) + (e)	232.210.358	302.423.294

STATEMENT OF CHANGES IN EQUITY (Amounts in €)		
	31 Dec 2018	31 Dec 2017
Equity at start of financial year	190.841.869	206.265.158
Dividends	-	(20.999.998)
Total comprehensive income for the year	4.883.414	5.576.710
Share capital reduction	(61.524.742)	-
Stock option plan	38.119	-
Equity at end of financial year	134.238.659	190.841.869

STATEMENT OF COMPREHENSIVE INCOME (Amounts in €)		
	1 Jan - 31 Dec 2018	1 Jan - 31 Dec 2017
Turnover	346.961.011	333.475.093
Charges by international telecommunication providers	(315.381.155)	(300.815.356)
Gross profit	31.579.856	32.659.737
Adjusted earnings before financial and investing activities and depreciation	18.506.705	18.479.827
Earnings before financial and investing activities and depreciation	17.532.218	18.479.827
Earnings before taxes, financing and investing results	7.022.034	8.284.475
Earnings before tax	7.947.602	8.707.034
Income tax	(3.115.827)	(3.192.760)
Earnings after tax (A)	4.831.775	5.514.274
Other comprehensive income (B)	51.639	62.435
Total comprehensive income for the year (A) + (B)	4.883.414	5.576.710

CASH FLOW STATEMENT (Amounts in €)		
	1 Jan - 31 Dec 2018	1 Jan - 31 Dec 2017
Operating activities		
Earnings before tax	7.947.602	8.707.034
Plus / (minus) adjustments for:		
Depreciation & amortization	10.510.184	10.195.352
Foreign exchange differences	(424.839)	837.802
Financial income	(719.452)	(1.363.571)
Financial expenses	218.723	103.210
Provisions for bad debt	411.116	209.563
Costs related to voluntary redundancy schemes	-	498.859
Provision for stock option plan	38.119	-
Provision for staff compensation and benefits paid	79.828	(116.955)
Decrease in receivables	9.152.384	27.649.199
Increase / (Decrease) in liabilities	13.315.731	(27.782.997)
Less:		
Payments for voluntary redundancy plans	-	(542.953)
Income tax paid	(4.255.110)	(1.504.458)
Interest paid	(194.959)	(57.598)
Total inflows from operating activities (a)	36.079.328	16.832.488
Investing activities		
Purchase of tangible and intangible assets	(12.717.566)	(11.903.085)
Sales / disposals of tangible assets	-	277
Acquisition of loans and receivables	(71.000.000)	(80.000.000)
Maturity of loans and receivables	70.000.000	-
Repurchase of loans and receivables	61.000.000	6.000.000
Interest received	1.846.111	303.644
Total inflow/(outflow) from investing activities (b)	49.128.545	(85.599.165)
Financing activities		
Payments from share capital reduction	(61.524.742)	-
Dividends paid	(20.999.998)	-
Total (outflows) from financing activities (c)	(82.524.741)	-
Net increase / (decrease) in cash and cash equivalents of the period (a) + (b) + (c)	2.683.133	(68.766.676)
Cash and cash equivalents at beginning of the period	20.457.411	89.224.087
Cash and cash equivalents at the end of the period	23.140.544	20.457.411

Additional data and information:

- The Company's financial statements are included in the consolidated statement of financial position of OTE SA, which is registered in Greece. The latter holds 100% of the Company's share capital and is consolidated using the full consolidation method.
- There are no disputes under litigation or arbitration with any judicial or administrative bodies which may have a significant effect on the financial position of the Company.
- There are no liens on the Company's fixed assets.
- The average employee headcount in 2018 was 139, whereas in 2017 it was 145.
- Total cumulative amounts of sales and purchases from the beginning of the fiscal year and the balances of receivables and payables of the Company at the end of the current period, resulting from transactions with related parties according to IAS 24, are as follows:

i) Receivables from related parties	€ 36,328,763
ii) Payables to related parties	€ 9,145,804
iii) Sales of goods and services	€ 60,092,639
iv) Purchase of goods, services and fixed assets	€ 28,466,564
v) Financial income from related parties	€ 571,526
vi) Financial expenses from related parties	€ 133,000
- The Company has received a tax certificate without qualification for years 2012-2017 from its statutory auditors. The tax audit by the company's statutory auditors for 2018 is already under way.
- No significant events have taken place after 31 December 2018, that should be reported or which differentiate the items of the statements.
- An extraordinary cost due to termination of agreement with related party is not included in the adjusted earnings before financial and investing activities and depreciation.

Maroussi, 11 February 2019

CHAIRMAN OF THE BoD	CEO	CFO	CHIEF ACCOUNTANT
IOANNIS KONSTANTINIDIS ID No AM 045614	KONSTANTINOS ANDREOU ID No. X069599	GEORGIOS KIAPOKAS ID No. AH 453220	ANDREAS GALIATSATOS ID No. AE 049899 1ST CLASS LIC. NO. 0015278