Companies Registration Number 2443/06/B/86/23



# HALF YEARLY FINANCIAL REPORT 30 JUNE

2013

THIS HALF YEARLY REPORT HAS BEEN PREPARED IN ACCORDANCE WITH THE PROVISIONS OF ARTICLE 5, LAW 3556/2007 AND THE CAPITAL MARKET COMMISSION'S DECISION AS REFERRED TO BY THE RELEVANT LAW



Maroussi, August 2013

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## Statements of the Chairman, Managing Director and Member of the Board of Directors on the true and fair representation of the data contained within this report

Pursuant to the provisions of article 5, par. 2c, Law No. 3556/2007, we state that to the best of our knowledge:

The half-yearly interim condensed financial information which has been prepared in accordance with applicable accounting standards (International Financial Reporting Standards), accurately reflects the assets and liabilities, equity and financial results of Hellenic Petroleum S.A. and of the subsidiaries that are included in the interim consolidated financial information of the Hellenic Petroleum Group.

The Board of Directors' half-yearly report accurately represents the information required under paragraph 6, article 5, Law No. 3556/2007.

The Chairman of the Board The Chief Executive Officer of Directors

The Executive Member of the Board of Directors

**Christos Komninos** 

John Costopoulos

Theodore Vardas



# 2. Board of Directors' Half-Yearly Report



# BOARD OF DIRECTORS' HALF-YEARLY REPORT FOR THE SIX MONTH PERIOD ENDED 30<sup>TH</sup> OF JUNE

#### 2013

(Article 5, Law No. 3556/2007)

- 2.1. Information required as per par. 6, Article 5 of Law No. 3556/2007
- 2.1.1. Significant Events during the 1<sup>st</sup> half of 2013 and their impact on the Financial Statements
- a) The Business Environment

#### Financial Environment<sup>1</sup>

In the 1st half of 2013, the global economy moved along at a subdued pace. Prospects for the global economic outlook for 2013 are considered moderately positive mainly due to the gradual recovery in developed markets despite the uncertainty prompted by the currency crisis in emerging economies. The current forecast for global GDP growth for 2013 is estimated at 3.1%, the same level as in 2012. Corresponding growth rates for the U.S. and Japan are 1.7% and 2% respectively.

The Eurozone economy will remain in slightly negative territory in 2013, reflecting the ongoing recession in Southern European countries and weak performance in other Eurozone countries. A gradual recovery in economic activity from the 2<sup>nd</sup> half of this year is expected with GDP growth in 2014 as domestic demand and exports strengthen. GDP is estimated to fall by 0.6%, as in 2012.

Regarding Greece, during the 1<sup>st</sup> half of the year, signs both in the country and abroad, point to the fact that the economy will stabilise and that it is likely to recover in 2014. At present however, productive activity continues to remain at depressed levels as unemployment soars. In 2013, GDP contraction is expected to stand at -4.2% compared to -6.4% in 2012, as the ongoing fiscal adjustment, declining incomes, lack of liquidity and the recession in Cyprus adversely affect economic activity. According to the latest forecast, GDP will return to growth in 2014 (+0.6%).

#### **Energy Demand and Consumption**

In 2013, the consumption of petroleum products in Greece further declined by 15% compared to 2011, a trend that seems to have continued in the first 5 months of 2013, where the decline has reached roughly 30%, mainly because of the significant heating gasoil consumption decline of over 70% due to the large increase in excise duties from 60 to 330 €/m while gasoline demand decreased by 10% compared with 2012. Demand for diesel proved to be the exception to the downward trend, an increase of 11% compared to last year, due to the equation of excise duty for heating gasoil and diesel (down from 412 to 330 €/m3) and relative

<sup>&</sup>lt;sup>1</sup> IMF, World Economic Outlook, July 2013 Bank Of Greece, Monetary Policy 2012-2013, May 2013



smuggling issues. Also LPG consumption grew by about 5% compared to the first five months of 2012, mainly due to LPG fuel demand.

Regarding natural gas use, in the 1<sup>st</sup> half of 2013, consumption amounted to 20.3 million MWh, a decrease of 22% compared with the 1<sup>st</sup> half of 2012 (26.1 million MWh) due to mild weather conditions and the continuing recession.

Energy demand in Southeastern European countries showed a decrease as these local economies have been affected by the deepening of the recession in the Eurozone area. Turkey has however, proved to be the exception. Despite the slowdown, Turkey maintains the highest growth rate in the region, mainly as a result of its net exports to markets outside the EU, but also as a result of its relaxed monetary policy. Alongside the decrease in aggregate demand, competition has significantly increased in all the countries where the Group has a presence, resulting in the simultaneous pressure on margins. In 2013, growth rates in the countries of the region are expected to improve slightly, along with energy demand due to the relaxed monetary policy and the fact that the Eurozone economy is expected to gradually recover. On the other hand however, financial constraints, structural weaknesses and competitiveness problems as well as the continued rise in non-performing loans in several countries, are expected to have a negative effect. These conditions require that the Group adjust its strategy abroad in order to maintain market share and profitability in the markets where it has a leading position.

#### **Developments in the Oil Market** <sup>2</sup>

In 2013, **global demand for oil** is expected to reach 90.7 mbpd versus 89.8 million bpd in 2012, an increase of 0.9%. China is expected to record a 4.0% increase in oil consumption reaching 10.0 mbpd. Demand in countries in the Middle East will increase by 2.1%, reaching 7.8 mbpd. European OECD countries are expected to reduce their demand by 1.9% reaching 13.5 mbpd, whilst demand in North America is projected to remain at the same levels as those of 2102, namely 23.8 mbpd.

In 2013, **global oil production** is expected to reach 92.0 mbpd versus 90.9 mbpd in 2012, a 1.2% increase. OPEC is expected to increase production by 0.2% to reach 37.6 mbpd, non-OECD countries are expected to reduce production by 0.4% to reach 29.6 mbpd, while OECD countries are expected to increase production by 3.6% to reach 20.6 mbpd.

#### b) Business Activities

Hellenic Petroleum Group's main segments of business activity include:

- α) Refining, Supply and Trading (Domestic and International)
- b) Marketing (Domestic and International)
- c) Petrochemicals
- d) Gas & Power
- e) Exploration and Production of Hydrocarbons

The Group's activities during the 1<sup>st</sup> half of 2013 and the outlook for the 2<sup>nd</sup> half of 2013 are analyzed below:

<sup>&</sup>lt;sup>2</sup> Data: IEA, Oil Market Report, June 2013.



#### Refining, Supply and Trading

The refining and trading of petroleum products constitute the core activity of the Hellenic Petroleum Group. The Group operates in the refining sector through Hellenic Petroleum S.A., the parent company, as well as its subsidiary company OKTA in FYROM.

In Greece, the company operates three refineries: a FCC Cracking refinery in Aspropyrgos, Attica, a Hydrocracking refinery in Elefsina and a Hydroskimming refinery in Thessaloniki. At the upgraded Elefsina refinery, the new process units, including the upgraded crude distillation unit (CDU), conversion units (vacuum distillation unit - VDU, hydrocracking unit - Hydrocracker and thermal cracker - flexicoker) as well as utility units became operational at the end of last year. In line with normal practices for these types of refining facilities, an initial period of close monitoring, adjustment and optimization is required for a period of six to twelve months after the commencement of commercial activity to ensure that the units operate according to their design standards.

During the 1<sup>st</sup> half of 2013, the Group's refining activities were as follows:

|              |                                    | 1 <sup>st</sup> Half of 2013                |                            |
|--------------|------------------------------------|---|----------------------------|
| Refinery     | Annual Nominal<br>Capacity bbl/day | Refined Crude &<br>Oil Products<br>(MT'000) | Final Products<br>(MT'000) |
| Aspropyrgos  | 147,500                            | 4,178                                       | 3,916                      |
| Thessaloniki | 90,000                             | 702   | 730                        |
| Elefsina     | 100,000                            | 2,080                                       | 1,792                      |
| Total        |                                    | 6,960                                       | 6,438                      |

Total sales of petroleum products and oil cargoes for resale amounted to 6.4 million MT and were at the same levels with the corresponding 1<sup>st</sup> half of 2012:

|                              | 1 <sup>st</sup> Half of 2013<br>(Thousands of<br>MT) | 1 <sup>st</sup> Half of 2012<br>(Thousands of<br>MT) |
|------------------------------|--|--|
| Domestic Market <sup>3</sup> | 2,066  | 2,990  |
| International Sales          | 1,138  | 1,258  |
| Exports <sup>4</sup>         | 2,686  | 1,399  |
| OKTA Sales                   | 282  | 378  |
| Total                        | 6,172  | 6,025  |

Refining, supply and trading results are affected by external factors such as:

- Crude oil and oil product priced during the relevant period
- Refining margins
- EUR/USD exchange rates as refinery margins are quoted in USD.

During the 1<sup>st</sup> half of 2013, the factors outlined above were as follows:

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<sup>&</sup>lt;sup>3</sup> Excluding sales to OTSM

<sup>&</sup>lt;sup>4</sup> Excluding sales of crude oil and petroleum products to OKTA



#### Crude Oil Prices

The average Brent Crude Oil price (Platt's Dated) in the 1<sup>st</sup> half of 2013 was \$107.5/Bbl vs. \$113.6/Bbl in the same period in 2012, 5% lower.

#### Refining Margins

According to Reuters, the benchmark refining margin for a complex refinery in the Mediterranean in the 1<sup>st</sup> half of 2013 was \$2.6/Bbl, a significant decline compared to the same period in 2012 (\$4.3/Bbl). Margins for Hydroskimming refineries moved in the same direction where average Hydroskimming margins during the 1<sup>st</sup> half of 2013 were \$0.7/bbl vs. \$3.1/bbl in 2012.

#### Currency Exchange Rates

During the 1<sup>st</sup> half of 2013, the average exchange rate between the Euro and the Dollar (US) was in the US\$1.31 region, compared to US\$1.30 in the 1<sup>st</sup> half of 2012.

#### Investments

Investments in the refining sector during the 1<sup>st</sup> half of 2013 amounted to €31.1 million, broken down as follows:

|                               | 1 <sup>st</sup> Half of 2013<br>Euro '000 | 1 <sup>st</sup> Half of 2012<br>Euro '000 |
|-------------------------------|---|---|
| Aspropyrgos                   | 5,852                                     | 10,249                                    |
| Thessaloniki                  | 2,630                                     | 5,859                                     |
| Elefsina                      | 10,384                                    | 24,560                                    |
| Elefsina refinery upgrade     | 11,864                                    | 165,989                                   |
| Thessaloniki refinery upgrade | 319                                       | 1,472                                     |
| OKTA                          | 54  | 1,000                                     |
| Total                         | 31,103                                    | 209,129                                   |

Group investments, after the completion of the investment program, are now limited to equipment maintenance.



#### **Domestic and International Marketing**

The Group operates in the marketing & retail of petroleum products through its subsidiary companies EKO and Hellenic Fuels (ex BP) in Greece, and through its subsidiary companies in the Balkans and Cyprus.

During the 1<sup>st</sup> half of 2013, Marketing sales were as follows:

|   | 1 <sup>st</sup> Half of 2013<br>(MT'000) | 1 <sup>st</sup> Half of 2012<br>(MT'000) |
|---|--|--|
|   |  |  |
| Domestic Market                                     | 995                                      | 1,351                                    |
| International Sales                                 | 377                                      | 416                                      |
| Total Retail Sales and Marketing, Greece (EKO & HF) | 1,372                                    | 1,767                                    |
|   |  |  |
| Total International Retail Sales                    | 522                                      | 496                                      |
| Total   | 1,894                                    | 2,263                                    |

In Greece, EKO and Hellenic Fuel's (HF) total sales of petroleum products in the 1<sup>st</sup> half of 2013 amounted to 1,372 thousand tones, a 22.4% decrease compared to the same period the year before despite the fact that sales in diesel fuel and LPG grew by 6.3% and 4.5% respectively.

The decrease in total sales is primarily due to a sharp decline in heating gasoil household consumption mainly due to the high excise duties as well as the continued decline of demand for gasoline at petrol stations and the further contraction in domestic industrial activity which prevailed during the 1<sup>st</sup> half of 2013 due to the economic downturn.

Specifically, in the Domestic Market, in the 1<sup>st</sup> half of 2013, sales of EKO and Hellenic Fuels' (HF) Heating Oil decreased by 72.4% in total. The decline in other products was less, with gasoline dropping by 9.6%, fuel oil by 12.3% and bitumen by 7.3%, while International sales recorded a decrease of 9.3% mainly due to lower coastal marine sales.

Despite adverse economic conditions in the marketing of petroleum products in the domestic market, the Group's marketing companies jointly managed to improve their competitive position in the market, reflecting customer confidence in the high quality fuels and lubricants that both companies offer at competitive prices.

After the sale of the network in Albania, the number of petrol stations in Cyprus, Montenegro, Serbia and Bulgaria now totals 255 (against a total of 261 on 30/6/2012 or 253 excluding Albania). During the 1<sup>st</sup> half of 2013, total sales volumes through petrol stations totalled 348 thousand M3, representing a 6.7% reduction when compared to the 1<sup>st</sup> half of 2012 on a comparative basis (373 thousand M3 excluding Albania), in the most part due to the financial crisis in Cyprus - despite the increase in sales in Bulgaria. Total International sales amounted to 522 thousand tones, an increase of 5%.



#### Investments

During the 1<sup>st</sup> half of 2013, the Group's total investment outlay in its marketing business amounted to €5.8 million compared to €9.0 million in the corresponding period of 2012. The following table shows the investments made in the 1<sup>st</sup> half of 2013 and 2012 per investment category for EKO and Hellenic Fuels as well as per country for other investments:

|  | 1 <sup>st</sup> half of<br>2013<br>Euro '000 | 1 <sup>st</sup> Half of 2012<br>Euro '000 |
|--|--|---|
| Greek Marketing Companies (EKO & Hel. Fuels)           |  |   |
| Petrol Stations  | 3,588  | 2,648                                     |
| Fuel Terminals   | 649  | 3,230                                     |
| Other investments                                      | 57   | 940                                       |
| Total Domestic Marketing Fixed Assets Investments      | 4,294  | 6,818                                     |
| International Marketing Companies                      |  |   |
| Bulgaria   | 363  | 747                                       |
| Cyprus   | 49   | 323                                       |
| Serbia   | 405  | 180                                       |
| Montenegro   | 644  | 930                                       |
| Albania  | 0  | 0   |
| Total International Marketing Fixed Assets Investments | 1,461  | 2,180                                     |

#### **Production and Trade of Petrochemicals**

The Hellenic Petroleum Group operates in the Petrochemicals sector through a propylene production unit in the Aspropyrgos refinery, as well as through its Polypropylene, Solvents and Inorganic Chemicals production plants in Thessaloniki.

The Group also owns a BOPP film production unit (through its subsidiary "DIAXON" located in Komotini). It also has an owned vessel with 2,800 M/T capacity for the transportation of propylene from the Aspropyrgos refinery facilities to Northern Greece.

#### Activities during the 1st half of 2013

In the 1<sup>st</sup> half of 2013, total petrochemicals sales volumes were roughly 22% lower than the corresponding period in 2012 mainly due to reduced production at the solvents plant. Production levels of polypropylene were at the same levels as the 1<sup>st</sup> half of 2012.

Petrochemicals sales per product during the two relevant periods were as follows:

| Draduct             | 1 <sup>st</sup> half of 2013 | 1 <sup>st</sup> Half of 2012 |
|---------------------|------------------------------|------------------------------|
| Product             | (MT'000)                     | (MT'000)                     |
| Polypropylene       | 91.8                         | 91.9                         |
| Solvents            | 6.2                          | 42.8                         |
| Inorganic chemicals | 26.5                         | 25.9                         |
| BOPP film           | 11.9                         | 12.2                         |
| Traded goods        | 6.6                          | 9.9                          |
| Total Sales         | 143.0                        | 182.7                        |

The international petrochemicals industry is a cyclical, capital intensive industry with capacity surplus. Petrochemicals' margins which affect the industry's profitability are highly volatile.



During the 1<sup>st</sup> half of 2013, polypropylene margins remained at satisfactory levels for the period. This, in combination with maintaining high levels of propylene production in the Aspropyrgos refinery, covering 90% of the raw material requirements for the polypropylene plant in Thessaloniki, led to improved manufactiring margins for Petrochemicals. Strong export orientation sustained with 55% of sales directed towards selected markets in the Mediterranean.

#### **Exploration and Production of Hydrocarbons**

Through its Exploration and Production Division, HELLENIC PETROLEUM S.A. (HELPE) engages in hydrocarbon exploration and production both in Greece and overseas. Its main areas of upstream activity are:

#### **GREECE**

Through a 25% Joint Venture with Calfrac (75%) in the research areas of the Thracian Sea Concession (1,600 sq.km) in the Northern Aegean where no research projects were performed in the 1<sup>st</sup> half of 2013.

The Company also participates as operator (33.3%) in an international consortium of oil companies with Edison International SpA (33.3%) and Petroceltic Plc (after the acquisition of Melrose Resources Plc) (33.3%) and submitted bids for the Patraikos Gulf sea area as well as the loannina region through the international open door tender process launched by the Greek Ministry of Environment, Energy and Climate Change in 2012. In the 1<sup>st</sup> half of 2013, the consortium participated in negotiations with the Ministry's relevant evaluation committee for the Patraikos Gulf region and was selected as preferred hydrocarbon exploration contractor in the area. The consortium is awaiting the Ministry's pending invitation to finalize the negotiations for the signing of the lease agreement.

#### **EGYPT**

Following an international tender, in December 2010, Hellenic Petroleum S.A. transferred 70% of the exploration and production rights in the W. Obayed area in the Western Desert covering an area of 1,841 sq.km. over to VEGAS, which also took over the management of the joint venture in accordance with the relevant Co-management Agreement. The farm-out agreement was approved by the Egyptian authorities in October 2011. The joint venture created two new exploratory wells, the first being the West Obayed 1x, which was drilled to a final depth of 4680m completed in September 2012 and the second in West Obayed-2x which was drilled to a final depth of 4330 completed in November 2012. In the 1<sup>st</sup> half of 2013, geological and geophysical studies took place and the reprocessing of data for the selection of sites for the next two exploratory wells should take place in the 1<sup>st</sup> half of 2014.

Given the transfer of the operation management to VEGAS, HELPE proceeded with reducing its infrastructure and personnel costs in its Cairo office.

In October 2007, a Concession Agreement was signed for the Mesaha area in the Western Desert region in Upper Egypt for a total area of 57,000 sq.km. The companies participating in the consortium include: Petroceltic with a 40% share (operator of the joint venture), Hellenic Petroleum with a 30% share and Kuwait Energy and Beach Petroleum with a 15% share each. After the execution of geological studies, gravitational measurements and seismic exploration (in two phases) in February 2013, the first exploratory drilling took place at Mesaha-1x to a depth of 2130m, the final results of which will be examined by the consortium before moving on to the next round of research work.



#### **MONTENEGRO**

The Group has been active in Montenegro since 2002 when it acquired a 54.35% stake in the state oil company JUGOPETROL A.D. KOTOR (JPK). JPK owns the hydrocarbon exploration and exploitation rights for three offshore marine areas in Montenegro.

In accordance with the Concession agreement, exploration and exploitation activities in these areas are to be conducted through a consortium of JPK with foreign companies. The shareholding of the consortia is as follows:

Blocks 1 & 2 (1,130 sq.km and 3,710 sq.km respectively): Gasmonte Limited 40%, HELLENIC PETROLEUM INTERNATIONAL AG 11% and JPK 49%.

Block 3 (3,930 sq.km): JPK 100%.

The Government of Montenegro unilaterally decided to terminate the Concession Agreement for JPK's Block 3 in August 2006. Both JPK and Hellenic Petroleum Group have not accepted this decision.

The Government of Montenegro has announced that it intends to proceed with a round of concessions and has asked oil companies to express their interest. HELPE has actively participated in this process, and was accepted by the Government of Montenegro to participate in a future round of concessions. In this context, the company is implementing a contract with the Italian company Edison, with both companies studying the region's technical and commercial data in order to examine the possibility of making an offer through a joint venture.

#### 2.1.2 Major Risks and Uncertainties in the 2<sup>nd</sup> half of 2013

#### Prospects in the Refining, Supply and Trading segment

On a global level, demand for oil is expected to increase to 0.8 mbpd and global oil production is also expected to increase to 1.1 mbpd.

The sector's profitability depends on how international refining margins as well as the Euro to USD exchange rate fare. Through its significant capital investments, the Hellenic Petroleum Group maintains its refineries' level of competitiveness in order to respond to the challenges of the international environment. In this context, new projects are being implemented in all three refineries. Infrastructure projects designed to improve the facilities' operation and financial performance are also being implemented.

According to Reuters, cracking refining margins during the 1<sup>st</sup> half of 2013 decreased when compared to 2012 and continued to remain at very low levels during the first few months of the 2<sup>nd</sup> half. Based on the latest estimates, complex margins are expected to recover in the 2<sup>nd</sup> half, mainly due to the strengthening profitability of middle distillates, which so far have displayed mediocre performance. Improved margins at the Aspropyrgos refinery will have a positive impact on profitability.

The upgraded Elefsina refinery became operational in the 4<sup>th</sup> quarter of 2012. During the 1<sup>st</sup> half of 2013, the new units, including the upgraded refining units (CDU), the vacuum distillation unit (VDU) and utility units became commercially active. During the 1<sup>st</sup> quarter, the main new units were put out of operation (shut-down) for a short period in order to solve problems that commonly occur in the initial operation of a highly complex refinery involving the necessary adjustments to optimize performance. In the 2<sup>nd</sup> quarter, production at the Elefsina refinery reached 1 million M.T. at a capacity utilization rate of 95%. The main



conversion units operated at levels that approached or exceeded the original design and specifications leading to improved performance against benchmark margins. The Elefsina refinery is scheduled to operate at full capacity in the 2<sup>nd</sup> half of 2013, producing products of high added value and thereby contributing significantly to the Group's profitability.

The Thessaloniki refinery's profitability has been negatively affected by the very low margins for Hydroskimming refineries as they have a lesser degree of complexity. Again, according to Reuters, Hydroskimming margins in the Mediterranean area were lower in the 1<sup>st</sup> half of 2013 compared to the same period last year. This trend is also expected to continue during the 2<sup>nd</sup> half of this year.

Through realizing investments and research, Hellenic Petroleum's objective is saving energy and utilizing the units in its plants optimally. In addition, particular attention is given to the use of all the potential benefits that arise from synergies between the Group's refineries, especially after the start-up of the new modernized Elefsina refinery. Hellenic Petroleum is constantly seeking to improve margins at a level higher than international benchmarks.

The volumes processed by OKTA, in FYROM, have decreased compared with the  $1^{st}$  half of 2012 due to the general market conditions in the neighboring country, a trend expected to continue in the  $2^{nd}$  half of this year.

#### Prospects for the Petroleum Products Marketing segment for the 2<sup>nd</sup> half of 2013

Overall, with regard to International Marketing activities, profitability for the 2<sup>nd</sup> half of 2013 on an EBITDA level is projected to reach the same level as the 1<sup>st</sup> half, excluding any other unforeseen factors.

#### Prospects for the Petrochemicals segment for the 2<sup>nd</sup> half of 2013

During the 2<sup>nd</sup> half of 2013, sales volumes and margins are anticipated to remain within the targets set in the Group's business plan.

# Prospects for the Hydrocarbons Exploration and Production segment in the 2<sup>nd</sup> half of 2013

As a result of restructuring its hydrocarbons exploration and production portfolio, Hellenic Petroleum S.A. intends to maximize the benefits of the research already performed in the areas under concession in Egypt. In Greece, regarding the concession areas in the Patraikos Gulf, negotiations are expected to be concluded with the Greek government in the 2<sup>nd</sup> half of the year. This is a key part of the company's strategy for reshaping its exploration and production portfolio in Greece and for creating value. In Egypt, in the W. Obayed and Mesaha concessions, research work will continue as planned by the joint ventures in which the Company holds a 30% stake, while the Company will consider the management capacity of rights based on the results of the research.

In the 2<sup>nd</sup> half of 2013, the appropriate corporate infrastructure is expected to be created as well as the first studies on the Patraikos Gulf offshore block on behalf of the consortium which includes Edison International SpA (33.3%) and Petroceltic Plc in which Hellenic Petroleum acts as operator.

The study of areas and opportunities regarding E&P in Greece with other foreign companies are also expected to take place in the 2<sup>nd</sup> half of 2013.



# Prospects for the Electricity Production and Trading and Natural Gas segment for the $2^{\rm nd}$ half of 2013

In the  $2^{nd}$  half of 2013, the Company's two plants in Thessaloniki and Thisvi are expected to continue their operations achieving satisfactory production levels.



#### 2.1.2. Significant Related Party Transactions (Decision No. 1/434/3.7.2007 Article 3)

The condensed interim statement of comprehensive income includes revenues and expenses resulting from transactions between the Group and related parties. These transactions primarily include sales and purchases of goods and services conducted during the ordinary course of business during the period ended 30 June and in total amounted to:

|                              |               | Transactio     | ons               | Bala      | nces      |
|------------------------------|---------------|----------------|-------------------|-----------|-----------|
|                              | Product Sales | Services Sales | Product Purchases | Customers | Suppliers |
| Group Companies              |               |                |                   |           |           |
| VARDAX                       | -             | 157            | -                 | 39        | -         |
| OKTA SKOPIA                  | 163.345       | -              | 1                 | 39.654    | 1         |
| EKO BULGARIA                 | 100.613       | 7              | -                 | 27.708    | -         |
| EKO SERBIA                   | 2.668         | -              | -                 | 519       | -         |
| EKO ABEE                     | 711.186       | 1.231          | 3.300             | 131.878   | 7.160     |
| ELPET VALKANIKI              | -             | -              | -                 | 24        | -         |
| HELLENIC FUELS S.A.          | 274.495       | 388            | 1.362             | 42.646    | 2.061     |
| EKO ATHINA                   | -             | 46             | 578               | _         | 1.454     |
| EKO ARTEMIS                  | -             | 46             | 509               | _         | 895       |
| EKO DIMITRA                  | -             | 34             | 349               | _         | 1.154     |
| EKO IRA                      | -             | -              | -                 | 2         | -         |
| EKO AFRODITI                 | -             | _              | -                 | 2         | _         |
| EKO KALYPSO                  | -             | _              | 5                 | -         | 7         |
| HELPE INTERNATIONAL          | _             | _              | -                 | 327.000   | -         |
| HELPE CYPRUS                 | 123,724       | _              | _                 | 9.260     | _         |
| JUGOPETROL AD KOTOR          | 66.533        | _              | _                 | 234       | 8.982     |
| GLOBAL SA                    | -             | _              | _                 | 7.994     | -         |
| POSEIDON N.E.                | _             | 53             | 5.984             | -         | 12.299    |
| APOLLON N.E.                 | _             | 114            | 5.287             | _         | 9.601     |
| ASPROFOS                     | _             | -              | 2.228             | 1.873     | -         |
| DIAXON                       | _             | _              | 7.636             | 29        | 24.883    |
| HELPE R.E.S.                 | _             | _              | 7.000             | 4         | 24.000    |
| HELPE LARCO Servion          | _             | _              | _                 | 2         | _         |
| HELPE LARCO Kokkinou         |               | _              | -<br>-            | 1         | _         |
| HELPE CONSULTING             | _             |                | 225               | -         | 613       |
| TILLI L'OCNOCLTINO           | 1.442.564     | 2.076          | 27.464            | 588.869   | 69.110    |
|                              |               |                |                   |           |           |
| Other Related Parties        | 00.000        |                | 07.400            | 10.110    | 0.040     |
| PPC                          | 68.366        |                | 27.186            | 12.113    | 9.918     |
| Hellenic Armed Forces        | 62.786        |                | -                 | 35.668    | -         |
| OTSM                         | 297.767       |                | 300.053           | 36.945    | 13.020    |
| DMEP                         | 131           |                | <del>-</del>      |           | -         |
| Public Gas Corporation       | 618           |                | 5.886             | 782       | 13.028    |
| ARTENIUS                     | -             |                | -63               | -         | -         |
| Athens Airport Fuel Pipeline | 54            |                | 503               | 14        | 257       |
| Superlube                    | 187           |                | 559               | 149       | 389       |
| Elpedison B.V.               | 274           |                | 540               | 142       | 304       |
| ELPE Thraki                  | 3             |                | -                 | 2         | -         |
| OTHER                        | _             |                | -                 | 4         | -         |
|                              | 430.186       |                | 334.664           | 85.819    | 36.916    |

Transactions with related parties have taken place under the ordinary commercial terms that the Group applies for respective transactions with third parties ('at arm's length'). Transactions and balances with related parties are in regard to the following:

- a) Related parties that are under the joint control with the Group due to the State's joint participation:
  - Public Power Corporation (PPC)
  - The Hellenic Armed Forces



- b) Financial institutions (including their subsidiaries) which are under joint control with the Group due to the State's participation. On the 30<sup>th</sup> of June 2013, the Group's loan obligations amounted to €841 million (31 December 2013: €915 million) and were related to payables to the following associated banks:
  - National Bank of Greece
  - Eurobank
- c) Consortia with third parties relating to the joint exploration and production of hydrocarbons in Greece and overseas:
  - STPC Sea of Thrace (Greece, Thracian Sea)
  - Petroceltic International Plc (former Melrose) Kuwait Energy Beach Petroleum (Egypt, Mesaha)
  - VEGAS Oil & Gas (Egypt, West Obayed)
  - Medusa (Montenegro)
  - Edison (Montenegro, Ulcinj)
  - Edison International SpA Petroceltic (West Patras Gulf).
- d) The Group's associated companies accounted for through the equity method:
  - Athens Airport Fuel Pipeline Company (AAFPC)
  - Public Gas Corporation of Greece (DEPA)
  - Artenius Hellas S.A.
  - Spata Aviation Fuel Company S.A. (SAFCO)
  - Elpedison B.V.
  - ELPE Thrace
  - BIODIESEL S.A.
  - D.M.E.P./OTSM
- e) Enterprises that are controlled by parties who hold a significant share of the Group's share capital:
  - Private Sea Marine Services (ex Lamda Shipyards)



# 2.2. Complimentary Information and Data pertaining to the Board of Directors' Half Yearly Financial Report (article 4 of Decision No.7/448/2007)

# 2.2.1. Presentation of the Group's Financial Position and Performance during the 1<sup>st</sup> half of 2013

The following section presents a summary of the Group's consolidated financial statements fir the 1<sup>st</sup> half of 2013, in accordance with the International Financial Reporting Standards (IFRS).

#### Key elements of the consolidated results

The Group's key financials extracted from the consolidated results in accordance with the International Financial Reporting Standards are presented below:

| Millions of Euro                              | 30/06/2013 | 30/06/2012 |
|---|------------|------------|
| Turnover                                      | 4,797.2    | 5,078.9    |
| Reported EBITDA                               | (35.4)     | 162.3      |
| Adjusted EBITDA <sup>5</sup>                  | 59.5       | 272.1      |
| Reported net profit                           |            |            |
| (attributable to parent company shareholders) | (173.0)    | 43.5       |
| Adjusted net profits <sup>5</sup>             | (82.8)     | 131.3      |

The reduction in refining margins, the decline in sales in the domestic market and the shut-down of the Elefsina refinery, had a negative impact on the results, which were partially offset by an increase in exports and the improved operating performance of the Aspropyrgos refinery and the Petrochemicals segment.

Transformation and competitiveness projects (e.g. improving refineries' competitiveness – DIAS) as well as cost control initiatives all contributed in helping reduce the Group's costs in the 1<sup>st</sup> half of 2013 by €18 million.

#### Results per segment

Results per segment of activity in the 1<sup>st</sup> half of 2013 were:

|                                | Sales<br>Volumes<br>(MT'000) | Turnover<br>(Millions<br>of Euro) | Operating<br>Results<br>(Millions of<br>Euro) | EBITDA<br>(Millions<br>of Euro) |
|--------------------------------|------------------------------|-----------------------------------|---|---------------------------------|
| Refining                       | 7,091                        | 4,529.3                           | (172.3)                                       | (87.5)                          |
| Marketing                      | 1,894                        | 1,572.2                           | (1.4)   | 26.0                            |
| Exploration and Production     | -                            | 0.9                               | (1.9)   | (1.8)                           |
| Petrochemicals                 | 143                          | 159.5                             | 19.3  | 27.1                            |
| Engineering Services and Other | -                            | 8.9                               | (0.3)   | 8.0                             |
| Intra-Group                    | (1,995)                      | (1,473.6)                         | -   | -                               |
| Total                          | 7,133                        | 4,797.2                           | (156.6)                                       | (35.4)                          |

<sup>&</sup>lt;sup>5</sup> Adjusted results exclude the impact of crude oil prices and other one-off items (e.g. personnel compensation due to early retirement).



Adjusted results per segment for the 1st half of 2012 were:

|                                | Sales<br>Volumes<br>(MT'000) | Turnover<br>(Millions<br>of Euro) | Operating<br>Results<br>(Millions of<br>Euro) | EBITDA<br>(Millions<br>of Euro) |
|--------------------------------|------------------------------|-----------------------------------|---|---------------------------------|
| Refining                       | 6,948                        | 4,907.4                           | 64.7  | 109.9                           |
| Marketing                      | 2,263                        | 1,960.2                           | (0.2)   | 28.9                            |
| Exploration and Production     | -                            | -                                 | (2.6)   | 1.6                             |
| Petrochemicals                 | 183                          | 193.0                             | 13.2  | 21.9                            |
| Engineering Services and Other | -                            | 7.9                               | 3.3   | -                               |
| Intra-Group                    | (2,480)                      | (1,981.6)                         | -   | -                               |
| Total                          | 6,914                        | 5,086.9                           | 78.4  | 162.3                           |

#### Financial Position and Cash Flows

Key data for the Group's Consolidated Balance Sheet and cash flows are presented below:

| Balance Sheet (Millions of Euro)         | 30/06/2013 | 31/12/2012 |
|--|------------|------------|
| Total Assets                             | 7,268.5    | 7,404.0    |
| Total Equity                             | 2,296.6    | 2,497.1    |
| Capital Employed                         | 4,098.7    | 4,352.5    |
| Net Debt                                 | 1,802.1    | 1,855.4    |
| % of Borrowing on Capital Employed (Debt | 44%        | 43%        |
| Gearing)                                 |            |            |
|  |            |            |
| Cash Items (Millions of Euro)            | 30/06/2013 | 30/06/2012 |
| Net Cash Flows                           | (3.5)      | (52.1)     |
| Investments (CAPEX)                      | 37.3       | 219.1      |

The ongoing investments in the Elefsina refinery and the increase in working capital, due to higher crude oil prices, led to an increase in the Group's net debt whereby gearing stood at 44%.

#### **Net Debt**

As of 30/06/2013, the Group's total net debt amounted to 1,802.1 million Euro compared to 1,855.4 million Euro on 31/12/2012 as presented in the table below:

| (Millions of Euro)               | 30/06/2013 | 31/12/2012 |
|----------------------------------|------------|------------|
| HELLENIC PETROLEUM S.A.          | 1,534.6    | 1,319.6    |
| EKO S.A. (GROUP)                 | 159.0      | 83.3       |
| HELLENIC FUELS S.A.              | 37.1       | 23.4       |
| HELLENIC PETROLEUM INTERNATIONAL | (6.5)      | 330.6      |
| ELPET BALKANIKI GROUP            | (6.2)      | (0.4)      |
| INTERNATIONAL RETAIL             | 141.5      | 150.3      |
| Others                           | (57.4)     | (51.4)     |
| Total                            | 1,802.1    | 1,855.4    |

The Group manages its treasury functions centrally, whereby a central Treasury function coordinates and controls all the subsidiaries' funding and cash management activities. To this extent, Hellenic Petroleum Finance plc (HPF) was established in November 2005 in the U.K. as a wholly-owned subsidiary of Hellenic Petroleum S.A. to act as the central treasury vehicle for the Hellenic Petroleum Group.



Gross borrowings of the Group in € million as per company, facility and maturity as at the 30<sup>th</sup> of June 2013, are summarized in the table below:

|  | Company | Maturity | Balance as at 30 June 2013 | Balance as at 31 December 2012 |
|--|---------|----------|----------------------------|--------------------------------|
| 1. Syndicated Loan \$1.180 million (drawn partly in US\$ and partly in Euro) | HPF plc | Jan 2013 | -                          | 884                            |
| 2a. Syndicated bond loan €140 million  | HPF plc | Jan 2016 | 134                        | -                              |
| 2b. Syndicated bond loan €465 million  | HP SA   | Jan 2016 | 448                        | -                              |
| 3. Bond loan €400 million  | HP SA   | Jun 2014 | 225                        | 225                            |
| 4. European Investment Bank ("EIB")Term loan                                 | HP SA   | Jun 2022 | 400                        | 400                            |
| 5. Bond loan €225 million  | HP SA   | Dec 2013 | -                          | 222                            |
| 6. Eurobond  | HPF plc | May 2017 | 489                        | -                              |
| 7. Bilateral lines   | Various | Various  | 998                        | 1.021                          |
| 8. Finance leases  | Various | Various  | 6                          | 6                              |
| Total  |         |          | 2.700                      | 2.758                          |

#### 1. Syndicated Loan \$1.180 million

On 2 February 2007 HPF signed a syndicated credit facility agreement of US\$ 1,18 billion with a maturity of five years and two extension options exercisable prior to the first and the second anniversary of the facility. A total of fifteen Greek and international financial institutions participated in the facility. The facility was guaranteed by the Parent Company and comprised of fixed term borrowings and revolving credit. In 2007 the Company exercised the first extension option of the facility to mature on 31 January 2013 to which all participating financial institutions consented, except for one bank whose participation amounted to US\$ 20 million hence reducing the facility to US\$ 1,16 billion. The facility could be drawn partly in US\$ and partly in Euro. The facility was repaid on maturity date, (31 January 2013), by using own cash reserves and the proceeds of facilities, as detailed under 2a and 2b below.

#### 2. Term loans of €605 million

As part of the refinancing plan, two credit facilities with identical terms and conditions were concluded with a Group of Greek and international banks:

- (a) A €465 million syndicated bond loan concluded by Hellenic Petroleum S.A. with the guarantee of Hellenic Petroleum Finance plc and a maturity of three years with gradual amortisation. The outstanding balance of the bond loan at 30 June 2013 was €448 million.
- (b) A €140 million syndicated credit facility concluded by Hellenic Petroleum Finance plc with the guarantee of Hellenic Petroleum S.A. and a maturity of three years with gradual amortization. The outstanding balance of the credit facility at 30 June 2013 was €134 million.

#### 3. Bond Loan €400 million

On 18 April 2006 HPF concluded a €300 million syndicated 364-day multi-currency revolving credit facility agreement with the guarantee of the Parent Company. During the last years, the facility had been increased to €400 million and renewed until 10 April 2012 when it was repaid and a bond loan facility of an equal amount was concluded between the Parent Company and the participating banks with maturity 30th June 2013. The facility was renewed at maturity for an additional year (until 30th June 2014) and has a six-month extension option. The total amount outstanding under the facility at 30 June 2013 was €225 million (31 December 2012: €225 million).

#### 4. EIB Term loans

On 26 May 2010, Hellenic Petroleum S.A. signed two loan agreements (Facilities A and B) with the European Investment Bank for a total amount of €400 million (€200 million each). The purpose of the loans was to finance part of the investment programme relating to the



upgrade of the Elefsina Refinery. Both loans have a maturity of 12 years with amortization beginning in December 2013 and similar terms and conditions. Facility B is credit enhanced by a commercial bank guarantee. This is normal practice for EIB lending particularly during the construction phase of large projects. As at 30 June 2013, the outstanding loan balance amounted to €400 million (31 December 2012: €400 million).

#### 5. Bond Loan €225 million

As part of it refinancing plans, Hellenic Petroleum S.A concluded a one year bond loan facility with Greek relationship banks. The facility was prepaid in May 2013 out of the proceeds of the new Eurobond.

#### 6. Eurobond

During the first half of 2013, the Group proceeded with the issuance of a Eurobond of €500 million, with an annual coupon of 8% and maturity of four years. The notes are redeemable at maturity (May 2017) and are listed in the Luxembourg Stock Exchange. The proceeds of the Eurobond, were used to prepay existing indebtedness of €225 million (see loan facility 5 above) and for general corporate purposes.

#### 7. Bilateral lines

The Group companies also have loans with various banks to cover predominantly their working capital financing needs. As at 30 June 2013, the outstanding balance of such loans amounted to approximately €1 billion (31 December 2012: approximately €1 billion). Out of these approximately €0,8 billion relate to short-term loans of the parent company Hellenic Petroleum S.A.



#### 2.2.2. Other Financial Information

#### **Share Price Evolution**

On the 28<sup>th</sup> of June this year, the company's share price closed at  $\in$ 7.03, a 5% decrease compared with the 30<sup>th</sup> of December 2012, against an 8.5% decrease in the FTSE Large Cap Index. The average price for the 1<sup>st</sup> half of 2013 amounted to  $\in$ 8.11, a 50.9% increase compared to the same period in 2012. The maximum share price was  $\in$ 9.3 on 21.05.2013 whilst the minimum share price was  $\in$ 6.35 on 25.06.2013.

The average trading volume in the 1<sup>st</sup> half reached (on an annualized basis) 119,958 shares a day, an increase of 9.4% respectively while the average daily turnover increased by 125.4% to €971,915.

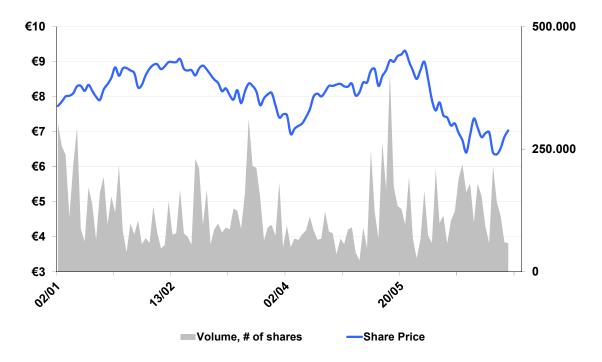
The table below shows the Company's share closing prices at the end of each month and the average daily trading volume per month in the 1<sup>st</sup> half of 2013 compared to the same period in 2012.

|          | End of Mo<br>(Euro) |      | Volumes (No. o | f shares) |
|----------|---------------------|------|----------------|-----------|
|          | 2013                | 2012 | 2013           | 2012      |
|          |                     |      |                |           |
| January  | 8.26                | 5.75 | 149,342        | 90,700    |
| February | 8.48                | 5.5  | 100,700        | 73,589    |
| March    | 7.49                | 5.8  | 127,884        | 82,785    |
| April    | 8.40                | 5.55 | 73,260         | 40,870    |
| May      | 7.60                | 4.76 | 142,714        | 71,445    |
| June     | 7.03                | 4.72 | 127,557        | 126,468   |



#### Share price evolution chart for HELLENIC PETROLEUM S.A.

The following chart shows the share price evolution at the closing of each month and the average mean trading volume in the Company's shares from 01.01.2013 up until 30.06.2013:



#### 2.2.3 Qualitative Data Health and Safety

Within the framework of the Health, Safety and Environment Policy (H-S-E) and the facilities' Certified Security Management Systems (OSHAS-18001) during the 1<sup>st</sup> half of 2013, the following activities continued: Safety reviews in all work areas, theoretical and practical training of personnel in fire drills, remedial measures with which to avoid accidents and unsafe conditions, improving instructions and safety procedures etc.

It is particularly worth mentioning the following:

 In accordance with the Company's safety rewarding process, the following facilities were rewarded for their hundreds of man hours worked without the occurrence of a serious incident:

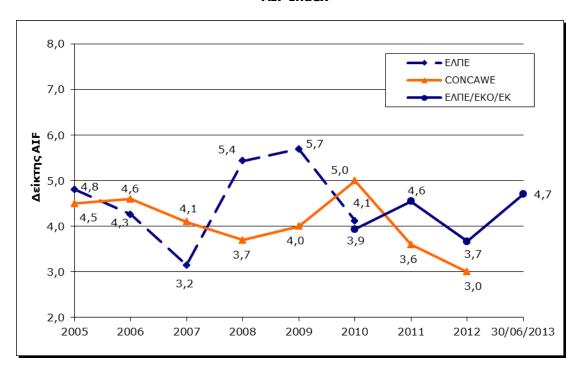
| Aspropyrgos  | March 2013: 500,000 hours |
|--------------|---------------------------|
| EKO and HF   | March 2013: 500,000 hours |
| DIAXON       | April 2013: 300,000 hours |
| Thessaloniki | June 2013: 500,000 hours  |



- The internal safety inspections of all the subsidiaries' storage and handling of LPG tanks and bottles, which began in the 3<sup>rd</sup> quarter of 2012, were concluded.
- The theoretical and practical training of rescuers was completed (fire safety) in HELPE's industrial facilities – rescuing individuals from high risk locations and buildings due to height or difficulty to access. The training was conducted by the EMAK and the Hellenic Rescue Team whilst joint fire safety exercises took place with the cooperation of the Fire Service:

The All Injury Frequency index (AIF) moved in line with the corresponding European average. Details of the indicators for the 1<sup>st</sup> half of 2013 are shown in the table below for all HELPE Group plants in Greece and abroad. The diagram below shows the AIF index trend in recent years compared to the European average (CONCAWE).

#### **AIF Index**

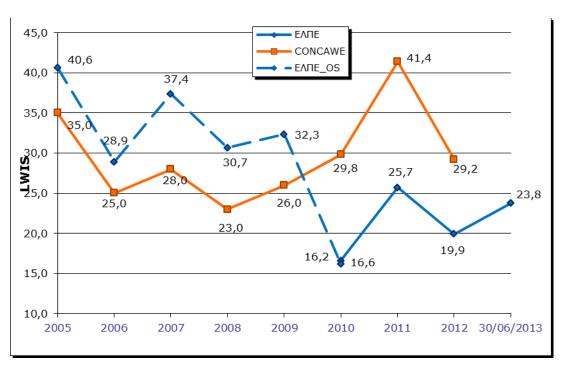




Looking at the severity of accidents and lost workdays, we see that the LWIS (lost workday injury severity) is below the European average (CONCAWE).

The diagram below shows the trend for the 1<sup>st</sup> half of 2013.

#### **LWIS Index**



#### **REACH Regulation**

During the 1<sup>st</sup> half of 2013, the Company was successfully inspected by the competent department from the General Chemical State Laboratory regarding the implementation of the provisions of the REACH Regulation and scored positive results. At the same time, the revised "Internal Process to determine the necessary actions to implement REACH Regulation" came into force; the actions needed to comply with the new phase of the Regulations took place as did the updating of all the extensive Safety Bulletins in both Greek and English versions.

#### **Protecting the Environment**

#### **Environmental Management**

In the context of extending the certification of environmental management systems applicable to the Group's industrial plants and headquarters, during the 1<sup>st</sup> half of the year, the Company completed the certification (based on the ISO 14001 international standard) for the Thessaloniki refinery and re-certified the Elefsina refinery (expanding the scope of application for the modernized refinery). Also, for the first time, a unified management system for Health, Safety and Environment was developed for the Group Headquarters with standards



OHSAS18001 and ISO 14001, respectively. In the context of environmental management activities, the Group continued its efforts to reduce the carbon footprint of all its activities.

#### CO<sub>2</sub> Emissions

In the  $1^{st}$  half of 2013, emissions of carbon dioxide ( $CO_2$ ) in the Group's facilities were maintained at normal levels, mainly characterized by the full operation of the upgraded Elefsina refinery. Specifically,  $CO_2$  emissions from the three refineries (Aspropyrgos, Elefsina and Thessaloniki) during the first half of 2013 amounted to 1.50 million tones.

#### **Environmental Performance Indicators**

The liquid waste index "gr of hydrocarbons per tn of throughput" for the January – June period in 2013 for the Aspropyrgos and Elefsina refineries was 1.32 and 4.49 gr/tn throughput respectively, which is 25% and 36% lower, respectively, than the index for the current legal limit (Saronic Gulf).

For the Thessaloniki refinery, the "gr of hydrocarbons per tn throughput" in the 1<sup>st</sup> half of 2013 was 1.78 gr/tn throughput which is 69% lower than the current legal limit (Thermaic Gulf).

#### Participation in national and international organizations

The Company continued to monitor all important developments related to the new European environmental legislation as well as the formulation of new legislation and guidance. This was achieved through its active participation in CONCAWE (The oil companies' European Association for environment, health and safety in refining and distribution) and EUROPIA (EUROPEAN Petroleum Industry Association) working groups. Particular mention should be made of the Company's active participation in the review process in its Reference Document for the refining industry's Best Available Techniques (REFINERY BREF), which will be completed at the end of the year and will be the text - guide for the application of Directive 2010/75/EU on industrial emissions in refineries.

On a national level, the Company actively participates in the Hellenic Federation of Enterprises' Council for Sustainable Development projects as well as the association's other relevant activities.



3. Certified Auditor – Accountant's Review Report regarding the Half-Yearly Report



#### Report on review of interim financial information

To the shareholders of Hellenic Petroleum S.A.

#### Introduction

We have reviewed the accompanying condensed consolidated statement of financial position of Hellenic Petroleum S.A. as at 30 June 2013 and the related condensed consolidated statements of comprehensive income, changes in equity and cash flows for the six-month period then ended and the selected explanatory notes, that comprise the interim condensed consolidated financial information, which form an integral part of the six-month financial report as required by article 5 of Law 3556/2007. Management is responsible for the preparation and presentation of this interim condensed consolidated financial information in accordance with International Financial Reporting Standards as adopted by the European Union and applied to interim financial reporting (International Accounting Standard "IAS" 34). Our responsibility is to express a conclusion on this interim condensed consolidated financial information based on our review.

#### Scope of review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of interim financial information performed by the independent auditor of the entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### **Conclusion**

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim condensed consolidated financial information of Hellenic Petroleum S.A. is not prepared, in all material respects, in accordance with International Accounting Standard 34.

#### **Reference to Other Legal and Regulatory Requirements**

Our review has not revealed any inconsistency or discrepancy of the other information presented in the six-month financial report, as required by article 5 of Law 3556/2007, with the accompanying interim condensed consolidated financial information.

Athens, 30 August 2013 The Certified Auditor Accountant



PricewaterhouseCoopers S.A. SOEL Reg. No. 113

Marios Psaltis SOEL Reg.No. 38081



# 4. Half Yearly Financial Statements



#### **4.1. Group Consolidated Financial Statements**

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED

**30 JUNE 2013** 



# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

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## CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### I. Company Information

**Directors** Christos-Alexis Komninos – Chairman of the Board

John Costopoulos – Chief Executive Officer, Executive Member

Theodoros-Achilleas Vardas - Executive Member

Andreas Shiamishis – Executive Member (since 27/06/2013)

Vassilios Nikoletopoulos – Non executive Member (since 27/06/2013)

Panagiotis Ofthalmides – Non executive Member Theodoros Pantalakis – Non executive Member Spyridon Pantelias – Non executive Member

Konstantinos Papagiannopoulos - Non executive Member (since

27/06/2013)

Christos Razelos, Non-Executive Member (since 27/06/2013) Ioannis Raptis, Non-Executive Member (since 27/06/2013)

Ioannis Sergopoulos – Non executive Member

Aggelos Chatzidimitriou, Non-Executive Member (since 27/06/2013)

Other Board Members

Dimokritos Amallos – Non executive Member (28/12/2009 – 26/06/2013)

**during the previous year** Alexios Athanasopoulos – Non executive Member (14/05/2008 –

26/06/2013)

Georgios Kallimopoulos - Non executive Member (11/12/2007 -

26/06/2013)

Alexandros Katsiotis – Non executive Member (28/12/2009 – 26/06/2013) Gerassimos Lachanas – Non executive Member (28/12/2009 – 26/06/2013) Dimitrios Lalas – Non executive Member (28/12/2009 – 26/06/2013)

**Registered Office:** 8A Chimarras Str.

15125 Maroussi, Greece

**Registration number:** 2443/06/B/86/23

**General Commercial** 

**Registry:** 000296601000

**Auditors:** PricewaterhouseCoopers S.A.

268 Kifissias Ave. 152 32 Halandri Athens, Greece



#### Report on review of interim financial information

To the shareholders of Hellenic Petroleum S.A.

#### Introduction

We have reviewed the accompanying condensed consolidated statement of financial position of Hellenic Petroleum S.A. as at 30 June 2013 and the related condensed consolidated statements of comprehensive income, changes in equity and cash flows for the six-month period then ended and the selected explanatory notes, that comprise the interim condensed consolidated financial information, which form an integral part of the six-month financial report as required by article 5 of Law 3556/2007. Management is responsible for the preparation and presentation of this interim condensed consolidated financial information in accordance with International Financial Reporting Standards as adopted by the European Union and applied to interim financial reporting (International Accounting Standard "IAS" 34). Our responsibility is to express a conclusion on this interim condensed consolidated financial information based on our review.

#### **Scope of review**

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of interim financial information performed by the independent auditor of the entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim condensed consolidated financial information of Hellenic Petroleum S.A. is not prepared, in all material respects, in accordance with International Accounting Standard 34.

#### **Reference to Other Legal and Regulatory Requirements**

Our review has not revealed any inconsistency or discrepancy of the other information presented in the six-month financial report, as required by article 5 of Law 3556/2007, with the accompanying interim condensed consolidated financial information.

Athens, 30 August 2013 The Certified Auditor Accountant



PricewaterhouseCoopers S.A. SOEL Reg. No. 113

Marios Psaltis SOEL Reg.No. 38081

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### II. Condensed Interim Consolidated Statement of Financial Position

|   |             | As at          |                               |  |
|---|-------------|----------------|-------------------------------|--|
|   | Note        | 30 June 2013   | 31 December 2012 <sup>1</sup> |  |
| ASSETS  |             |                |                               |  |
| Non-current assets  |             |                |                               |  |
| Property, plant and equipment                             | 12          | 3.467.020      | 3.550.082                     |  |
| Intangible assets   | 13          | 151.125        | 158.320                       |  |
| Investments in associates and joint ventures              |             | 671.878        | 645.756                       |  |
| Deferred income tax assets                                |             | 26.618         | 20.437                        |  |
| Available-for-sale financial assets                       | 1.4         | 1.875          | 1.891                         |  |
| Loans, advances and other receivables                     | 14          | 109.790        | 115.055                       |  |
| Cumment exacts  |             | 4.428.306      | 4.491.541                     |  |
| Current assets Inventories                                | 15          | 1 060 202      | 1 220 122                     |  |
| Trade and other receivables                               | 16          | 1.060.382      | 1.220.122                     |  |
| Derivative financial instruments                          | 22          | 883.911<br>162 | 790.460<br>840                |  |
|   | 17          | 895.763        | 901.061                       |  |
| Cash, cash equivalents and restricted cash                | 1/ <u> </u> | 2.840.218      | 2.912.483                     |  |
|   |             | 2.040.210      | 2.912.403                     |  |
| Total assets  |             | 7.268.524      | 7.404.024                     |  |
| EQUITY  |             |                |                               |  |
| Share capital   | 18          | 1.020.081      | 1.020.081                     |  |
| Reserves  | 19          | 553.205        | 527.298                       |  |
| Retained Earnings   |             | 609.374        | 828.191                       |  |
| Capital and reserves attributable to owners of the parent |             | 2.182.660      | 2.375.570                     |  |
| Non-controlling interests                                 |             | 113.905        | 121.484                       |  |
| Total equity  |             | 2.296.565      | 2.497.054                     |  |
| LIABILITIES   |             |                |                               |  |
| Non-current liabilities                                   |             |                |                               |  |
| Borrowings  | 20          | 1.385.615      | 383.274                       |  |
| Deferred income tax liabilities                           |             | 47.881         | 84.390                        |  |
| Retirement benefit obligations                            | 21          | 104.264        | 102.332                       |  |
| Provisions and other long term liabilities                | 23          | 33.286         | 35.474                        |  |
| •   |             | 1.571.046      | 605.470                       |  |
| Current liabilities                                       |             |                |                               |  |
| Trade and other payables                                  | 24          | 2.006.368      | 1.872.626                     |  |
| Derivative financial instruments                          | 22          | 14.151         | 47.055                        |  |
| Current income tax liabilities                            |             | 17.823         | 5.046                         |  |
| Borrowings  | 20          | 1.314.148      | 2.375.097                     |  |
| Dividends payable   |             | 48.423         | 1.676                         |  |
|   |             | 3.400.913      | 4.301.500                     |  |
| Total liabilities   | _           | 4.971.959      | 4.906.970                     |  |
| Total equity and liabilities                              |             | 7.268.524      | 7.404.024                     |  |

The notes on pages 10 to 35 are an integral part of this condensed interim consolidated financial information.

Chief Executive Officer Chief Financial Officer Accounting Director

John Costopoulos Andreas Shiamishis Stefanos Papadimitriou

<sup>&</sup>lt;sup>1</sup>: Comparative amounts have been adjusted where necessary to reflect the adoption of revised IAS 19, as detailed in Note 21.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### III. Condensed Interim Consolidated Statement of Comprehensive Income

|   | Note | For the six month p<br>30 June 2013 | period ended<br>30 June 2012 <sup>1</sup> | For the three month 30 June 2013 | period ended<br>30 June 2012 <sup>1</sup> |
|---|------|-------------------------------------|---|----------------------------------|---|
| Sales   |      | 4.797.193                           | 5.078.928                                 | 2.555.821                        | 2.381.947                                 |
| Cost of sales   |      | (4.733.046)                         | (4.804.065)                               | (2.523.211)                      | (2.291.748)                               |
| Gross profit  | _    | 64.147                              | 274.863                                   | 32.610                           | 90.199                                    |
| Selling, distribution and administrative expenses   | 5    | (216.151)                           | (204.130)                                 | (108.528)                        | (98.055)                                  |
| Exploration and development expenses  |      | (1.848)                             | (1.323)                                   | (1.064)                          | (1.100)                                   |
| Other operating income / (expenses) - net   | 6    | 16.656                              | 20.135                                    | 4.909                            | 16.696                                    |
| Other operating gains / (losses)- net   | 6    | (19.396)                            | (11.187)                                  | (12.155)                         | 2.425                                     |
| Operating profit / (loss)   | _    | (156.592)                           | 78.358                                    | (84.228)                         | 10.165                                    |
| Finance (expenses) / income - net   | 7    | (101.969)                           | (21.148)                                  | (54.638)                         | (9.724)                                   |
| Currency exchange gains / (losses)  | 8    | 8.641                               | (27.521)                                  | 9.808                            | (45.843)                                  |
| Share of net result of associates   | 9    | 38.948                              | 31.471                                    | 7.261                            | 11.581                                    |
| Profit / (loss) before income tax   | _    | (210.972)                           | 61.160                                    | (121.797)                        | (33.821)                                  |
| Income tax (expense) / credit   | 10   | 33.225                              | (18.600)                                  | 26.741                           | 5.354                                     |
| Profit / (loss) for the period  |      | (177.747)                           | 42.560                                    | (95.056)                         | (28.467)                                  |
| Other comprehensive income:   |      |                                     |   |                                  |   |
| Items that will not be reclassified to profit or loss: Actuarial gains/(losses) on defined benefit pension plans                | 21   | -                                   | 7.769                                     | _                                | 3.885                                     |
|   | _    | -                                   | 7.769                                     | -                                | 3.885                                     |
| Items that may be reclassified subsequently to profit or loss: Fair value gains/(losses) on available-for-sale financial assets |      | (16)                                | (9)                                       | 1                                | (222)                                     |
| Fair value gains / (losses) on cash flow hedges   | 19   | 2.593                               | 11.336                                    | (6.693)                          | (19.665)                                  |
| Derecognition of gains/(losses) on hedges through comprehensive   | 40   | 24.027                              | 2.425                                     | 10.406                           | 24.222                                    |
| income Currency translation differences on consolidation of subsidiaries  | 19   | 24.027<br>(762)                     | 2.425<br>909                              | 10.406<br>233                    | 24.323<br>2.058                           |
| currency translation differences on consolidation of substituties   | _    | 25.842                              | 14.661                                    | 3.947                            | 6.494                                     |
| Other Comprehensive (loss) / income for the period, net of tax  |      | 25.842                              | 22.430                                    | 3.947                            | 10.379                                    |
| Total comprehensive (loss) / income for the period  | _    | (151.905)                           | 64,990                                    | (91.109)                         | (18.088)                                  |
| D   | _    | , ,                                 |   |                                  | , , , , ,                                 |
| Profit attributable to: Owners of the parent  |      | (172.972)                           | 43.509                                    | (95.148)                         | (27.593)                                  |
| Non-controlling interests   |      | (4.775)                             | (949)                                     | 92                               | (874)                                     |
| ,   | _    | (177.747)                           | 42.560                                    | (95.056)                         | (28.467)                                  |
| Total comprehensive income attributable to:   |      |                                     |   |                                  |   |
| Owners of the parent  |      | (147.065)                           | 66.068                                    | (91.306)                         | (17.095)                                  |
| Non-controlling interests   | _    | (4.840)                             | (1.078)                                   | 197                              | (993)                                     |
|   |      | (151.905)                           | 64.990                                    | (91.109)                         | (18.088)                                  |
| Basic and diluted earnings per share  |      |                                     |   |                                  |   |
| (expressed in Euro per share)   | 11   | (0,57)                              | 0,14                                      | (0,31)                           | (0,09)                                    |

The notes on pages 10 to 35 are an integral part of this condensed interim consolidated financial information.

<sup>&</sup>lt;sup>1</sup>: Comparative amounts have been adjusted where necessary to reflect the adoption of revised IAS 19, as detailed in Note 21.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### IV. Condensed Interim Consolidated Statement of Changes in Equity

|  |                      | Attributable to owners of the Parent |   |                                     |   | Non                             |   |  |
|--|----------------------|--------------------------------------|---|-------------------------------------|---|---------------------------------|---|--|
|  | Note                 | Share<br>Capital                     | Reserves                                  | Retained <sup>1</sup><br>Earnings   | Total   | Non-<br>Controling<br>interests | Total <sup>1</sup><br>Equity                  |  |
| Balance at 1 January 2012  |                      | 1.020.081                            | 493.142                                   | 870.875                             | 2.384.098                                     | 132.393                         | 2.516.491                                     |  |
| Fair value gains/(losses) on available-for-sale financial assets Currency translation differences on consolidation of subsidaries Actuarial gains/(losses) on defined benefit pension plans Fair value gains / (losses) on cash flow hedges Derecognition of gains/(losses) on hedges through comprehensive income | 19<br>19<br>21<br>19 | -<br>-<br>-<br>-                     | (9)<br>1.038<br>-<br>11.336<br>2.425      | 7.769<br>-                          | (9)<br>1.038<br>7.769<br>11.336<br>2.425      | (129)<br>-<br>-                 | (9)<br>909<br>7.769<br>11.336<br>2.425        |  |
| Other comprehensive income   |                      | -                                    | 14.790                                    | 7.769                               | 22.559  | (129)                           | 22.430  |  |
| Profit for the period  | _                    | _                                    | _   | 43.509                              | 43.509  | (949)                           | 42.560  |  |
| <b>Total comprehensive income for the period</b> Participation of minority holding in share capital decrease of subsidiary Dividends to minority shareholders Dividends relating to 2011   | -                    | -<br>-<br>-                          | 14.790<br>-<br>-<br>-                     | <b>51.278</b> - (137.536)           | <b>66.068</b> - (137.536)                     | (1.078)<br>(6.455)<br>(1.369)   | <b>64.990</b> (6.455) (1.369) (137.536)       |  |
| Balance at 30 June 2012  | _                    | 1.020.081                            | 507.932                                   | 784.617                             | 2.312.630                                     | 123.491                         | 2.436.121                                     |  |
| Movement - 1 July 2012 to 31 December 2012   |                      |                                      |   |                                     |   |                                 |   |  |
| Fair value gains/(losses) on available-for-sale financial assets Currency translation differences on consolidation of subsidaries Fair value gains / (losses) on cash flow hedges Actuarial gains/(losses) on defined benefit pension plans Derecognition of gains/(losses) on hedges through comprehensive income | 19<br>19<br>19       | -<br>-<br>-<br>-                     | (91)<br>(2.086)<br>(8.185)<br>-<br>24.600 | -<br>-<br>-<br>7.768                | (91)<br>(2.086)<br>(8.185)<br>7.768<br>24.600 | -<br>9<br>-<br>-                | (91)<br>(2.077)<br>(8.185)<br>7.768<br>24.600 |  |
| Other comprehensive income   |                      | -                                    | 14.238                                    | 7.768                               | 22.006  | 9                               | 22.015  |  |
| Profit for the period  | _                    | -                                    | -   | 40.682                              | 40.682  | (2.016)                         | 38.666  |  |
| Total comprehensive income for the period  |                      | -                                    | 14.238                                    | 48.450                              | 62.688  | (2.007)                         | 60.681  |  |
| Share based payments Transfers to statutory and tax reserves   | 19<br>19             | -                                    | 252<br>4.876                              | (4.876)                             | 252   | -                               | 252   |  |
| Balance at 31 December 2012  | _                    | 1.020.081                            | 527.298                                   | 828.191                             | 2.375.570                                     | 121.484                         | 2.497.054                                     |  |
| Movement - 1 January 2013 to 30 June 2013  |                      |                                      |   |                                     |   |                                 |   |  |
| Fair value gains/(losses) on available-for-sale financial assets<br>Currency translation differences on consolidation of subsidaries<br>Fair value gains / (losses) on cash flow hedges<br>Derecognition of gains/(losses) on hedges through comprehensive income  | 19<br>19<br>19<br>19 | -<br>-<br>-                          | (9)<br>(704)<br>2.593<br>24.027           | -<br>-<br>-                         | (9)<br>(704)<br>2.593<br>24.027               | (7)<br>(58)<br>-                | (16)<br>(762)<br>2.593<br>24.027              |  |
| Other comprehensive income   |                      | -                                    | 25.907                                    | -                                   | 25.907  | (65)                            | 25.842  |  |
| Profit / (loss) for the period   | _                    | -                                    |   | (172.972)                           | (172.972)                                     | (4.775)                         | (177.747)                                     |  |
| Total comprehensive (loss) / income for the period<br>Dividends to minority shareholders<br>Dividends relating to 2012   | 29                   | -                                    | 25 <b>.</b> 907                           | ( <b>172.972</b> )<br>-<br>(45.845) | ( <b>147.065</b> )<br>-<br>(45.845)           | ( <b>4.840</b> ) (2.739)        | ( <b>151.905</b> )<br>(2.739)<br>(45.845)     |  |
| Balance at 30 June 2013  | -<br>-               | 1.020.081                            | 553.205                                   | 609.374                             | 2.182.660                                     | 113.905                         | 2.296.565                                     |  |

The notes on pages 10 to 35 are an integral part of this condensed interim consolidated financial information.

<sup>&</sup>lt;sup>1</sup>: Comparative amounts have been adjusted where necessary to reflect the adoption of revised IAS 19, as detailed in Note 21.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### V. Condensed Interim Consolidated Statement of Cash Flows

|   | <b>N</b> T ( | For the six month p |              |
|---|--------------|---------------------|--------------|
|   | Note         | 30 June 2013        | 30 June 2012 |
| Cash flows from operating activities  | 25           | 186.827             | 125.592      |
| Cash generated from operations Income and other taxes paid                  | 25           | (4.290)             | (3.292)      |
|   | _            | ` ′                 |              |
| Net cash used in operating activities                                       | _            | 182.537             | 122.300      |
| Cash flows from investing activities  |              |                     |              |
| Purchase of property, plant and equipment & intangible assets               | 12,13        | (37.344)            | (219.119)    |
| Proceeds from disposal of property, plant and equipment & intangible assets |              | 3.403               | 1.244        |
| Interest received   |              | 3.668               | 6.537        |
| Dividends received  |              | -                   | 159          |
| Investments in associates - net   | _            | (2.504)             | (640)        |
| Net cash used in investing activities                                       | _            | (32.777)            | (211.819)    |
| Cash flows from financing activities  |              |                     |              |
| Interest paid   |              | (92.848)            | (26.731)     |
| Dividends paid to shareholders of the Company                               |              | (11)                | (914)        |
| Dividends paid to non-controlling interests                                 |              | (1.826)             | (1.369)      |
| Proceeds from borrowings  |              | 1.276.000           | 349.227      |
| Repayments of borrowings  |              | (1.334.615)         | (282.810)    |
| Net cash generated from / (used in) financing activities                    | _            | (153.300)           | 37.403       |
|   | _            |                     |              |
| Net (decrease) / increase in cash, cash equivalents and restricted cash     | _            | (3.540)             | (52.116)     |
| Cash,cash equivalents and restricted cash at the beginning of the period    | 17           | 901.061             | 985.486      |
|   |              |                     |              |
| Exchange gains / (losses) on cash, cash equivalents and restricted cash     |              | (1.758)             | 2.615        |
| Net (decrease) / increase in cash, cash equivalents and restricted cash     |              | (3.540)             | (52.116)     |
| Cash, cash equivalents and restricted cash at end of the period             | 17 _         | 895.763             | 935.985      |

The notes on pages 10 to 35 are an integral part of this condensed interim consolidated financial information.

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### VI. Notes to the Condensed Interim Consolidated Financial Information

#### 1. GENERAL INFORMATION

Hellenic Petroleum S.A. and its subsidiaries ("Hellenic Petroleum" or "the Group") operate in the energy sector predominantly in Greece, South Eastern Europe and the East Mediterranean. The Group's activities include refining and marketing of oil products, the production and marketing of petrochemical products and exploration for hydrocarbons. The Group also provides engineering services. Through its investments in DEPA and Elpedison B.V, the Group also operates in the sector of natural gas and in the production and trading of electricity power.

### 2. BASIS OF PREPARATION, ACCOUNTING POLICIES AND ESTIMATES

### **Basis of preparation**

The interim consolidated financial information of Hellenic Petroleum and its subsidiaries is prepared in accordance with International Accounting Standard 34 (IAS 34) – *Interim Financial Reporting*.

This interim consolidated financial information should be read in conjunction with the annual consolidated financial statements for the year ended 31 December 2012, which have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union. These can be found on the Group's website **www.helpe.gr**.

The condensed interim consolidated financial information of the Group for the six month period ended 30 June 2013 was authorised for issue by the Board of Directors on 29 August 2013.

#### Going concern

The interim financial information as of 30 June 2013 is prepared in accordance with IFRS and presents the financial position, results of operations and cash flows of the Group on a going concern basis. In making its going concern assessment, management has considered the following matters:

Greek Macros: During the previous year the Group faced exceptional challenges and increased cost of doing business (higher cost of funding, increased supply costs) mainly as a result of the economic crisis in Greece and the political uncertainty. This was more apparent during the pre-election period in the second quarter of 2012 and the last quarter prior to the release of the payment by the three party group comprising the European Commission (EC), the International Monetary Fund (IMF), and the European Central Bank (ECB). While the economic situation in Greece remains challenging perceived political and economic risk have notably improved in 2013 as the requirements and milestones of the country's lenders are met and funds are disbursed. Furthermore the ability of certain Greek corporates including Hellenic Petroleum to raise financing in the capital markets as well as the recapitalization of the Greek banking system which has been successfully completed are expected to gradually alleviate the liquidity conditions as well as the risk profile of the Greek economy.

Currency: In terms of currency, the Group's business is naturally hedged against the risk of having a different functional currency. All petroleum industry transactions are referenced to international benchmark quotes for crude oil and oil products in USD. All international purchases and sales of crude oil and products are done in USD and all sales into local markets are either in USD prices or converted to local currency for accounting and settlement reasons using the USD reference on the date of the transaction.

Refinancing: The Group has successfully refinanced borrowings of  $\[ \in \]$ 0,9 billion, which matured in January 2013 with the repayment of the maturing facilities partly out of operating cash flows and available cash reserves and partly through new loans. The refinancing is detailed in Notes 3 and 20 to the condensed interim consolidated financial information. Furthermore on 10 May 2013 Hellenic Petroleum issued a 4-year  $\[ \in \]$ 500 million Eurobond that completed the refinancing process extending the Group's maturity profile and de-risking its liquidity and funding profile.

Securing continuous crude oil supplies: Interim financial results were impacted by the coincidence of exceptional circumstances affecting the Group's trading and working capital credit capacity and consequently its

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

cost of supply. These factors related to the political developments in the Middle East region which continue to restrict access to some of the traditional crude oil suppliers of the European market, particularly for Mediterranean refiners. On top of the EU/US sanctions on Iranian crude imposed in 2012, which affected profitability in 2012, the disruption of Iraqi crude supplies, as well as the reduced supply of Urals (Russian export crude) to the Med, with loadings reaching historical lows in June 2013, have led to a significant increase in the cost of supply for heavy/sour crudes, which typically represent 70%-90% of the crude feed for complex refiners such as Hellenic Petroleum. Adjusting to these challenges, the Group changed its working capital supply chain allowing uninterrupted operations and supply of the Greek market, albeit with an increase in the cost of supply.

In conclusion, for the reasons explained above, the Group considers that: (a) the going concern basis of preparation of the accounts is appropriate, (b) all assets and liabilities of the Group are appropriately presented in accordance with the Group's accounting policies and (c) plans are in place to avoid material disruptions in the operations of the Group should these arise as a result of the current uncertain environment.

### Accounting policies and the use of estimates

The accounting policies used in the preparation of the condensed interim consolidated financial information for the six month period ended 30 June 2013 are consistent with those applied for the preparation of the consolidated financial statements for the year ended 31 December 2012, except as described below. Where necessary, comparative figures have been reclassified to conform to changes in the presentation of the current year. Taxes on income in the interim periods are accrued using the tax rate that would be applicable to expected total annual earnings.

In preparing this condensed interim consolidated financial information, the significant judgements made by management in applying the group's accounting policies and the key sources of estimation uncertainty were the same as those applied to the consolidated financial statements for the year ended 31 December 2012, with the exception of changes in estimates that are required in determining the provision for income taxes, and the change in IAS 19, which is fully disclosed in Note 21.

New standards, amendments to standards and interpretations: Certain new standards, amendments to standards and interpretations have been issued that are mandatory for periods beginning during the current financial year and subsequent years. The Group's evaluation of the effect of these new standards, amendments to standards and interpretations is set out below.

- a) The following standards, amendments to standards and interpretations to existing standards may be applicable to the Group for periods on or after 1 January 2013:
  - *IAS 1 (Amendment) 'Presentation of Financial Statements'* The amendment requires entities to separate items presented in other comprehensive income into two groups, based on whether or not they may be recycled to profit or loss in the future. The Group has applied the amendments from 1 January 2013.
  - IAS 19 (Amendment) 'Employee Benefits' This amendment makes significant changes to the recognition and measurement of defined benefit pension expense and termination benefits (eliminates the corridor approach) and to the disclosures for all employee benefits. The key changes relate mainly to recognition of actuarial gains and losses, recognition of past service cost / curtailment, measurement of pension expense, disclosure requirements, treatment of expenses and taxes relating to employee benefit plans and distinction between "short-term" and "other long-term" benefits. The Group has applied the changes from 1 January 2013, and has also restated the comparative figures for 2012.
  - IAS 32 (Amendment) "Financial Instruments: Presentation" (effective for annual periods beginning on or after 1 January 2014). This amendment to the application guidance in IAS 32 clarifies some of the requirements for offsetting financial assets and financial liabilities on the statement of financial position. The Group is currently evaluating the impact the amendment will have on its financial statements.
  - IAS 36 (Amendment) "Recoverable amount disclosures for non-financial assets" (<u>effective for annual periods beginning on or after 1 January 2014</u>). This amendment requires: a) disclosure of the

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

recoverable amount of an asset or cash generating unit (CGU) when an impairment loss has been recognised or reversed and b) detailed disclosure of how the fair value less costs of disposal has been measured when an impairment loss has been recognised or reversed. Also, it removes the requirement to disclose recoverable amount when a CGU contains goodwill or indefinite lived intangible assets but there has been no impairment. This amendment has not yet been endorsed by the EU.

- IAS 39 (Amendment) "Financial Instruments: Recognition and Measurement" (<u>effective for annual periods beginning on or after 1 January 2014</u>). This amendment will allow hedge accounting to continue in a situation where a derivative, which has been designated as a hedging instrument, is novated to effect clearing with a central counterparty as a result of laws or regulations, if specific conditions are met. This amendment has not yet been endorsed by the EU.
- *IFRS 7 (Amendment) "Financial Instruments: Disclosures"* The IASB has published this amendment to include information that will enable users of an entity's financial statements to evaluate the effect or potential effect of netting arrangements, including rights of set-off associated with the entity's recognised financial assets and recognised financial liabilities, on the entity's financial position. This amendment is not expected to have an impact on the Group's financial statements.
- *IFRS 7 (Amendment) "Financial Instruments: Disclosures"* (<u>effective for annual periods beginning on or after 1 January 2015)</u>: The amendment requires additional disclosures on transition from IAS 39 to IFRS 9. The amendment has not yet been endorsed by the EU.
- IFRS 9 'Financial Instruments' (effective for annual periods beginning on or after 1 January 2015). IFRS 9 is the first Phase of the Board's project to replace IAS 39 and deals with the classification and measurement of financial assets and financial liabilities. The IASB intends to expand IFRS 9 in subsequent phases in order to add new requirements for impairment and hedge accounting. The Group is currently investigating the impact of IFRS 9 on its financial statements. The Group cannot currently early adopt IFRS 9 as it has not been endorsed by the EU.
- IFRS 13 'Fair value measurement' IFRS 13 provides new guidance on fair value measurement and disclosure requirements. These requirements do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards within IFRSs. IFRS 13 provides a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across IFRSs. Disclosure requirements are enhanced and apply to all assets and liabilities measured at fair value, not just financial ones. This amendment is not expected to have an impact on the Group's financial statements.
- IFRIC 21 "Levies" (effective for annual periods beginning on or after 1 January 2014). This interpretation sets out the accounting for an obligation to pay a levy imposed by government that is not income tax. The interpretation clarifies that the obligating event that gives rise to a liability to pay a levy (one of the criteria for the recognition of a liability according to IAS 37) is the activity described in the relevant legislation that triggers the payment of the levy. The interpretation could result in recognition of a liability later than today, particularly in connection with levies that are triggered by circumstances on a specific date. This interpretation has not yet been endorsed by the EU.
- Group of standards on consolidation and joint arrangements (<u>effective for annual periods beginning on or after 1 January 2014):</u>

The IASB has published five new standards on consolidation and joint arrangements: IFRS 10, IFRS 11, IFRS 12, IAS 27 (amendment) and IAS 28 (amendment). These standards are effective for annual periods beginning on or after 1 January 2014. Earlier application is permitted only if the entire "package" of five standards is adopted at the same time. These standards have not yet been endorsed by the EU. The Group is in the process of assessing the impact of the new standards on its financial statements. The main provisions are as follows:

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

- *IFRS 10 "Consolidated Financial Statements"*. IFRS 10 replaces all of the guidance on control and consolidation in IAS 27 and SIC 12. The new standard changes the definition of control for the purpose of determining which entities should be consolidated. This definition is supported by extensive application guidance that addresses the different ways in which a reporting entity (investor) might control another entity (investee). The revised definition of control focuses on the need to have both power (the current ability to direct the activities that significantly influence returns) and variable returns (can be positive, negative or both) before control is present. The new standard also includes guidance on participating and protective rights, as well as on agency/principal relationships.
- IFRS 11 "Joint Arrangements". IFRS 11 provides for a more realistic reflection of joint arrangements by focusing on the rights and obligations of the arrangement, rather than its legal form. The types of joint arrangements are reduced to two: joint operations and joint ventures. Proportional consolidation of joint ventures is no longer allowed. Equity accounting is mandatory for participants in joint ventures. Entities that participate in joint operations will follow accounting much like that for joint assets or joint operations today. The standard also provides guidance for parties that participate in joint arrangements but do not have joint control.
- IFRS 12 "Disclosure of Interests in Other Entities". IFRS 12 requires entities to disclose information, including significant judgments and assumptions, which enable users of financial statements to evaluate the nature, risks and financial effects associated with the entity's interests in subsidiaries, associates, joint arrangements and unconsolidated structured entities. An entity can provide any or all of the above disclosures without having to apply IFRS 12 in its entirety, or IFRS 10 or 11, or the amended IAS 27 or 28.
- IFRS 10, IFRS 11 and IFRS 12 (Amendment) "Consolidated financial statements, joint arrangements and disclosure of interests in other entities: Transition guidance". The amendment to the transition requirements in IFRSs 10, 11 and 12 clarifies the transition guidance in IFRS 10 and limits the requirements to provide comparative information for IFRS 12 disclosures only to the period that immediately precedes the first annual period of IFRS 12 application. Comparative disclosures are not required for interests in unconsolidated structured entities.
- IFRS 10, IFRS 12 and IAS 27 (Amendment) "Investment entities". The amendment to IFRS 10 defines an investment entity and introduces an exception from consolidation. Many funds and similar entities that qualify as investment entities will be exempt from consolidating most of their subsidiaries, which will be accounted for at fair value through profit or loss, although controlled. The amendments to IFRS 12 introduce disclosures that an investment entity needs to make. These amendments have not yet been endorsed by the EU.
- IAS 27 (Amendment) "Separate Financial Statements". This Standard is issued concurrently with IFRS 10 and together, the two IFRSs supersede IAS 27 "Consolidated and Separate Financial Statements". The amended IAS 27 prescribes the accounting and disclosure requirements for investment in subsidiaries, joint ventures and associates when an entity prepares separate financial statements. At the same time, the Board relocated to IAS 27 requirements from IAS 28 "Investments in Associates" and IAS 31 "Interests in Joint Ventures" regarding separate financial statements.
- IAS 28 (Amendment) "Investments in Associates and Joint Ventures". IAS 28 "Investments in Associates and Joint Ventures" replaces IAS 28 "Investments in Associates". The objective of this Standard is to prescribe the accounting for investments in associates and to set out the requirements for the application of the equity method when accounting for investments in associates and joint ventures, following the issue of IFRS 11.
- Amendments to standards that form part of the IASB's 2011 annual improvements project. The amendments set out below describe the key changes to IFRSs following the publication in May 2012 of

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

the results of the IASB's annual improvements project. These amendments are effective for annual periods beginning on or after 1 January 2013.

- IAS 1 "Presentation of financial statements". The amendment clarifies the disclosure requirements for comparative information when an entity provides a third balance sheet either (a) as required by IAS 8 "Accounting policies, changes in accounting estimates and errors" or (b) voluntarily. This amendment is not expected to impact on the Group's financial statements.
- IAS 16 "Property, plant and equipment". The amendment clarifies that spare parts and servicing equipment are classified as property, plant and equipment rather than inventory when they meet the definition of property, plant and equipment, i.e. when they are used for more than one period.
- IAS 32 "Financial instruments: Presentation". The amendment clarifies that income tax related to distributions is recognised in the income statement and income tax related to the costs of equity transactions is recognised in equity, in accordance with IAS 12.
- IAS 34, 'Interim financial reporting'. The amendment clarifies the disclosure requirements for segment assets and liabilities in interim financial statements, in line with the requirements of IFRS 8 "Operating segments".
- b) The following amendments to standards and interpretations to existing standards are mandatory for the Group's accounting periods beginning on or after 1 January 2013 or later periods but are not applicable to the Group:
  - IAS 12 (Amendment) 'Income Taxes' with regard to Investment Property using the fair value model.
  - IFRIC 20 'Stripping Costs in the Production Phase of a Surface Mine', applicable only to costs incurred in surface mining activity.
  - IFRS 1 (Amendment) 'Government Loans'. The amendment sets out how a first-time adopter would account for a government loan with a below-market rate of interest when they perform transition to IFRSs.

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

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#### 3. FINANCIAL RISK MANAGEMENT

The Group's activities are primarily centred around its Downstream Oil & Gas assets; secondary or new activities relate to Petrochemicals, exploration of hydrocarbons and power generation and trading. As such, the Group is exposed to a variety of financial and commodity markets risks including foreign exchange and commodity price risk, credit risk, liquidity risk, cash flow risk and fair value interest-rate risk. In line with international best practices and within the context of local markets and legislative 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.

Details of the Group's risk management policies and assessment of the risks assumed in its business are disclosed in the notes to the annual consolidated financial statements for the year ended 31/12/2012. Given market developments since 2011, the key priority of the Group has been the management of Asset and Liabilities maturity profile and funding with respect to the completion of its strategic investment plan and liquidity risk for operations.

Overall the Group has c. €4,0-4,5 billion of capital employed which is driven from working capital and investment in fixed assets and its investment in DEPA Group. Mainly as a result of the decrease of business in the domestic market which is the key driver for working capital requirements and the collection of long overdue receivables from the state, current assets are mainly funded with current liabilities (excl. bank debt). Most of the bank debt has been used to finance the recently completed strategic investments (total new refinery investments c. €1,7 billion) and as a result, during the last years funding through debt has increased to 45-50% of total capital employed while the rest is financed through shareholders equity. The Group has started reducing its debt levels through utilization of the incremental operating cashflows, post completion and operation of the new Elefsina refinery, and plans to reduce these even further with the expected sale proceeds of its stake in DEPA. This will lead to lower Debt to Equity ratio, better matched A-L maturity profile as well as lower financing costs over the coming two years.

In line with its medium term financing plan, the Group has maintained a mix of long term and short term facilities by taking into consideration bank and debt capital markets' credit capacity as well as cash flow programming and commercial considerations. As a result, approximately 56% of total debt is financed by medium to long term committed credit lines while the rest is financed by short term working capital type revolving facilities. As part of the refinancing plan the Group proceeded with the following transactions during the first half of 2013:

- a) Refinancing of part of the term loan of \$1,160 million which matured in January 2013, with new committed three year credit facilities totaling €605 million. The balance of c. €300 million was repaid using existing Group own cash reserves.
- b) Issuance of an unrated Eurobond for €500 million with annual coupon of 8% and maturity of four years. The notes are redeemable at maturity (May 2017) and are listed in the Luxembourg Stock Exchange. The proceeds of the Eurobond were used to prepay existing indebtedness of €225 million while the balance is used for general corporate purposes.
- c) All short term committed or uncommitted facilities that matured in 2012 have been renewed or refinanced by similar credit facilities, provided mostly by Greek systemic banks.

Further details of the relevant loans and refinancing are provided in note 20, "Borrowings".

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### 4. ANALYSIS BY INDUSTRY SEGMENT

All critical operating decisions are made by the Group's Executive Committee, which reviews the Group's internal reporting in order to assess performance and allocate resources. Management has determined the operating segments based on these reports. The committee considers the business from a number of measures which may vary depending on the nature and evolution of a business segment by taking into account the risk profile, cash flow, product and market considerations.

Information on the revenue and profit regarding the Group's operating segments is presented below:

| For the six month period ended 30 June 2013  | Refining                    | E<br>Marketing      | exploration & Production | Petro-<br>chemicals | Gas &<br>Power        | Other 1                 | Inter-Segment        | Total                        |
|--|-----------------------------|---------------------|--------------------------|---------------------|-----------------------|-------------------------|----------------------|------------------------------|
| Sales Other operating income / (expense) - net   | 4.529.255<br>3.757          | 1.572.198<br>17.084 | 873                      | 159.528<br>(296)    | 293                   | 8.686<br>(5.186)        | (1.473.640)<br>1.297 | 4.797.193<br>16.656          |
| Operating profit / (loss) Currency exchange gains/ (losses)  | ( <b>172.289</b> )<br>2.519 | ( <b>1.409</b> ) 63 | (1.907)                  | <b>19.331</b> (1)   | (162)                 | ( <b>156</b> )<br>6.060 | -<br>-               | ( <b>156.592</b> )<br>8.641  |
| Profit / (loss) before tax, share of net result of associates & finance costs<br>Share of net result of associates | ( <b>169.770</b> )<br>(211) | ( <b>1.346</b> ) 79 | (1.907)                  | 19.330              | ( <b>162</b> ) 39.080 | 5.904                   | -<br>-               | ( <b>147.951</b> )<br>38.948 |
| Profit / (loss) after associates   | (169.981)                   | (1.267)             | (1.907)                  | 19.330              | 38.918                | 5.904                   | -                    | (109.003)                    |
| Finance (expense)/income - net   |                             |                     |                          |                     |                       |                         | _                    | (101.969)                    |
| Profit / (loss) before income tax  |                             |                     |                          |                     |                       |                         |                      | (210.972)                    |
| Income tax expense   |                             |                     |                          |                     |                       |                         |                      | 33.225                       |
| (Income)/Loss applicable to non-controlling interests  |                             |                     |                          |                     |                       |                         | _                    | 4.775                        |
| Profit $/$ (loss) for the period attributable to the owners of the parent  |                             |                     |                          |                     |                       |                         | _                    | (172.972)                    |

Intersegment sales primarily relate to sales from the refining segment to the marketing segment.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

| For the six month period ended 30 June 2012  | Refining           | E<br>Marketing        | Exploration & Production | Petro-<br>chemicals   | Gas &<br>Power        | Other 1 | Inter-Segment | Total                |
|--|--------------------|-----------------------|--------------------------|-----------------------|-----------------------|---------|---------------|----------------------|
| Sales  | 4.907.355          | 1.960.202             | -                        | 193.008               | 41                    | 7.965   | (1.989.643)   | 5.078.928            |
| Other operating income / (expense) - net   | 9.485              | 9.482                 | (82)                     | 1.699                 | (21)                  | (428)   | -             | 20.135               |
| Operating profit / (loss)  | 64.691             | (157)                 | (2.581)                  | 13.224                | (112)                 | 3.293   | -             | 78.358               |
| Currency exchange gains/ (losses)  | (25.951)           | (1.505)               | -                        | -                     | -                     | (65)    | -             | (27.521)             |
| Profit / (loss) before tax, share of net result of associates & finance costs<br>Share of net result of associates | <b>38.740</b> (69) | ( <b>1.662</b> )<br>8 | (2.581)                  | <b>13.224</b> (1.274) | ( <b>112</b> ) 32.806 | 3.228   | <u>-</u>      | <b>50.837</b> 31.471 |
| Profit / (loss) after associates   | 38.671             | (1.654)               | (2.581)                  | 11.950                | 32.694                | 3.228   | -             | 82.308               |
| Finance (expense)/income - net   |                    |                       |                          |                       |                       |         | _             | (21.148)             |
| Profit / (loss) before income tax  |                    |                       |                          |                       |                       |         |               | 61.160               |
| Income tax expense   |                    |                       |                          |                       |                       |         |               | (18.600)             |
| (Income)/Loss applicable to non-controlling interests  |                    |                       |                          |                       |                       |         | _             | 949                  |
| Profit $/$ (loss) for the period attributable to the owners of the parent  |                    |                       |                          |                       |                       |         | _             | 43.509               |

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### The segment assets and liabilities at 30 June 2013 are as follows:

|   |           | E         | Exploration & | Petro-    | Gas &   |           |               |           |
|---|-----------|-----------|---------------|-----------|---------|-----------|---------------|-----------|
|   | Refining  | Marketing | Production    | chemicals | Power   | Other 1   | inter-Segment | Total     |
| Total assets  | 5.580.117 | 1.437.013 | 14.721        | 236.875   | 665.725 | 1.049.502 | (1.715.429)   | 7.268.524 |
| Investments in associates                                 | 9.347     | 838       | -             | -         | 661.693 | -         | -             | 671.878   |
| Total liabilities   | 3.718.048 | 917.984   | 11.186        | 104.815   | 270     | 721.155   | (501.499)     | 4.971.959 |
| Net assets  | 1.862.069 | 519.029   | 3.535         | 132.060   | 665.455 | 328.347   | (1.213.930)   | 2.296.565 |
| Capital expenditure (six month period then ended)         | 31.103    | 5.755     | 9             | 354       | 1.192   | 41        | (1.110)       | 37.344    |
| Depreciation & Amortisation (six month period then ended) | 84.741    | 27.436    | 81            | 8.212     | 69      | 203       | -             | 120.742   |

### The segment assets and liabilities at 31 December 2012 are as follows:

|   |           | ]         | Exploration & | Petro-    | Gas &   |           |              |           |
|---|-----------|-----------|---------------|-----------|---------|-----------|--------------|-----------|
|   | Refining  | Marketing | Production    | chemicals | Power   | Other I   | nter-Segment | Total     |
| Total assets                            | 5.341.011 | 1.443.774 | 12.559        | 245.059   | 640.845 | 1.234.260 | (1.513.484)  | 7.404.024 |
| Investments in associates               | 9.736     | 759       | -             | (451)     | 635.712 | -         | -            | 645.756   |
| Total liabilities                       | 3.310.512 | 853.596   | 7.613         | 118.136   | 2.383   | 899.390   | (284.660)    | 4.906.970 |
| Net assets                              | 2.030.499 | 590.178   | 4.946         | 126.923   | 638.462 | 334.870   | (1.228.824)  | 2.497.054 |
| Capital expenditure (full year)         | 493.876   | 20.655    | -             | 712       | 2.838   | 14        | -            | 518.095   |
| Depreciation & Amortisation (full year) | 101.138   | 58.652    | 932           | 17.384    | 54      | 420       | -            | 178.580   |

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### 5. SELLING, DISTRIBUTION AND ADMINISTRATIVE EXPENSES

|                                   | For the six month p | eriod ended  | For the three month period ended |              |  |
|-----------------------------------|---------------------|--------------|----------------------------------|--------------|--|
|                                   | 30 June 2013        | 30 June 2012 | 30 June 2013                     | 30 June 2012 |  |
| Selling and distribution expenses | 154.729             | 142.960      | 76.997                           | 66.529       |  |
| Administrative expenses           | 61.422              | 61.170       | 31.531                           | 31.526       |  |
|                                   | 216.151             | 204.130      | 108.528                          | 98.055       |  |

### 6. OTHER OPERATING INCOME / (EXPENSES) AND OTHER GAINS / (LOSSES)

Other operating income / (expenses) – net include income or expenses which do not relate to the trading activities of the Group. Included in Other operating income / (expenses) in the interim consolidated financial information for the six month period ended 30 June 2013 are  $\epsilon$ 9 million that relate to an indemnity payable by BP Greece Limited to the Group. This indemnity is to compensate for additional income tax liabilities of Hellenic Fuels S.A. relating to periods prior to its acquisition by the Group that were imposed following the completion of a tax audit in 2013 (See Note 10). Also included in Other operating income/(expenses) is the impact of the Cyprus bank deposits haircut ( $\epsilon$ 4,3 million). Other operating gains / (losses) include gains / (losses) from de-designation of cash flow hedges (see Note 22).

#### 7. FINANCE (EXPENSES)/INCOME – NET

|                                      | For the six month p | eriod ended  | For the three month period ended |              |  |
|--------------------------------------|---------------------|--------------|----------------------------------|--------------|--|
|                                      | 30 June 2013        | 30 June 2012 | 30 June 2013                     | 30 June 2012 |  |
| Interest income                      | 3.668               | 6.537        | 2.045                            | 2.778        |  |
| Interest expense and similar charges | (105.637)           | (27.685)     | (56.683)                         | (12.502)     |  |
| Finance (expenses)/income -net       | (101.969)           | (21.148)     | (54.638)                         | (9.724)      |  |

The increase in Interest charges is affected by the following items:

- Comparatives in 2012, until the completion of the Elefsina refinery, include only part of interest payments as construction period interest is included within total investment costs of the new Elefsina refinery (See also note 6 Fixed Assets, in 2012 Full Year financial statements).
- Following the refinancing of the 2007 RCF facility of \$ 1.160 million, average interest costs for the total borrowings of the Group has risen by c. 2.0%.
- Maintenance of excess cash balances in line with risk management policy adopted by the Group during the last year with a negative carry cost in excess of 5% p.a. Part of this cash is temporarily used as cash collateral in respect of EIB loan facility (see note 20 on loans).

### 8. CURRENCY EXCHANGE GAINS / (LOSSES)

Foreign currency exchange gains of  $\Theta$  million during the six month period to June 2013 are driven by (a) realized gains on settlement of US\$ denominated loans, due to the weakening of the US\$ against Euro at 31 January 2013 (repayment of term loan of \$1.160 million) compared to the beginning of the year and (b) realized gains in US\$ denominated cash balances due to the strengthening of the US\$ against Euro during the remaining period up until 30 June 2013.

#### 9. SHARE OF NET RESULT OF ASSOCIATES

The amounts represent the net result from associated companies accounted for on an equity basis.

|   | For the six month period ended |              | For the three month period ended |              |  |
|---|--------------------------------|--------------|----------------------------------|--------------|--|
|   | 30 June 2013                   | 30 June 2012 | 30 June 2013                     | 30 June 2012 |  |
| Public Natural Gas Corporation of Greece (DEPA) | 39.483                         | 33.319       | 8.509                            | 15.256       |  |
| Other associates                                | (535)                          | (1.848)      | (1.248)                          | (3.675)      |  |
| Total   | 38.948                         | 31.471       | 7.261                            | 11.581       |  |
|   |                                |              |                                  |              |  |

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

An alternative analysis of DEPA Group results is presented below:

|                                 | For the six mo                       | nth period ended                     | For the three month period ended     |                                      |  |  |
|---------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--|--|
|                                 | 30 June 2013<br>(Unaudited Proforma) | 30 June 2012<br>(Unaudited Proforma) | 30 June 2013<br>(Unaudited Proforma) | 30 June 2012<br>(Unaudited Proforma) |  |  |
| EBITDA                          | 111.728                              | 166.150                              | 41.068                               | 88.291                               |  |  |
| Income before Tax<br>Income Tax | 94.601<br>(9.052)                    | 125.516<br>(30.318)                  | 36.461<br>(12.117)                   | 60.282<br>(16.692)                   |  |  |
| Net income                      | 85.549                               | 95.198                               | 24.344                               | 43.590                               |  |  |
| Income accounted in Helpe Group | 39.483                               | 33.319                               | 8.509                                | 15.256                               |  |  |

#### Sale of DESFA

On the 16 February 2012, HELPE and the Hellenic Republic Asset Development Fund (HRADF) (jointly the "Sellers") agreed to launch a joint sale process of their shareholding in DEPA Group aiming to sell in total 100% of the supply and trading activities and the shareholding of regional supply companies (DEPA SA and EPAs which are 51% subsidiaries of DEPA SA) and 66% of the high pressure transmission network (DESFA - 100% subsidiary of DEPA SA). This agreement was approved by HELPE's EGM, dated on the 30 January 2012 and the decision specifically requires that any such transaction will be subject to the approval of a new EGM.

The sales process resulted in three non-binding offers received on 5 November 2012 and at the final stage, one binding offer for the purchase of 66% of DESFA shares by SOCAR (Azerbaijan's Oil and Gas National Company). The offer which was improved following negotiations between the Sellers and the prospective buyer, is for €400 million for 66% of DESFA; i.e. €212,1 million for HELPE's 35% effective shareholding. Given that at present DESFA SA is a 100% subsidiary of DEPA, in order to complete the transaction, DESFA will be "unbundled" through a share distribution (treated as capital reduction of DEPA SA), to the two existing shareholders/sellers (i.e. HELPE 35% and HRADF 65%). Thus, once all approvals from the competent authorities are received, SOCAR will buy 35% directly from HELPE and 31% from HRADF.

On 2 August 2013 the Board of Directors of HELPE considered the offer for the sale of its 35% effective interest in DESFA as acceptable, and called for an Extraordinary General Meeting of the shareholders of the Company for 2 September 2013 seeking to approve the transaction.

Prior to the Board of Director's meeting, the previous day, on 1 August 2013 the board of directors of HRADF had unanimously accepted the improved offer of SOCAR.

The Group consolidates DEPA on an equity basis and the carrying value of the investment in the consolidated financial statements reflect HELPE's 35% share of the net asset value of the DEPA group which as at 30 June 2013 is €578 million. Furthermore the carrying value in HELPE SA financial statements for the DEPA group is €237 million. These amounts were assessed for impairment, at 30 June 2013, based on the requirements of IAS 36 and no indication of impairment was identified.

Given that the transaction can only be completed upon receiving the approval of the EGM and the relevant competent authorities, and given the timing of such approvals and the unbundling process that is still be concluded, management considers it appropriate to maintain the policy of including DEPA Group as an associate at the date of this financial information.

#### 10. INCOME TAXES

The basic tax rate used for Hellenic Petroleum S.A. was 26% for the period ending 30 June 2013 (30 June 2012: 20%). No provision for special contribution has been included in the results for the six month period to 30 June 2013, as a relevant tax law has not yet been enacted. The resulting negative impact on deferred tax charge from the change in tax rate for the period ended 30 June 2013 is approximately €11 million.

Since the year ended 31 December 2011, all Greek companies have to be audited on an annual basis by their statutory auditor in respect of compliance with tax law, correct submission of tax returns and identification of any unrecorded tax liabilities in the accounts. This audit leads to the issuance of a Tax Certificate which under certain conditions, substitutes the full tax audit by the tax authorities and allows the Group to treat its tax position as fully compliant and final. All of

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

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the Group's Greek subsidiaries falling under this law have undergone this tax audit for the year ended 31 December 2012 and the auditors are expected to issue an unqualified Tax Certificate.

The parent Company has not undergone a full tax audit for the financial year ended 31 December 2010.

In February 2013 the tax audits for the financial years 2006 to 2009 of Hellenic Petroleum S.A. were finalized, the outcome of which resulted in disallowable expenses of  $\in$ 29 million, against which  $\in$ 14,5 million approximately of additional taxes and surcharges were assessed. Moreover the aforementioned tax audits also resulted in additional property taxes of a total amount of  $\in$ 4 million. The Company intends to accept only a part of the assessed amounts and adequate provisions already exist in the accounts. Amounts which are not accepted will be challenged through legal channels.

A full tax audit was also completed for Hellenic Fuels S.A. for the years 2005-2009 (years prior to the acquisition of Hellenic Fuels S.A. by the Group from BP Greece Ltd) which resulted in total additional taxes of €31 million which were accepted and payments of the relevant instalments have already begun. The whole of this amount will be covered by BP Greece Ltd (Seller) in accordance with the indemnification provisions of the relevant Sales and Purchase Agreement and there is no net impact for the Group.

Furthermore provisional VAT audits have been completed for:

- Hellenic Petroleum S.A. for the period up to and including December 2012,
- EKO S.A. for the years 2008-2012.

In total, amounts of €277 million were audited and confirmed, which were netted off against each Company's tax liabilities

Management believes that no additional material liability will arise as a result of open tax years over and above the tax liabilities and provisions recognised in the condensed interim consolidated financial information for the period ended 30 June 2013.

#### 11. EARNINGS PER SHARE

Diluted earnings per ordinary share are not materially different from basic earnings per share. Basic earnings per share are calculated by dividing the net profit attributable to equity holders of the company by the weighted average number of ordinary shares in issue during the period.

|   | For the six month period er 30 June 2013 | nded<br>30 June 2012 | For the three mon<br>30 June 2013 | th period ended<br>30 June 2012 |
|---|--|----------------------|-----------------------------------|---------------------------------|
| Earnings per share attributable to the Compa<br>Shareholders (expressed in Euro per share): | ny (0,57)                                | 0,14                 | (0,31)                            | (0,09)                          |
| Net income attributable to ordinary shares (Euro in thousands)                              | (172.972)                                | 43.509               | (95.148)                          | (27.593)                        |
| Average number of ordinary shares outstanding   | 305.635.185                              | 305.635.185          | 305.635.185                       | 305.635.185                     |

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### 12. PROPERTY, PLANT AND EQUIPMENT

|  | Land     | Ruildings            | Plant &                   | Motor<br>vehicles     | Furniture<br>and<br>fixtures | Assets<br>Under Con-<br>struction | Total                     |
|--|----------|----------------------|---------------------------|-----------------------|------------------------------|-----------------------------------|---------------------------|
| Cost   | Lanu     | Dunuings             | Macinitei y               | venicles              | lixtuies                     | Sti uction                        | Total                     |
| As at 1 January 2012                                       | 290.253  | 579.804              | 2.430.937                 | 82.556                | 136.090                      | 1.633.065                         | 5.152.705                 |
| Additions  | 1.951    | 789                  | 2.909                     | 273                   | 1.363                        | 211.587                           | 218.872                   |
| Capitalised projects                                       | -        | 4.384                | 54.739                    | 943                   | 360                          | (60.426)                          | -                         |
| Disposals  | -        | (241)                | (614)                     | (240)                 | (199)                        | (740)                             | (2.034)                   |
| Currency translation effects                               | (2.294)  | (3.561)              | (922)                     | 15                    | (7)                          | (162)                             | (6.931)                   |
| Transfers and other movements                              | (126)    | (275)                | (163)                     | (14)                  | (93)                         | (1.139)                           | (1.810)                   |
| As at 30 June 2012   | 289.784  | 580.900              | 2.486.886                 | 83.533                | 137.514                      | 1.782.185                         | 5.360.802                 |
| Accumulated Depreciation                                   |          |                      |                           |                       |                              |                                   |                           |
| As at 1 January 2012                                       | -        | 301.029              | 1.497.533                 | 41.643                | 108.404                      | -                                 | 1.948.609                 |
| Charge for the period                                      | -        | 11.227               | 54.802                    | 2.440                 | 5.079                        | -                                 | 73.548                    |
| Disposals  | -        | (185)                | (328)                     | (235)                 | (62)                         | -                                 | (810)                     |
| Currency translation effects Transfers and other movements | -        | (757)                | (632)                     | 35                    | (9)                          | -                                 | (1.363)                   |
| As at 30 June 2012   | -        | 78<br><b>311.392</b> | (116)<br><b>1.551.259</b> | (14)<br><b>43.869</b> | (78)<br>113.334              | -                                 | (130)<br><b>2.019.854</b> |
| As at 50 June 2012   | <u> </u> | 311.392              | 1.551.259                 | 43.809                | 113.334                      |                                   | 2.019.054                 |
| Net Book Value at 30 June 2012                             | 289.784  | 269.508              | 935.627                   | 39.664                | 24.180                       | 1.782.185                         | 3.340.948                 |
| Cost   |          |                      |                           |                       |                              |                                   |                           |
| As at 1 July 2012  | 289.784  | 580.900              | 2.486.886                 | 83.533                | 137.514                      | 1.782.185                         | 5.360.802                 |
| Additions  | 29       | 1.495                | 4.804                     | 586                   | 2.357                        | 288.233                           | 297.504                   |
| Capitalised projects                                       | 177      | 267.590              | 1.640.604                 | 3.695                 |                              | (1.912.407)                       | -                         |
| Disposals  | (451)    | (802)                | (6.591)                   | (451)                 | (673)                        | (322)                             | (9.290)                   |
| Currency translation effects                               | 383      | 643                  | 287                       | (14)                  | (151)                        | (1.402)                           | 1.334                     |
| Transfers and other movements                              | (1.531)  | (2.014)              | (514)                     | (28)                  | (151)                        | (1.403)                           | (5.641)                   |
| As at 31 December 2012                                     | 288.391  | 847.812              | 4.125.476                 | 87.321                | 139.391                      | 156.318                           | 5.644.709                 |
| Accumulated Depreciation                                   |          |                      |                           |                       |                              |                                   |                           |
| As at 1 July 2012  | -        | 311.392              | 1.551.259                 | 43.869                | 113.334                      | -                                 | 2.019.854                 |
| Charge for the period                                      | -        | 13.785               | 61.253                    | 2.610                 | 4.929                        | -                                 | 82.577                    |
| Disposals  | -        | (330)                | (5.566)                   | (394)                 | (787)                        | -                                 | (7.077)                   |
| Currency translation effects                               | -        | 179                  | 176                       | (35)                  | (8)                          | -                                 | 312                       |
| Transfers and other movements                              | -        | (721)                | (210)                     | (34)                  | (74)                         | -                                 | (1.039)                   |
| As at 31 December 2012                                     | -        | 324.305              | 1.606.912                 | 46.016                | 117.394                      | -                                 | 2.094.627                 |
| Net Book Value at 31 December 2012                         | 288.391  | 523.507              | 2.518.564                 | 41.305                | 21.997                       | 156.318                           | 3.550.082                 |
| a .  |          |                      |                           |                       |                              |                                   |                           |
| Cost As at 1 January 2013                                  | 288.391  | Q/7 Q12              | A 125 A76                 | Q7 221                | 130 201                      | 156 210                           | 5.644.709                 |
| As at 1 January 2013 Additions                             | 10       | <b>847.812</b> 1.232 | <b>4.125.476</b> 2.907    | <b>87.321</b> 200     | 139.391<br>1.271             | <b>156.318</b> 31.261             | 36.881                    |
| Capitalised projects                                       | -        | 3.684                | 14.374                    | 121                   | 771                          | (18.950)                          | 30.881                    |
| Disposals  | (503)    | (2.427)              | (3.524)                   | (600)                 | (470)                        | (264)                             | (7.788)                   |
| Currency translation effects                               | (95)     | (310)                | (364)                     | (5)                   | (18)                         | (6)                               | (798)                     |
| Transfers and other movements                              | 124      | 207                  | 1.016                     | (1)                   | (54)                         | (7.039)                           | (5.747)                   |
| As at 30 June 2013   | 287.927  | 850.198              | 4.139.885                 | 87.036                | 140.891                      | 161.320                           | 5.667.257                 |
| Accumulated Depreciation                                   |          |                      |                           |                       |                              |                                   |                           |
| As at 1 January 2013                                       | -        | 324.305              | 1.606.912                 | 46.016                | 117.394                      | -                                 | 2.094.627                 |
| Charge for the period                                      | -        | 16.275               | 89.498                    | 2.372                 | 4.224                        | -                                 | 112.369                   |
| Disposals  | -        | (1.765)              | (3.361)                   | (549)                 | (465)                        | -                                 | (6.140)                   |
| Currency translation effects                               | -        | (197)                | (225)                     | (2)                   | (20)                         | -                                 | (444)                     |
| Transfers and other movements                              | -        | 3                    | (118)                     | (1)                   | (59)                         | -                                 | (175)                     |
| As at 30 June 2013   | -        | 338.621              | 1.692.706                 | 47.836                | 121.074                      | -                                 | 2.200.237                 |
| Net Book Value at 30 June 2013                             | 287.927  | 511.577              | 2.447.179                 | 39.200                | 19.817                       | 161.320                           | 3.467.020                 |

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

- (a) The major capitalised projects occurring in 2012 mainly include amounts relating to the cost of the upgraded Elefsina refinery, moved from commissioning to commercial operation in December 2012.
- (b) 'Transfers and other movements' in assets under construction mainly relate to the transfer of spare parts for the upgraded Elefsina units from fixed assets to inventories, in line with the Group's accounting policies.

### 13. INTANGIBLE ASSETS

| Goodwill Rights software Rights Other  |                    |
|--|--------------------|
| Cost   | r Total            |
|  | 0 200 400          |
| As at 1 January 2012 138.983 49.679 79.182 32.536 80.02<br>Additions - 183 62  | <b>380.400</b> 247 |
| Currency translation effects and other movements - 326 622 (54   |                    |
| As at 30 June 2012 138.983 49.679 79.691 33.220 79.47  |                    |
| Accumulated Amortisation   |                    |
| As at 1 January 2012 71.829 15.114 69.369 19.036 27.17   | 7 202.525          |
| Charge for the period - 2.053 1.247 1.413 5.64   |                    |
| Currency translation effects and other movements (15) - (15)   |                    |
| As at 30 June 2012 71.829 17.167 70.601 20.449 32.81   |                    |
| Net Book Value at 30 June 2012 67.154 32.512 9.090 12.771 46.60  | 8 168.195          |
|  |                    |
| Cost<br>As at 1 July 2012 138.983 49.679 79.691 33.220 79.47   | 9 381.052          |
| Additions 500 9 764 25 17  |                    |
| Disposals - (2.207) (52) -   | - (2.259)          |
| Currency translation effects and other movements (112) - 2.046 (622)   |                    |
| As at 31 December 2012 139.371 47.481 82.449 32.623 79.80  | 0 381.784          |
| Accumulated Amortisation   |                    |
|  | 1 212.857          |
| As at 1 July 2012       71.829       17.167       70.601       20.449       32.81         Charge for the period       -       2.616       3.593       170       5.71 |                    |
| Disposals - (1.489) (2) -  | - (1.491)          |
| Currency translation effects and other movements - 2 -   | 2 4                |
| As at 31 December 2012 71.829 18.294 74.194 20.619 38.52   |                    |
| Net Book Value at 31 December 2012 67.542 29.187 8.255 12.004 41.33  | 2 158.320          |
|  |                    |
| <u>Cost</u><br>As at 1 January 2013 139.371 47.481 82.449 32.623 79.86   | 0 381.784          |
|  | 3 463              |
| Disposals (60) (703)   | - (763)            |
| Currency translation effects and other movements - 1.247 21  | 2 1.270            |
| As at 30 June 2013 139.311 46.778 84.095 32.655 79.91  | 5 382.754          |
| Accumulated Amortisation   |                    |
| As at 1 January 2013 71.829 18.294 74.194 20.619 38.52   | 8 223.464          |
| Charge for the period - 2.051 1.452 811 4.05   |                    |
| Disposals - (206)  | - (206)            |
| Currency translation effects and other movements (   |                    |
| As at 30 June 2013 71.829 20.139 75.646 21.430 42.58   | 5 231.629          |
| Net Book Value at 30 June 2013 67.482 26.639 8.449 11.225 37.33  | 0 151.125          |

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### 14. LOANS ADVANCES AND OTHER RECEIVABLES

|   | As at               |                         |  |
|---|---------------------|-------------------------|--|
|   | <b>30 June 2013</b> | <b>31 December 2012</b> |  |
| Loans and advances                          | 40.807              | 42.954                  |  |
| Other long term assets                      | 68.983              | 72.101                  |  |
| Total                                       | 109.790             | 115.055                 |  |
| 15. INVENTORIES                             |                     |                         |  |
|   | As                  | at                      |  |
|   | 30 June 2013        | <b>31 December 2012</b> |  |
| Crude oil                                   | 332.722             | 349.802                 |  |
| Refined products and semi-finished products | 616.809             | 757.803                 |  |
| Petrochemicals                              | 25.233              | 31.799                  |  |

The amount of the write-down of inventories (stock devaluation) recognized as an expense in the 1<sup>st</sup> half of 2013 and included in "Cost of sales" is €2 million (six months to 30 June 2012: €10 million).

92.750

(7.132)

1.060.382

86.534

(5.816)

1.220.122

Hellenic Petroleum SA keeps crude oil and refined products stocks in excess of its normal operating stock levels in order to fulfil the EU requirement for compulsory Stock obligations (90 days stock directive), as legislated by Greek Law 3054/2002. At the end of 2011, the Group participated in a structure commonly used in other European markets whereby part of the stock obligations are delegated to other companies most commonly established as dedicated finance vehicles. Under this structure, Hellenic Petroleum SA has delegated part of this obligation to OTSM SA reducing its stock holding by approximately 300.000 MT. The Group retains an interest of 48% in OTSM SA, which is classified in Investments in Associates.

### 16. TRADE AND OTHER RECEIVABLES

Consumable materials and other spare parts

Total

- Less: Provision for consumables and spare parts

|   | As at        |                         |  |  |
|---|--------------|-------------------------|--|--|
|   | 30 June 2013 | <b>31 December 2012</b> |  |  |
| Trade receivables                               | 733.336      | 670.765                 |  |  |
| - Less: Provision for impairment of receivables | (163.688)    | (162.374)               |  |  |
| Trade receivables net                           | 569.648      | 508.391                 |  |  |
| Other receivables                               | 315.644      | 281.772                 |  |  |
| - Less: Provision for impairment of receivables | (28.563)     | (28.230)                |  |  |
| Other receivables net                           | 287.081      | 253.542                 |  |  |
| Deferred charges and prepayments                | 27.182       | 28.527                  |  |  |
| Total   | 883.911      | 790.460                 |  |  |

As part of its working capital management the Group utilises factoring facilities to accelerate the collection of cash from its customers in Greece. Non-recourse factoring, is excluded from balances shown above.

Other receivables include balances in respect of VAT, income tax prepayment, advances to suppliers and advances to personnel. This balance includes an amount of €54m (31 December 2012: €54m) of VAT approved refunds which

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

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has been withheld by the customs office in respect of a dispute about stock shortages (see note 28). Against this action the Group has filed a specific legal objection claim and expects to fully recover this amount following the conclusion of the relevant legal proceedings.

### 17. CASH, CASH EQUIVALENTS AND RESTRICTED CASH

|  | As at        |                         |  |  |
|--|--------------|-------------------------|--|--|
|  | 30 June 2013 | <b>31 December 2012</b> |  |  |
| Cash at Bank and in Hand                         | 589.877      | 679.519                 |  |  |
| Short term bank deposits                         | 105.886      | 21.542                  |  |  |
| Cash and Cash Equivalents                        | 695.763      | 701.061                 |  |  |
| Restricted Cash                                  | 200.000      | 200.000                 |  |  |
| Total Cash, Cash Equivalents and Restricted Cash | 895.763      | 901.061                 |  |  |

Restricted cash pertained to the renewal of a cash collateral arrangement to secure a €200 million loan concluded with Hellenic Petroleum S.A and Piraeus Bank, in relation to the Company's €200 million Facility Agreement with the European Investment Bank for which Piraeus Bank has provided a guarantee maturing on 15 June 2014 (Note 20).

The effect of the loan and the deposit is a grossing up of the Statement of Financial Position but with no effect to the Net Debt position of the Group.

#### 18. SHARE CAPITAL

|   | Number of<br>Shares<br>(authorised<br>and issued) | Share<br>Capital | Share<br>premium | Total     |
|---|---|------------------|------------------|-----------|
| As at 1 January 2012 & 31 December 2012 | 305.635.185                                       | 666.285          | 353.796          | 1.020.081 |
| As at 30 June 2013                      | 305.635.185                                       | 666.285          | 353.796          | 1.020.081 |

All ordinary shares were authorised, issued and fully paid. The nominal value of each ordinary share is €2,18 (31 December 2012: €2,18).

Share options

During the Annual General Meeting (AGM) of Hellenic Petroleum S.A. held on 25 May 2005, a share option scheme was approved, based on years 2005 – 2007, with the intention to link the number of share options granted to employees with the results and performance of the Company and its management. The AGM of Hellenic Petroleum S.A of 31 May 2006 has approved and granted stock options for the year 2005 of 272.100 shares. The AGM of 17 May 2007 has approved and granted stock options for the year 2006 of 408.015 shares. The AGM of 14 May 2008 has approved and granted stock options for the year 2007 of 385.236 shares and extended the scheme for an additional base year, namely 2008. The AGM of 3 June 2009 has approved and granted stock options for the year 2008 of 1.704.716 shares and extended the scheme for 2009. The vesting period is 1 November to 5 December of the years 2008 – 2012, 2009 – 2013, 2010 – 2014 and 2011 – 2015 for each of the base years 2005, 2006, 2007 and 2008 respectively.

Following the Board Decision of 27 April 2010, the AGM of Hellenic Petroleum held on 2 June 2010 approved the non – granting of any stock options for the year 2009, as a result of the adverse macroeconomic environment and extended the scheme for an additional base year, 2010, for which the vesting period will commence in 2012. Similarly the AGM of Hellenic Petroleum held on 29 June 2011 validated the Board Decision of 7 June 2011 and approved the non – granting of any stock options for the year 2010 and extended the scheme for an additional base

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

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year, namely 2011, for which the vesting period will commence in 2012. The total number of stock options approved during the original AGM of 25 May 2005 has not been altered by the subsequent extensions to the scheme.

The Annual General Meeting of Hellenic Petroleum S.A. of 28 June 2012 approved the completion of the scheme and granted the remaining stock options for 1.479.933 shares for the year 2011. The vesting period is 1 November to 5 December of the years 2014 - 2018.

Since the vesting period is 1 November to 5 December of each respective year, no stock options were exercised during the six month period ended 30 June 2013. Moreover, no stock options have been exercised to date, due to the negative relationship between the exercise price and the share market price during the respective vesting periods. Stock based compensation expense was immaterial for the six month periods ended 30 June 2013 and 2012.

#### 19. RESERVES

|  |                   |                  | S               | Share-based        |                 |                   |         |
|--|-------------------|------------------|-----------------|--------------------|-----------------|-------------------|---------|
|  | Statutory reserve | Special reserves | Hedging reserve | payment<br>reserve | Tax<br>reserves | Other<br>Reserves | Total   |
| Balance at 1 January 2012  | 113.792           | 98.420           | (67.150)        | 3.637              | 351.322         | (6.879)           | 493.142 |
| Cash Flow hedges (Note 22)   | 113.772           | 70.420           | (07.130)        | 3.037              | 331,322         | (0.07)            | 7/3.172 |
| - Fair value gains / (losses) on cash flow hedges - Derecognition of gains/(losses) on hedges through                          | -                 | -                | 11.336          | -                  | -               | -                 | 11.336  |
| comprehensive income   | -                 | -                | 2.425           | -                  | -               | -                 | 2.425   |
| Fair value gains on available-for-sale financial assets  | -                 | -                | -               | -                  | -               | (9)               | (9)     |
| Translation exchange differences   |                   | -                | -               | -                  | -               | 1.038             | 1.038   |
| Balance at 30 June 2012  | 113.792           | 98.420           | (53.389)        | 3.637              | 351.322         | (5.850)           | 507.932 |
| Cash Flow hedges (Note 22)   |                   |                  |                 |                    |                 |                   |         |
| <ul> <li>Fair value gains / (losses) on cash flow hedges</li> <li>Derecognition of gains/(losses) on hedges through</li> </ul> | -                 | -                | (8.185)         | -                  | -               | -                 | (8.185) |
| comprehensive income   | -                 | -                | 24.600          | -                  | -               | -                 | 24.600  |
| Share-based payments   | -                 | -                | -               | 252                | -               | -                 | 252     |
| Transfer to statutory reserves   | 4.876             | -                | -               | -                  | -               | -                 | 4.876   |
| Fair value gains on available-for-sale financial assets  | -                 | -                | -               | -                  | -               | (91)              | (91)    |
| Translation exchange differences   |                   | -                | -               | -                  | -               | (2.086)           | (2.086) |
| Balance at 31 December 2012 and 1 January 2013   | 118.668           | 98.420           | (36.974)        | 3.889              | 351.322         | (8.027)           | 527.298 |
| Cash Flow hedges (Note 22)   |                   |                  |                 |                    |                 |                   |         |
| - Fair value gains / (losses) on cash flow hedges - Derecognition of gains/(losses) on hedges through                          | -                 | -                | 2.593           | -                  | -               | -                 | 2.593   |
| comprehensive income   | -                 | -                | 24.027          | -                  | -               | -                 | 24.027  |
| Fair value gains on available-for-sale financial assets  | -                 | -                | -               | -                  | -               | (9)               | (9)     |
| Translation exchange differences   |                   | -                | -               | -                  | -               | (704)             | (704)   |
| As at 30 June 2013   | 118.668           | 98.420           | (10.354)        | 3.889              | 351.322         | (8.740)           | 553.205 |

### Statutory reserves

Under Greek law, corporations are required to transfer a minimum of 5% of their annual net profit as reflected in their statutory books to a statutory reserve until such reserve equals one third of outstanding share capital. This reserve cannot be distributed during the existence of the corporation, but can be used to offset accumulated losses.

#### Special reserves

Special reserves primarily relate to reserves arising from tax revaluations which have been included in the company accounts in accordance with the relevant legislation in prior years. Where considered appropriate deferred tax provisions are booked in respect of these reserves.

#### Tax reserves

Tax reserves include:

(i) Tax reserves are retained earnings which have not been taxed with the prevailing corporate income tax rate as allowed by Greek law under various statutes. Certain of these retained earnings will become liable to tax at the rate prevailing at the time of distribution to shareholders or conversion to share capital. Distributions to shareholders and conversions to share capital are not normally anticipated to be made through these reserves.

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(ii) Partially taxed reserves are retained earnings, which have been taxed at a rate less than the corporate tax rate as allowed by Greek law. Certain of these retained earnings will be subject to the remaining tax up to the corporate tax rate prevailing at the time of distribution to shareholders or conversion to share capital.

#### 20. BORROWINGS

|  | As at                                   |  |  |  |
|--|---|--|--|--|
|  | 30 June 2013                            | <b>31 December 2012</b>                        |  |  |
| Non-current borrowings   |   |  |  |  |
| Bank borrowings  | 1.380.397                               | 377.778  |  |  |
| Finance leases   | 5.218                                   | 5.496  |  |  |
| Total non-current borrowings   | 1.385.615                               | 383.274  |  |  |
| Current borrowings Short term bank borrowings Current portion of long-term bank borrowings Finance leases - current portion Total current borrowings | 1.222.597<br>91.009<br>542<br>1.314.148 | 2.352.051<br>22.529<br>517<br><b>2.375.097</b> |  |  |
| Total borrowings   | 2.699.763                               | 2.758.371                                      |  |  |

Gross borrowings of the Group by maturity as at 30 June 2013 and December 2012 are summarised on the table below (amounts in € million):

|  |         |          | Balance as at | Balance as at    |
|--|---------|----------|---------------|------------------|
|  | Company | Maturity | 30 June 2013  | 31 December 2012 |
| 1. Syndicated Loan \$1.180 million (drawn partly in US\$ and partly in Euro) | HPF plc | Jan 2013 | -             | 884              |
| 2a. Syndicated bond loan €140 million  | HPF plc | Jan 2016 | 134           | -                |
| 2b. Syndicated bond loan €465 million  | HP SA   | Jan 2016 | 448           | =                |
| 3. Bond loan €400 million  | HP SA   | Jun 2014 | 225           | 225              |
| 4. European Investment Bank ("EIB")Term loan                                 | HP SA   | Jun 2022 | 400           | 400              |
| 5. Bond loan €225 million  | HP SA   | Dec 2013 | -             | 222              |
| 6. Eurobond  | HPF plc | May 2017 | 489           | -                |
| 7. Bilateral lines   | Various | Various  | 998           | 1.021            |
| 8. Finance leases  | Various | Various  | 6             | 6                |
| Total  |         |          | 2.700         | 2.758            |

The Group manages its treasury functions in a centralised manner with coordination and control of all subsidiaries' funding and cash management activities by a central Treasury. To this extent, Hellenic Petroleum Finance plc (HPF) was established in November 2005 in the U.K. as a wholly-owned subsidiary of Hellenic Petroleum S.A. to act as the central treasury vehicle of the Hellenic Petroleum Group.

#### 1. Syndicated Loan \$1.180 million

On 2 February 2007 HPF signed a syndicated credit facility agreement of US\$ 1,18 billion with a maturity of five years and two extension options exercisable prior to the first and the second anniversary of the facility. A total of fifteen Greek and international financial institutions participated in the facility. The facility was guaranteed by the Parent Company and comprised of fixed term borrowings and revolving credit. In 2007 the Company exercised the first extension option of the facility to mature on 31 January 2013 to which all participating financial institutions consented, except for one bank whose participation amounted to US\$ 20 million hence reducing the facility to US\$ 1,16 billion. The facility could be drawn partly in US\$ and partly in Euro. The facility was repaid on maturity date, (31 January 2013), by using own cash reserves and the proceeds of facilities, as detailed under 2a and 2b below.

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(All amounts in Euro thousands unless otherwise stated)

### 2. Term loans of €605 million

As part of the refinancing plan, two credit facilities with identical terms and conditions were concluded with a Group of Greek and international banks:

- (a) A €465 million syndicated bond loan concluded by Hellenic Petroleum S.A. with the guarantee of Hellenic Petroleum Finance plc and a maturity of three years with gradual amortisation. The outstanding balance of the bond loan at 30 June 2013 was €448 million.
- (b) A €140 million syndicated credit facility concluded by Hellenic Petroleum Finance plc with the guarantee of Hellenic Petroleum S.A. and a maturity of three years with gradual amortization. The outstanding balance of the credit facility at 30 June 2013 was €134 million.

#### 3. Bond Loan €400 million

On 18 April 2006 HPF concluded a €300 million syndicated 364-day multi-currency revolving credit facility agreement with the guarantee of the Parent Company. During the last years, the facility had been increased to €400 million and renewed until 10 April 2012 when it was repaid and a bond loan facility of an equal amount was concluded between the Parent Company and the participating banks with maturity  $30^{th}$  June 2013. The facility was renewed at maturity for an additional year (until  $30^{th}$  June 2014) and has a six-month extension option. The total amount outstanding under the facility at 30 June 2013 was €225 million (31 December 2012: €225 million).

#### 4. EIB Term loans

On 26 May 2010, Hellenic Petroleum S.A. signed two loan agreements (Facilities A and B) with the European Investment Bank for a total amount of  $\epsilon$ 400 million ( $\epsilon$ 200 million each). The purpose of the loans was to finance part of the investment programme relating to the upgrade of the Elefsina Refinery. Both loans have a maturity of 12 years with amortization beginning in December 2013 and similar terms and conditions. Facility B is credit enhanced by a commercial bank guarantee. This is normal practice for EIB lending particularly during the construction phase of large projects. As at 30 June 2013, the outstanding loan balance amounted to  $\epsilon$ 400 million (31 December 2012:  $\epsilon$ 400 million).

### 5. Bond Loan €225 million

As part of it refinancing plans, Hellenic Petroleum S.A concluded a one year bond loan facility with Greek relationship banks. The facility was prepaid in May 2013 out of the proceeds of the new Eurobond.

### 6. Eurobond

During the first half of 2013, the Group proceeded with the issuance of a Eurobond of €500 million, with an annual coupon of 8% and maturity of four years. The notes are redeemable at maturity (May 2017) and are listed in the Luxembourg Stock Exchange. The proceeds of the Eurobond, were used to prepay existing indebtedness of €225 million (see loan facility 5 above) and for general corporate purposes.

### 7. Bilateral lines

The Group companies also have loans with various banks to cover predominantly their working capital financing needs. As at 30 June 2013, the outstanding balance of such loans amounted to approximately  $\in$ 1 billion (31 December 2012: approximately  $\in$ 1 billion). Out of these approximately  $\in$ 0,8 billion relate to short-term loans of the parent company Hellenic Petroleum S.A.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

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#### 21. RETIREMENT BENEFITS OBLIGATION

Due to the amendment of IAS19 relating to the recognition and measurement of defined benefit pension liability and termination benefits the Group has restated total comprehensive income, total equity and retirement benefit obligation of prior years as follows:

|   |                         | As at                   |
|---|-------------------------|-------------------------|
| Other comprehensive income  |                         | 30 June 2012            |
| Total comprehensive income before the application of the amended IAS 19     |                         | 14.661                  |
| Impact due to IAS 19 amendment  |                         | 10.498                  |
| Income Tax adjustment   |                         | (2.729)                 |
| Total comprehensive income after the application of the amended IAS 19      | -<br>-                  | 22.430                  |
|   | As at                   | As at                   |
| Total equity  | <b>31 December 2012</b> | 1 January 2012          |
| Total equity before the application of the amended IAS 19                   | 2.495.016               | 2.529.990               |
| Impact due to IAS 19 amendment  | 2.754                   | (18.242)                |
| Deferred Tax adjustment   | (716)                   | 4.743                   |
| Total equity after the application of the amended IAS 19                    | 2.497.054               | 2.516.491               |
|   |                         | As at                   |
| Retirement benefit obligations  |                         | <b>31 December 2012</b> |
| Retirement benefit obligations before the application of the amended IAS 19 |                         | 105.086                 |
| Impact due to IAS 19 amendment  |                         | (2.754)                 |
| Retirement benefit obligations after the application of the amended IAS 19  |                         | 102.332                 |

### 22. FAIR VALUES OF DERIVATIVE FINANCIAL INSTRUMENTS

|  | 30 June 2013 |             | 31 December 2012 |             |  |
|--|--------------|-------------|------------------|-------------|--|
|  | Assets       | Liabilities | Assets           | Liabilities |  |
| Derivatives designated as cash flow hedges |              |             |                  |             |  |
| Commodity swaps                            | 162          | 14.151      | 840              | 47.055      |  |
| Total cash flow hedges                     | 162          | 14.151      | 840              | 47.055      |  |
| Total                                      | 162          | 14.151      | 840              | 47.055      |  |
| Non-current portion Commodity swaps        | _            | _           | _                |             |  |
|  | _            |             | _                |             |  |
| Current portion                            |              |             |                  |             |  |
| Commodity swaps                            | 162          | 14.151      | 840              | 47.055      |  |
|  | 162          | 14.151      | 840              | 47.055      |  |
| Total -                                    | 162          | 14.151      | 840              | 47.055      |  |

### **Derivatives held for trading**

In the context of managing risk resulting from the volatility in the inventory values of products and crude oil, the Group enters into derivative contracts. To the extent that these contracts are not designated as hedges, they are categorized as

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

derivatives held-for-trading. The fair value of derivatives held-for-trading is recognized on the statement of financial position in "Trade and other receivables" and "Trade and other payables" if the maturity is less than 12 months and in "Loans, advances and other receivables" and "Other long term liabilities" if the maturity is more than 12 months. Changes in the fair value of these derivatives are charged to the Statement of comprehensive income either within "Other operating income / (expenses)" or "Cost of sales".

The instruments used for this risk management include commodity exchange traded contracts (ICE futures), full refinery margin forwards, product price forward contracts or options.

As part of managing operating and price risk, the Group engages in derivative transactions with 3<sup>rd</sup> parties with the intention of matching physical positions and trades or close proxies thereof and are therefore considered an integral part of "Cost of Sales". For the six months ended 30 June 2013 the amounts attributable to such derivatives were €7.560 loss (30 June 2012: €14.931 gain) included in "Cost of Sales". "Cost of Sales" also includes losses of €5.495 (€4.066 net of tax) for settlement of cash flow hedges related to the Elefsina Refinery Upgrade (30 June 2012: nil).

In certain cases it may not be possible to achieve a fully matched position, in which case the impact cannot be considered as a "Cost of Sales" component and is shown under "Other operating gains/(losses)". The result from such derivative positions for the six months ended 30 June 2013 was €19.396 loss (30 June 2012: €8.918 loss).

### Derivatives designated as cash flow hedges

The Group uses derivative financial instruments to manage certain exposures to fluctuations in commodity prices. In this framework, the Group has entered into a number of commodity price swaps which have been designated by the Group as cash flow hedges, have been evaluated and proven to be highly effective, and in this respect, any changes in their fair value are recorded within Equity. The fair value of the Commodity swaps at the end of the reporting period was recognised in "Long term derivatives", while changes in their fair value are recorded in reserves as long as the forecasted purchase of inventory is highly probable and the cash flow hedge is effective as defined in IAS 39.

When certain of the forecasted transactions cease to be highly probable, they are de-designated from cash flow hedges at which time amounts charged to reserves are transferred to the statement of comprehensive income within "Other operating gains/(losses)". As at 30 June 2013 amounts transferred to the statement of comprehensive income for dedesignated hedges amounted to €14.353 loss, net of tax (30 June 2012: €2.269 loss, net of tax) which related to valuation of projected transactions for the Elefsina upgraded refinery.

Amounts transferred to the statement of comprehensive income relating to commodity price swaps for the Elefsina upgraded refinery that were settled during the period, amounted to &4.066 loss, net of tax ((30 June 2012: nil) and are shown within "Cost of Sales", as explained above.

The remaining cash flow hedges are highly effective and the movement in the fair value of these derivatives, amounting to a gain of €2.593 net of tax (30 June 2012: €11.336 gain, net of tax), was transferred to the "Hedging Reserve" (see Note 19).

The maximum exposure to credit risk at the reporting date is the fair value of the derivative assets in the statement of financial position.

#### 23. PROVISIONS AND OTHER LONG TERM LIABILITIES

|  | As at        |                         |  |  |
|--|--------------|-------------------------|--|--|
|  | 30 June 2013 | <b>31 December 2012</b> |  |  |
| Government grants                          | 14.985       | 16.758                  |  |  |
| Litigation provisions                      | 8.093        | 8.073                   |  |  |
| Other provisions and long term liabilities | 10.208       | 10.643                  |  |  |
| Total                                      | 33.286       | 35.474                  |  |  |

Government grants

Advances by the Government to the Group's entities relate to property plant and equipment.

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### Other provisions

Amounts included in other provisions and long term liabilities relate to sundry operating items and risks arising from the Group's ordinary activities.

#### 24. TRADE AND OTHER PAYABLES

|                                    | As at        |                         |  |
|------------------------------------|--------------|-------------------------|--|
|                                    | 30 June 2013 | <b>31 December 2012</b> |  |
| Trade payables                     | 1.858.013    | 1.769.908               |  |
| Accrued Expenses & Deferred Income | 63.858       | 36.283                  |  |
| Other payables                     | 84.497       | 66.435                  |  |
| Total                              | 2.006.368    | 1.872.626               |  |

Trade creditors, as at 30 June 2013 and 31 December 2012, include overdue amounts in respect of crude oil imports from Iran which were received during the period between December 2011 and March 2012 as part of a long term contract with NIOC. Despite repeated attempts to settle the payment for these cargoes during the early part of 2012, through the international banking system, it was not possible to do so. This is due to the fact that payments to Iranian banks and state entities are not accepted for processing by the International banking system due to EU sanctions (Council Regulation (EU) No. 267/2012 of 23 March 2012). The Group has dully notified its supplier of this restriction on payments and the inability to accept further crude oil cargoes under the contract, which is due to the EU sanctions posing legal constraints outside of its control. As a result no deliveries of Iranian crude oil or payments have taken place post June 30<sup>th</sup> 2012, which was the EU imposed deadline.

Other payables include amounts in respect of payroll and other staff related costs, social security obligations and sundry taxes.

### 25. CASH GENERATED FROM OPERATIONS

|  | For the six month period ended |              |              |
|--|--------------------------------|--------------|--------------|
|  | Note                           | 30 June 2013 | 30 June 2012 |
| Profit / (loss) before tax                                     |                                | (210.972)    | 61.160       |
| Adjustments for:   |                                |              |              |
| Depreciation and amortisation of property, plant and equipment |                                |              |              |
| and intangible assets  | 12,13                          | 120.742      | 83.909       |
| Amortisation of grants   |                                | (1.774)      | (1.804)      |
| Finance costs - net  | 7                              | 101.969      | 21.148       |
| Share of operating profit of associates                        | 9                              | (38.948)     | (31.471)     |
| Provisions for expenses and valuation charges                  |                                | 9.929        | (5.414)      |
| Foreign exchange (gains) / losses                              | 8                              | (8.641)      | 27.521       |
| (Gain) / Loss on sales of P.P.E.                               |                                | (1.195)      | (21)         |
|  | _                              | (28.890)     | 155.028      |
| Changes in working capital                                     |                                |              |              |
| (Increase)/Decrease in inventories                             |                                | 162.811      | 117.600      |
| (Increase)/Decrease in trade and other receivables             |                                | (81.570)     | 17.349       |
| (Decrease)/Increase in payables                                |                                | 134.476      | (164.385)    |
|  | _                              | 215.717      | (29.436)     |
| Net cash generated from operating activities                   |                                | 186.827      | 125.592      |

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

Provisions for expenses and valuation changes include impairment losses of € 2 million relating to the write down of the Company's investment in Artenius Hellas S.A which started liquidation proceedings.

### 26. RELATED PARTY TRANSACTIONS

Included in the condensed interim consolidated statement of comprehensive income are proceeds, costs and expenses, which arise from transactions between the Group and related parties. Such transactions mainly comprise of sales and purchases of goods and services in the ordinary course of business and in total amounted to:

|  | For the six month period ended |                         |  |
|--|--------------------------------|-------------------------|--|
|  | 30 June 2013                   | 30 June 2012            |  |
| Sales of goods and services to related parties       | 430.186                        | 464.664                 |  |
| Purchases of goods and services from related parties | 334.664                        | 355.386                 |  |
|  | 764.850                        | 820.050                 |  |
|  | As at                          |                         |  |
|  | 30 June 2013                   | <b>31 December 2012</b> |  |
| Balances due to related parties                      | 36.916                         | 27.526                  |  |
| Balances due from related parties                    | 85.819                         | 58.657                  |  |
|  | 122.735                        | 86.183                  |  |
|  | For the six montl              | n period ended          |  |
|  | 30 June 2013                   | <b>30 June 2012</b>     |  |
| Charges for directors remuneration                   | 934                            | 1.048                   |  |

All transactions with related parties are conducted under normal trading and commercial terms on an arm's length basis.

Transactions and balances with related parties are in respect of the following:

- a) Parties which are under common control with the Group due to the shareholding and control rights of the Hellenic State:
  - Public Power Corporation Hellas S.A.
  - Hellenic Armed Forces
- b) Financial institutions which are under common control with the Group due to the shareholding and control rights of the Hellenic State. The Group had loans due to the National Bank of Greece S.A. amounting to the equivalent of €332 million as at 30 June 2013 (31 December 2012: equivalent of €347 million) and another €509 million due to Eurobank S.A (31 December 2012: equivalent of €568 million).
- Joint ventures with other third parties relating to exploration and production of hydrocarbons in Greece and abroad:
  - STPC Sea of Thrace (Greece, sea of Thrace)
  - Petroceltic International Plc (former Melrose) Kuwait Energy Beach Petroleum (Egypt, Mesaha)
  - VEGAS Oil & Gas (Egypt, West Obayed)
  - Medusa (Montenegro)
  - Edison (Montenegro, Ulcinj)
  - Edison International SpA Petroceltic (western Patraikos Gulf)
- d) Associates of the Group which are consolidated under the equity method:
  - Athens Airport Fuel Pipeline Company S.A. (EAKAA)
  - Public Gas Corporation of Greece S.A. (DEPA)
  - Artenius S.A.
  - Elpedison B.V.

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

- Spata Aviation Fuel Company S.A. (SAFCO)
- HELPE Thraki
- Biodiesel
- D.M.E.P. / OTSM
- Enterprises in which substantial interest is owned by parties which hold significant participation in the share capital of the Group.
  - Private Sea Marine Services (ex Lamda Shipyards)

### 27. COMMITMENTS

Capital expenditure contracted for as of 30 June 2013 amounts to €68 million (31 December 2012: €78 million).

#### 28. CONTINGENCIES AND LITIGATION

The Group has contingent liabilities in respect of bank and other guarantees and other matters arising in the ordinary course of business. Provisions are set up by the Group against such matters whenever deemed necessary, in accordance with its accounting policies and included in other provisions (Note 23). They are as follows:

#### (a) Business issues

### (i) Unresolved legal claims

The Group is involved in a number of legal proceedings and has various unresolved claims pending arising in the ordinary course of business. Based on currently available information and the opinion of legal counsel, management believes the final outcome will not have a significant effect on the Group's operating results or financial position, over and above provision already reflected in the consolidated financial statements (Note 23).

#### (ii) Guarantees

The parent Company has provided letters of comfort and guarantees in favour of banks as security for loans granted by them to subsidiaries and associates of the Group, the outstanding amount of which as at 30 June 2013 was the equivalent of  $\[mathebox{\ensuremath{\mathfrak{e}}}$ 919 million (31 December 2012:  $\[mathebox{\ensuremath{\mathfrak{e}}}$ 1.033 million) are included in consolidated borrowings of the Group and presented as such in these financial statements. The Group has also issued letters of credit and guarantees in favour of third parties, including for the procurement of crude oil, which as at 30 June 2013 amounted to the equivalent of  $\[mathebox{\ensuremath{\mathfrak{e}}}$ 9279 million (31 December 2012:  $\[mathebox{\ensuremath{\mathfrak{e}}}$ 46 million).

### (iii) International operations

Even-though not material to have an impact, the Group's international operations face a number of legal issues related to changes in local permitting and tax regulations. Such cases include a dispute in connection with the local tank depots of Jugopetrol AD Kotor in Montenegro. Specifically, following the completion of the international tender process and the resulting Share Purchase Agreement for the acquisition of Jugopetrol AD Kotor shares in 2002, ownership and use of a part of the company's tank assets came under legal dispute as ex-federation strategic stock terminals. The Group is contesting this case in local courts, while also evaluating appealing to international courts and management believes that no additional material liabilities will arise as a result of this dispute for its local subsidiary over and above those recognised in the consolidated financial information.

### (b) Taxation and customs

### (iv) Open tax years

Tax audits for the Group's most important Greek legal entities have been completed up to and including 2009 with the exception of EKO where tax audits have been concluded up to and including 2007. In addition to these tax audits, for these legal entities, temporary tax audits mainly for the return of VAT have been concluded up to more recent dates. Management estimates that no additional material liability will arise as a result of open tax years over and above the tax liabilities and provisions recognised in the consolidated financial statements.

### CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

It is noted that from 2011 onwards under certain provisions, Greek legal entities are subject to annual tax audit from their statutory auditors. All the relevant Group companies were audited for year 2011 obtaining unqualified tax audit certificates and 2012, where the certificates are expected, also without qualification.

In June 2011 the tax audits for the financial years 2002 - 2005 of Hellenic Petroleum S.A. were finalized with disallowable expenses of 64 million in total for four years. The Company agreed to disallowable expenses of 632 million, resulting in 618 million of additional taxes and surcharges, all of which were included in Income Tax for the year ended 31 December 2011. The remaining 632 million of disallowable expenses assessed includes, amongst others, the assessment by a customs audit for alleged inventory "shortages" (see note v below) despite the fact that their tax audit did not reveal such stock differences. The Company has appealed against this assessment on the ground that it has evidence to demonstrate the lack of merit and the inaccuracy of the calculations. The appeal was heard before the Administrative Appellate Court of Piraeus in January 2013 and the decision is still pending. Moreover the aforementioned tax audit also resulted in additional property taxes of a total amount of 62,2 million, against which the Company has appealed to the relevant authorities and the appeal will be held in September 2013. No provision has been made in the consolidated financial statements as of 30 June 2013 with respect to the above, as the Company believes that both cases will be finally assessed in its favour.

#### (v) Assessments of customs and fines

In 2008, Customs authorities issued customs and fines assessments amounting at approximately €40 million for alleged "stock shortages" in the bonded warehouses of Aspropyrgos and Elefsina refineries for certain periods during 2001-2005. The report has been challenged by the Company as the alleged "stock shortages" relate to accounting reconciliation differences caused as a result of early problems during the implementation of the new customs authorities' electronic monitoring system (ICIS) in 2001, and not because of physical shortage of products. Both through the Company's workings, as well as by the work performed by independent auditors, it is confirmed beyond any reasonable doubt that there are no stock shortages and the books of the Company are in complete agreement with official stock counts. Furthermore, all tax audits relating to the same periods come to the same conclusion that no stock deficits were identified. In relation with the above, the Company has dully filed contestations before the Administrative Court of First Instance of Piraeus, for which no dates of hearing have been assigned to date. Given that the management and the legal advisors position is that the case will have a positive outcome when the court hearings take place, no provisions are made for such liabilities.

However, contrary to a specific temporary court order, the Customs office withheld an amount of  $\in$ 54 million (full payment plus surcharges) from VAT that was due for refund to the Company, an action against which has also been contested through the filing of a specific objection and claim.

The Company considers that both of the above contestations will be sustained by the Court in light of the pertinent substantial reasons including amongst others, the fact that the subsequent customs audits for the same installations have concluded that no stock shortages exist, as well as serious procedural arguments in the second case where Customs abused their authority to withhold refunds to the Group.

#### 29. DIVIDENDS

A proposal to the AGM for €0,45 per share as dividend for 2011 was approved by the Board of Directors on 23 February 2012 and the final approval was given by the shareholders at the AGM held on 28 June 2012.

The BOD approved a proposal to the AGM for the distribution of a dividend out of 2012 results of €0,15 per share. The final approval was given by the shareholders at the AGM held on 27 June 2013. The dividend payable amounts to €45.845 and is shown within the interim consolidated statement of changes in equity. The dividend payment will commence on 26 August 2013.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

# 30. LIST OF PRINCIPAL CONSOLIDATED SUBSIDIARIES AND ASSOCIATES INCLUDED IN THE CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION

| COMPANY NAME                                | ACTIVITY                | COUNTRY OF REGISTRATION | EFFECTIVE<br>PARTICIPATION<br>PERCENTAGE | METHOD OF<br>CONSOLIDATION |
|---|-------------------------|-------------------------|--|----------------------------|
| EKO S.A                                     | Marketing               | GREECE                  | 100,00%                                  | FULL                       |
| HELLENIC FUELS S.A.                         | Marketing               | GREECE                  | 100,00%                                  | FULL                       |
| EKOTA KO S.A.                               | Marketing               | GREECE                  | 49,00%                                   | FULL                       |
| EKO KALYPSO M.E.P.E.                        | Marketing               | GREECE                  | 100,00%                                  | FULL                       |
| EKO ATHINA MARITIME COMPANY                 | Vessel owning           | GREECE                  | 100,00%                                  | FULL                       |
| EKO ARTEMIS MARITIME COMPANY                | Vessel owning           | GREECE                  | 100,00%                                  | FULL                       |
| EKO DIMITRA MARITIME COMPANY                | Vessel owning           | GREECE                  | 100,00%                                  | FULL                       |
| EKO IRA MARITIME COMPANY                    | Vessel owning           | GREECE                  | 100,00%                                  | FULL                       |
| EKO AFRODITI MARITIME COMPANY               | Vessel owning           | GREECE                  | 100,00%                                  | FULL                       |
| EKO BULGARIA EAD                            | Marketing               | BULGARIA                | 100,00%                                  | FULL                       |
| EKO SERBIA AD                               | Marketing               | SERBIA                  | 100,00%                                  | FULL                       |
| HELPE INT'L                                 | Holding                 | AUSTRIA                 | 100,00%                                  | FULL                       |
| HELPE CYPRUS LTD                            | Marketing               | U.K                     | 100,00%                                  | FULL                       |
| RAMOIL LTD                                  | Marketing               | CYPRUS                  | 100,00%                                  | FULL                       |
| HELLENIC PETROLEUM BULGARIA (HOLDINGS) LTD  | Marketing               | CYPRUS                  | 100,00%                                  | FULL                       |
| HELLENIC PETROLEUM BULGARIA PROPERTIES LTD  | Marketing               | CYPRUS                  | 100,00%                                  | FULL                       |
| HELLENIC PETROLEUM SERBIA (HOLDINGS) LTD    | Marketing               | CYPRUS                  | 100,00%                                  | FULL                       |
| JUGOPETROL AD KOTOR                         | Marketing               | MONTENEGRO              | 54,35%                                   | FULL                       |
| GLOBAL ALBANIA S.A                          | Marketing               | ALBANIA                 | 99,96%                                   | FULL                       |
| ELPET BALKANIKI S.A.                        | Holding                 | GREECE                  | 63,00%                                   | FULL                       |
| VARDAX S.A                                  | Pipeline                | GREECE                  | 50,40%                                   | FULL                       |
| OKTA CRUDE OIL REFINERY A.D                 | Refining                | FYROM                   | 51,35%                                   | FULL                       |
| ASPROFOS S.A                                | Engineering             | GREECE                  | 100,00%                                  | FULL                       |
| DIAXON S.A.                                 | Petrochemicals          | GREECE                  | 100,00%                                  | FULL                       |
| POSEIDON MARITIME COMPANY                   | Vessel owning           | GREECE                  | 100,00%                                  | FULL                       |
| APOLLON MARITIME COMPANY                    | Vessel owning           | GREECE                  | 100,00%                                  | FULL                       |
| HELLENIC PETROLEUM FINANCE PLC              | Treasury services       | U.K                     | 100,00%                                  | FULL                       |
| HELLENIC PETROLEUM CONSULTING               | Consulting services     | GREECE                  | 100,00%                                  | FULL                       |
| HELLENIC PETROLEUM RENEWABLE ENERGY SOURCES | Energy                  | GREECE                  | 100,00%                                  | FULL                       |
| HELPE-LARCO ENERGIAKI SERVION S.A.          | Energy                  | GREECE                  | 51,00%                                   | FULL                       |
| HELPE-LARCO ENERGIAKI KOKKINOU S.A.         | Energy                  | GREECE                  | 51,00%                                   | FULL                       |
| ELPEDISON B.V.                              | Power Generation        | NETHERLANDS             | 50,00%                                   | EQUITY                     |
| SAFCO S.A.                                  | Airplane Fuelling       | GREECE                  | 50,00%                                   | EQUITY                     |
| DEPA S.A.                                   | Natural Gas             | GREECE                  | 35,00%                                   | EQUITY                     |
| ARTENIUS HELLAS S.A.                        | Petrochemicals          | GREECE                  | 35,00%                                   | EQUITY                     |
| E.A.K.A.A                                   | Pipeline                | GREECE                  | 50,00%                                   | EQUITY                     |
| HELPE THRAKI S.A                            | Pipeline                | GREECE                  | 25,00%                                   | EQUITY                     |
| BIODIESEL S.A.                              | Energy                  | GREECE                  | 25,00%                                   | EQUITY                     |
| DMEP HOLDCO                                 | Holding                 | U.K                     | 48,00%                                   | EQUITY                     |
| DMEP (UK) LTD                               | Trade of crude/products | U.K                     | 48,00%                                   | EQUITY                     |
| OTSM  | Trade of crude/products | GREECE                  | 48,00%                                   | EQUITY                     |

### 31. EVENTS OCCURING AFTER THE REPORTING PERIOD

No other significant events, other than the sale of DESFA, detailed in Note 9.



### 4.2. Parent Company Financial Statements

# CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED

**30 JUNE 2013** 



CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013 (All amounts in Euro thousands unless otherwise stated)

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CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### I. Company Information

**Directors** Christos-Alexis Komninos – Chairman of the Board

John Costopoulos - Chief Executive Officer, Executive Member

Theodoros-Achilleas Vardas – Executive Member

Andreas Shiamishis – Executive Member (since 27/06/2013)

Vassilios Nikoletopoulos – Non executive Member (since 27/06/2013)

Panagiotis Ofthalmides – Non executive Member Theodoros Pantalakis – Non executive Member Spyridon Pantelias – Non executive Member

Konstantinos Papagiannopoulos - Non executive Member (since

27/06/2013)

Christos Razelos, Non-Executive Member (since 27/06/2013) Ioannis Raptis, Non-Executive Member (since 27/06/2013)

Ioannis Sergopoulos - Non executive Member

Aggelos Chatzidimitriou, Non-Executive Member (since 27/06/2013)

Other Board Members during the previous year

Dimokritos Amallos – Non executive Member (28/12/2009 – 26/06/2013)

Alexios Athanasopoulos – Non executive Member (14/05/2008 –

26/06/2013)

Georgios Kallimopoulos - Non executive Member (11/12/2007 -

26/06/2013)

Alexandros Katsiotis – Non executive Member (28/12/2009 – 26/06/2013) Gerassimos Lachanas – Non executive Member (28/12/2009 – 26/06/2013) Dimitrios Lalas – Non executive Member (28/12/2009 – 26/06/2013)

**Registered Office:** 8A Chimarras Str.

15125 Maroussi, Greece

**Registration number:** 

2443/06/B/86/23

**General Commercial** 

**Registry** 000269901000

Auditors: PricewaterhouseCoopers S.A.

268 Kifissias Ave. 152 32 Halandri Athens, Greece



### Report on review of interim financial information

To the shareholders of Hellenic Petroleum S.A.

#### Introduction

We have reviewed the accompanying condensed statement of financial position of Hellenic Petroleum S.A. as at 30 June 2013 and the related condensed statements of comprehensive income, changes in equity and cash flows for the six-month period then ended and the selected explanatory notes, that comprise the interim condensed financial information, which form an integral part of the six-month financial report as required by article 5 of Law 3556/2007. Management is responsible for the preparation and presentation of this interim condensed financial information in accordance with International Financial Reporting Standards as adopted by the European Union and applied to interim financial reporting (International Accounting Standard "IAS" 34). Our responsibility is to express a conclusion on this interim condensed financial information based on our review.

### Scope of review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of interim financial information performed by the independent auditor of the entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim condensed financial information is not prepared, in all material respects, in accordance with International Accounting Standard 34.

### **Reference to Other Legal and Regulatory Requirements**

Our review has not revealed any inconsistency or discrepancy of the other information presented in the six-month financial report, as required by article 5 of Law 3556/2007, with the accompanying interim condensed financial information.

Athens, 30 August 2013 The Certified Auditor Accountant



PricewaterhouseCoopers S.A. SOEL Reg. No. 113

Marios Psaltis SOEL Reg.No. 38081

CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### II. Condensed Interim Statement of Financial Position

|  |          | As at        |                    |  |
|--|----------|--------------|--------------------|--|
|  | Note     | 30 June 2013 | 31 December 2012 1 |  |
| ASSETS   |          |              |                    |  |
| Non-current assets   |          |              |                    |  |
| Property, plant and equipment                              | 11       | 2.797.816    | 2.859.376          |  |
| Intangible assets  | 12       | 10.761       | 11.113             |  |
| Investments in subsidiaries, associates and joint ventures |          | 653.068      | 660.389            |  |
| Available-for-sale financial assets                        |          | 45           | 41                 |  |
| Loans, advances and other receivables                      | 13       | 143.209      | 5.384              |  |
|  |          | 3.604.899    | 3.536.303          |  |
| Current assets   |          |              |                    |  |
| Inventories  | 14       | 928.117      | 1.038.763          |  |
| Trade and other receivables                                | 15       | 927.953      | 651.557            |  |
| Derivative financial instruments                           | 21       | 162          | 840                |  |
| Cash, cash equivalents and restricted cash                 | 16       | 695.729      | 627.738            |  |
| ,  | _        | 2.551.961    | 2.318.898          |  |
| Total assets   |          | 6.156.860    | 5.855.201          |  |
| EQUITY   |          |              |                    |  |
| Share capital  | 17       | 1.020.081    | 1.020.081          |  |
| Reserves   | 18       | 550.020      | 523.400            |  |
| Retained Earnings  |          | 137.467      | 363.592            |  |
| Total equity   |          | 1.707.568    | 1.907.073          |  |
| LIABILITIES  |          |              |                    |  |
| Non- current liabilities                                   |          |              |                    |  |
| Borrowings   | 19       | 1.290.836    | 410.778            |  |
| Deferred income tax liabilities                            |          | 1.012        | 40.870             |  |
| Retirement benefit obligations                             | 20       | 82.647       | 81.124             |  |
| Provisions and other long term liabilities                 | 22       | 16.846       | 18.248             |  |
|  |          | 1.391.341    | 551.020            |  |
| Current liabilities  |          |              |                    |  |
| Trade and other payables                                   | 23       | 1.918.805    | 1.811.750          |  |
| Derivative financial instruments                           | 21       | 14.151       | 47.055             |  |
| Borrowings   | 19       | 1.077.485    | 1.536.627          |  |
| Dividends payable  |          | 47.510       | 1.676              |  |
|  | <u> </u> | 3.057.951    | 3.397.108          |  |
| Total liabilities  |          | 4.449.292    | 3.948.128          |  |
| Total equity and liabilities                               |          | 6.156.860    | 5.855.201          |  |

The notes on pages 10 to 31 are an integral part of this condensed interim financial information.

John Costopoulos

Chief Executive Officer Chief Financial Officer Accounting Director

Andreas Shiamishis

Stefanos Papadimitriou

<sup>&</sup>lt;sup>1</sup> Comparative amounts have been adjusted where necessary to reflect the adoption of revised IAS 19, as detailed in Note 20.

CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### III. **Condensed Interim Statement of Comprehensive Income**

|  |      | For the six month period ended |                           |              |                           |  |
|--|------|--------------------------------|---------------------------|--------------|---------------------------|--|
|  | Note | 30 June 2013                   | 30 June 2012 <sup>1</sup> | 30 June 2013 | 30 June 2012 <sup>1</sup> |  |
| Sales  |      | 4.463.139                      | 4.789.802                 | 2.397.353    | 2.195.781                 |  |
| Cost of sales  |      | (4.502.975)                    | (4.638.887)               | (2.424.082)  | (2.171.472)               |  |
| Gross profit   | _    | (39.836)                       | 150.915                   | (26.729)     | 24.309                    |  |
| Selling, distribution and administrative expenses  | 5    | (95.724)                       | (77.556)                  | (48.013)     | (37.912)                  |  |
| Exploration and development expenses   |      | (1.848)                        | (1.323)                   | (1.064)      | (1.100)                   |  |
| Other operating (expenses)/income - net  | 6    | (6.651)                        | 10.577                    | (712)        | 11.224                    |  |
| Other operating (losses) / gains - net   | 6    | (19.396)                       | (11.187)                  | (12.155)     | 2.425                     |  |
| Dividend income  |      | 17.122                         | 15.818                    | 17.122       | 15.818                    |  |
| Operating profit / (loss)  | _    | (146.333)                      | 87.244                    | (71.551)     | 14.764                    |  |
| Finance (expenses)/income -net   | 7    | (81.004)                       | (5.385)                   | (43.261)     | (1.733)                   |  |
| Currency exchange gains/(losses)   | 8    | 3.194                          | (23.636)                  | 8.724        | (40.320)                  |  |
| Profit / (loss) before income tax  |      | (224.143)                      | 58.223                    | (106.088)    | (27.289)                  |  |
| Income tax credit/ (expense)   | 9    | 43.863                         | (12.918)                  | 28.753       | 6.352                     |  |
| Profit / (Loss) for the period   |      | (180.280)                      | 45.305                    | (77.335)     | (20.937)                  |  |
| Other comprehensive income:  |      |                                |                           |              |                           |  |
| Items that will not be reclassified to profit or loss:<br>Acruarial gains / (losses) on defined benefit pension plans  | 20 _ | <u>-</u>                       | 6.682<br>6.682            | <u>-</u>     | 3.341<br>3.341            |  |
| Items that may be reclassified subsequently to profit or loss: Fair value gains/(losses) on cash flow hedges Derecognition of gains/(losses) on hedges through comprehensive | 21   | 2.593                          | 11.336                    | (6.693)      | (19.665)                  |  |
| income   | 21   | 24.027                         | 2.425                     | 10.406       | 24.323                    |  |
|  |      | 26.620                         | 13.761                    | 3.713        | 4.658                     |  |
| Other Comprehensive income/(loss) for the period, net of tax   |      | 26.620                         | 20.443                    | 3.713        | 7.999                     |  |
| Total comprehensive (loss)/income for the period   |      | (153.660)                      | 65.748                    | (73.622)     | (12.938)                  |  |
| Basic and diluted earnings per share (expressed in Euro per share)   | 10   | (0,59)                         | 0,15                      | (0,25)       | (0,07)                    |  |

The notes on pages 10 to 31 are an integral part of this condensed interim financial information.

Comparative amounts have been adjusted where necessary to reflect the adoption of revised IAS 19, as detailed in Note 20.

CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### IV. **Condensed Interim Statement of Changes in Equity**

|  | Note | Share<br>Capital | Reserves | Retained<br>Earnings <sup>1</sup> | Total<br>Equity <sup>1</sup> |
|--|------|------------------|----------|-----------------------------------|------------------------------|
| Balance at 1 January 2012  |      | 1.020.081        | 488.096  | 395.135                           | 1.903.312                    |
| Fair value gains / (losses) on cash flow hedges                        | 21   | -                | 11.336   | -                                 | 11.336                       |
| Derecognition of gains/(losses) on hedges through comprehensive income | 21   | -                | 2.425    | -                                 | 2.425                        |
| Actuarial gains / (losses) on defined benefit pension plans            | 20   | -                | -        | 6.682                             | 6.682                        |
| Other comprehensive income   |      | -                | 13.761   | 6.682                             | 20.443                       |
| Profit for the period  | _    | -                | -        | 45.305                            | 45.305                       |
| Total comprehensive income for the period                              |      | -                | 13.761   | 51.987                            | 65.748                       |
| Dividends relating to 2011   | 28   | -                | -        | (137.536)                         | (137.536)                    |
| Balance at 30 June 2012  | _    | 1.020.081        | 501.857  | 309.586                           | 1.831.524                    |
| Movement - 1 July 2012 to 31 December 2012                             |      |                  |          |                                   |                              |
| Fair value gains / (losses) on cash flow hedges                        |      | -                | (8.185)  | -                                 | (8.185)                      |
| Derecognition of gains/(losses) on hedges through comprehensive income |      | -                | 24.600   | -                                 | 24.600                       |
| Actuarial gains / (losses) on defined benefit pension plans            | 20   | -                | -        | 6.682                             | 6.682                        |
| Other comprehensive income   |      | -                | 16.415   | 6.682                             | 23.097                       |
| Profit for the period  | _    | -                | -        | 52.200                            | 52.200                       |
| Total comprehensive income for the period                              |      | -                | 16.415   | 58.882                            | 75.297                       |
| Share based payments   | 17   | -                | 252      | -                                 | 252                          |
| Transfers to statutory and tax reserves                                | 18   | -                | 4.876    | (4.876)                           | _                            |
| Balance at 31 December 2012  | _    | 1.020.081        | 523.400  | 363.592                           | 1.907.073                    |
| Movement - 1 January 2013 to 30 June 2013                              |      |                  |          |                                   |                              |
| Fair value gains / (losses) on cash flow hedges                        | 21   | -                | 2.593    | -                                 | 2.593                        |
| Derecognition of gains/(losses) on hedges through comprehensive income | 21   | -                | 24.027   | -                                 | 24.027                       |
| Other comprehensive income   |      | -                | 26.620   | -                                 | 26.620                       |
| Loss for the period  | _    | -                | -        | (180.280)                         | (180.280)                    |
| Total comprehensive income for the period                              |      | -                | 26.620   | (180.280)                         | (153.660)                    |
| Dividends relating to 2012   | 28   | -                | <u>-</u> | (45.845)                          | (45.845)                     |
| Balance at 30 June 2013  | _    | 1.020.081        | 550.020  | 137.467                           | 1.707.568                    |

The notes on pages 10 to 31 are an integral part of this condensed interim financial information.

Comparative amounts have been adjusted where necessary to reflect the adoption of revised IAS 19, as detailed in Note 20.

CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### V. Condensed Interim Statement of Cash Flows

|   |       | For the six month p | eriod ended  |
|---|-------|---------------------|--------------|
|   | Note  | 30 June 2013        | 30 June 2012 |
| Cash flows from operating activities                                    |       |                     |              |
| Cash used in operations   | 24    | (112.879)           | 184.781      |
| Income and other taxes paid   | _     | (110.050)           | (500)        |
| Net cash (used in) / generated from operating activities                | _     | (112.879)           | 184.281      |
| Cash flows from investing activities                                    |       |                     |              |
| Purchase of property, plant and equipment & intangible assets           | 11,12 | (31.036)            | (208.276)    |
| Proceeds from disposal of property, plant and equipment & intangible    |       |                     |              |
| assets  |       | -                   | 643          |
| Interest received   | 7     | 6.747               | 2.790        |
| Participation in share capital increase of affiliated companies         | _     | (2.504)             | (1.500)      |
| Net cash used in investing activities                                   | _     | (26.793)            | (206.343)    |
| Cook flows from financing activities                                    |       |                     |              |
| Cash flows from financing activities Interest paid                      |       | (73.613)            | (7.168)      |
| Dividends paid  |       | (11)                | (895)        |
| Loans to affiliated companies   |       | (137.900)           | (693)        |
| Repayments of borrowings  |       | (717.583)           | (379.325)    |
| Proceeds from borrowings  |       | 1.138.500           | 377.908      |
| Net cash generated from / (used in) financing activities                | _     | 209.393             | (9.480)      |
| the cash generated nomy (used in) maneing activities                    |       | 20,000              | (>1.100)     |
| Net increase / (decrease) in cash, cash equivalents and restricted cash |       | 69.721              | (31.542)     |
| ret increase / (uccrease) in easi, easi equivalents and restricted easi |       | 05.721              | (01.312)     |
| Cash, cash equivalents and restricted cash at beginning of the period   | 16    | 627.738             | 563.282      |
| , ,   | 10    |                     |              |
| Exchange gains on cash & cash equivalents                               |       | (1.730)             | 2.289        |
| Net increase / (decrease) in cash, cash equivalents and restricted cash |       | 69.721              | (31.542)     |
| Cash, cash equivalents and restricted cash at end of the period         | 16    | 695.729             | 534.029      |

The notes on pages 10 to 31 are an integral part of this condensed interim financial information.

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#### VI. Notes to the Condensed Interim Financial Information

#### 1. GENERAL INFORMATION

Hellenic Petroleum S.A. (the "Company") operates in the energy sector in Greece. The Company's activities include refining and marketing of oil products, the production and marketing of petrochemical products and exploration for hydrocarbons.

#### 2. BASIS OF PREPARATION AND ACCOUNTING POLICIES AND ESTIMATES

#### **Basis of preparation**

The interim financial information of Hellenic Petroleum S.A is prepared in accordance with International Accounting Standard 34 (IAS 34) 'Interim Financial Reporting'.

This interim financial information should be read in conjunction with the annual financial statements for the year ended 31 December 2012, which have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union. These can be found on the Company's website **www.helpe.gr**.

The interim financial information of the Company for the six month period ended 30 June 2013 was authorised for issue by the Board of Directors on 29 August 2013.

#### Going concern

The condensed interim financial information of the Company for the six month period ended 30 June 2013 presents the financial position, results of operations and cash flows of the Company on a going concern basis. In making their going concern assessment, management has considered the following matters.

Greek Macros: During the previous year the Company faced exceptional challenges and increased cost of doing business (higher cost of funding, increased supply costs) as a result of the economic crisis in Greece and the political uncertainty. This was more apparent during the pre-election period in the second quarter of 2012 and the last quarter prior to the release of the payment by the three party group comprising the European Commission (EC), the International Monetary Fund (IMF), and the European Central Bank (ECB). While the economic situation in Greece remains difficult perceived political and economic risk has notably improved in 2013 as the requirements and milestones of the country's lenders are met and funds are disbursed. Furthermore the ability of certain Greek corporates including Hellenic Petroleum to raise financing in the capital markets as well as the recapitalization of the Greek banking system which has been successfully completed are expected to gradually alleviate the liquidity conditions as well as the risk profile of the Greek economy.

Currency: In terms of currency, the Company's business is naturally hedged against the risk of having a different functional currency. All petroleum industry transactions are referenced to international benchmark quotes for crude oil and oil products in USD. All international purchases and sales of crude oil and products are done in USD and all sales into local markets are either in USD prices or converted to local currency for accounting and settlement reasons using the USD reference on the date of the transaction.

Refinancing: The Hellenic Petroleum S.A. and its subsidiaries (together the "Group") successfully refinanced borrowings of 0,9 billion, which matured in January 2013 with the repayment of the maturing facilities partly out of operating cash flows and available cash reserves and partly through new loans. The refinancing is detailed in note 3 below. Furthermore on 10 May 2013 the Group issued a 4-year 0.0000 million Eurobond (note 19) that completed the refinancing process extending the Group's maturity profile and de-risking its liquidity and funding profile.

Securing continuous crude oil supplies: Interim financial results were impacted by the coincidence of exceptional circumstances affecting the Company's trading and working capital credit capacity and consequently its cost of supply. These factors related to the political developments in the Middle East region which continue to restrict access to some of the traditional crude oil suppliers of the European market, particularly for Mediterranean refiners. On top of the EU/US sanctions on Iranian crude imposed in 2012, which affected profitability in 2012, the disruption of Iraqi crude supplies, as well as the reduced supply of Urals (Russian export crude) to the Med, with

# CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

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loadings reaching historical lows in June 2013, have led to a significant increase in the cost of supply for heavy/sour crudes, which typically represent 70%-90% of the crude feed for complex refiners such as Hellenic Petroleum.

Adjusting to these challenges, the Company changed its working capital supply chain allowing uninterrupted operations and supply of the Greek market, albeit with an increase in the cost of supply.

In conclusion, for the reasons explained above the Company considers that: (a) the going concern basis of preparation of the accounts is appropriate, (b) all assets and liabilities of the Company are appropriately presented in accordance with the Company's accounting policies and (c) plans are in place to avoid material disruptions in the operations of the Company should these arise as a result of the current uncertain environment.

#### Accounting policies and the use of estimates

The accounting policies used in the preparation of the condensed interim financial information for the six month period ended 30 June 2013 are consistent with those applied for the preparation of the published financial statements of the company for the year ended 31 December 2012, except as described below. Where necessary, comparative figures have been reclassified to conform to the changes in the presentation of the current period. Taxes on income in the interim periods are accrued using the tax rate that would be applicable to expected total annual earnings.

In preparing this condensed interim financial information, the significant judgements made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those applied to the financial statements for the year ended 31 December 2012, with the exception of changes in estimates that are required in determining the provision for income taxes, and the change in IAS 19, which is fully disclosed in Note 0.

New standards, amendments to standards and interpretations: Certain new standards, amendments to standards and interpretations have been issued that are mandatory for periods beginning during the current reporting period and subsequent reporting periods. The Company's evaluation of the effect of new standards, amendments to standards and interpretations that are relevant to its operations is set out below.

- a) The following standards, amendments to standards and interpretations to existing standards are applicable to the Company for periods on or after 1 January 2013:
  - *IAS 1 (Amendment) 'Presentation of Financial Statements'* The amendment requires entities to separate items presented in other comprehensive income into two groups, based on whether or not they may be recycled to profit or loss in the future. The Company has applied the amendments from 1 January 2013.
  - IAS 19 (Amendment) 'Employee Benefits' This amendment makes significant changes to the recognition and measurement of defined benefit pension expense and termination benefits (eliminates the corridor approach) and to the disclosures for all employee benefits. The key changes relate mainly to recognition of actuarial gains and losses, recognition of past service cost / curtailment, measurement of pension expense, disclosure requirements, treatment of expenses and taxes relating to employee benefit plans and distinction between "short-term" and "other long-term" benefits. The Company has applied the changes from 1 January 2013, and has also restated the comparative figures for 2012.
  - IAS 32 (Amendment) "Financial Instruments: Presentation" (effective for annual periods beginning on or after 1 January 2014). This amendment to the application guidance in IAS 32 clarifies some of the requirements for offsetting financial assets and financial liabilities on the statement of financial position. The Company is currently evaluating the impact the amendment will have on its financial statements.
  - IAS 36 (Amendment) "Recoverable amount disclosures for non-financial assets" (effective for annual periods beginning on or after 1 January 2014). This amendment requires: a) disclosure of the recoverable amount of an asset or cash generating unit (CGU) when an impairment loss has been recognised or reversed and b) detailed disclosure of how the fair value less costs of disposal has been measured when an impairment loss has been recognised or reversed. Also, it removes the requirement to disclose recoverable amount when a CGU contains goodwill or indefinite lived intangible assets but there has been no impairment. This amendment has not yet been endorsed by the EU.

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- IAS 39 (Amendment) "Financial Instruments: Recognition and Measurement" (<u>effective for annual periods beginning on or after 1 January 2014</u>). This amendment will allow hedge accounting to continue in a situation where a derivative, which has been designated as a hedging instrument, is novated to effect clearing with a central counterparty as a result of laws or regulations, if specific conditions are met. This amendment has not yet been endorsed by the EU.
- IFRS 7 (Amendment) "Financial Instruments: Disclosures" The IASB has published this amendment to include information that will enable users of an entity's financial statements to evaluate the effect or potential effect of netting arrangements, including rights of set-off associated with the entity's recognised financial assets and recognised financial liabilities, on the entity's financial position. The Company has applied the changes from 1 January 2013 This amendment does not impact significantly on the financial statements of the Company.
- *IFRS 7 (Amendment) "Financial Instruments: Disclosures"* (<u>effective for annual periods beginning on or after 1 January 2015):</u> The amendment requires additional disclosures on transition from IAS 39 to IFRS 9. The amendment has not yet been endorsed by the EU.
- IFRS 9 'Financial Instruments' (effective for annual periods beginning on or after 1 January 2015). IFRS 9 is the first Phase of the Board's project to replace IAS 39 and deals with the classification and measurement of financial assets and financial liabilities. The IASB intends to expand IFRS 9 in subsequent phases in order to add new requirements for impairment and hedge accounting. The Company is currently investigating the impact of IFRS 9 on its financial statements. The Company cannot currently early adopt IFRS 9 as it has not been endorsed by the EU.
- IFRS 13 'Fair value measurement' IFRS 13 provides new guidance on fair value measurement and disclosure requirements. These requirements do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards within IFRSs. IFRS 13 provides a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across IFRSs. Disclosure requirements are enhanced and apply to all assets and liabilities measured at fair value, not just financial ones. This amendment does not impact significantly on the financial statements of the Company.
- IFRIC 21 "Levies" (effective for annual periods beginning on or after 1 January 2014). This interpretation sets out the accounting for an obligation to pay a levy imposed by government that is not income tax. The interpretation clarifies that the obligating event that gives rise to a liability to pay a levy (one of the criteria for the recognition of a liability according to IAS 37) is the activity described in the relevant legislation that triggers the payment of the levy. The interpretation could result in recognition of a liability later than today, particularly in connection with levies that are triggered by circumstances on a specific date. This interpretation has not yet been endorsed by the EU.
- Group of standards on consolidation and joint arrangements (effective for annual periods beginning on or after 1 January 2014):

The IASB has published five new standards on consolidation and joint arrangements: IFRS 10, IFRS 11, IFRS 12, IAS 27 (amendment) and IAS 28 (amendment). These standards are effective for annual periods beginning on or after 1 January 2014. Earlier application is permitted only if the entire "package" of five standards is adopted at the same time. These standards have not yet been endorsed by the EU. The Company is in the process of assessing the impact of the new standards on its financial statements. The main provisions are as follows:

- IFRS 10 "Consolidated Financial Statements". IFRS 10 replaces all of the guidance on control and consolidation in IAS 27 and SIC 12. The new standard changes the definition of control for the purpose of determining which entities should be consolidated. This definition is supported by extensive application guidance that addresses the different ways in which a reporting entity (investor) might control another entity (investee). The revised definition of control focuses on the need to have both power (the current ability to direct the activities that significantly influence

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returns) and variable returns (can be positive, negative or both) before control is present. The new standard also includes guidance on participating and protective rights, as well as on agency/principal relationships.

- IFRS 11 "Joint Arrangements". IFRS 11 provides for a more realistic reflection of joint arrangements by focusing on the rights and obligations of the arrangement, rather than its legal form. The types of joint arrangements are reduced to two: joint operations and joint ventures. Proportional consolidation of joint ventures is no longer allowed. Equity accounting is mandatory for participants in joint ventures. Entities that participate in joint operations will follow accounting much like that for joint assets or joint operations today. The standard also provides guidance for parties that participate in joint arrangements but do not have joint control.
- IFRS 12 "Disclosure of Interests in Other Entities". IFRS 12 requires entities to disclose information, including significant judgments and assumptions, which enable users of financial statements to evaluate the nature, risks and financial effects associated with the entity's interests in subsidiaries, associates, joint arrangements and unconsolidated structured entities. An entity can provide any or all of the above disclosures without having to apply IFRS 12 in its entirety, or IFRS 10 or 11, or the amended IAS 27 or 28.
- IFRS 10, IFRS 11 and IFRS 12 (Amendment) "Consolidated financial statements, joint arrangements and disclosure of interests in other entities: Transition guidance". The amendment to the transition requirements in IFRSs 10, 11 and 12 clarifies the transition guidance in IFRS 10 and limits the requirements to provide comparative information for IFRS 12 disclosures only to the period that immediately precedes the first annual period of IFRS 12 application. Comparative disclosures are not required for interests in unconsolidated structured entities.
- IFRS 10, IFRS 12 and IAS 27 (Amendment) "Investment entities". The amendment to IFRS 10 defines an investment entity and introduces an exception from consolidation. Many funds and similar entities that qualify as investment entities will be exempt from consolidating most of their subsidiaries, which will be accounted for at fair value through profit or loss, although controlled. The amendments to IFRS 12 introduce disclosures that an investment entity needs to make. These amendments have not yet been endorsed by the EU.
- IAS 27 (Amendment) "Separate Financial Statements". This Standard is issued concurrently with IFRS 10 and together, the two IFRSs supersede IAS 27 "Consolidated and Separate Financial Statements". The amended IAS 27 prescribes the accounting and disclosure requirements for investment in subsidiaries, joint ventures and associates when an entity prepares separate financial statements. At the same time, the Board relocated to IAS 27 requirements from IAS 28 "Investments in Associates" and IAS 31 "Interests in Joint Ventures" regarding separate financial statements.
- IAS 28 (Amendment) "Investments in Associates and Joint Ventures". IAS 28 "Investments in Associates and Joint Ventures" replaces IAS 28 "Investments in Associates". The objective of this Standard is to prescribe the accounting for investments in associates and to set out the requirements for the application of the equity method when accounting for investments in associates and joint ventures, following the issue of IFRS 11.
- Amendments to standards that form part of the IASB's 2011 annual improvements project. The
  amendments set out below describe the key changes to IFRSs following the publication in May 2012 of the
  results of the IASB's annual improvements project. These amendments are effective for annual periods
  beginning on or after 1 January 2013.
  - IAS 1 "Presentation of financial statements". The amendment clarifies the disclosure requirements for comparative information when an entity provides a third balance sheet either (a) as required by IAS 8 "Accounting policies, changes in accounting estimates and errors" or (b) voluntarily. This amendment is not expected to impact on the Company's financial statements.

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- IAS 16 "Property, plant and equipment". The amendment clarifies that spare parts and servicing
  equipment are classified as property, plant and equipment rather than inventory when they meet
  the definition of property, plant and equipment, i.e. when they are used for more than one period.
- IAS 32 "Financial instruments: Presentation". The amendment clarifies that income tax related to distributions is recognised in the income statement and income tax related to the costs of equity transactions is recognised in equity, in accordance with IAS 12.
- IAS 34, 'Interim financial reporting'. The amendment clarifies the disclosure requirements for segment assets and liabilities in interim financial statements, in line with the requirements of IFRS 8 "Operating segments".
- b) The following amendments to standards and interpretations to existing standards are mandatory for the Company's accounting periods beginning on or after 1 January 2013 or later periods but are not applicable to the Company:
  - IAS 12 (Amendment) 'Income Taxes' with regard to Investment Property using the fair value model.
  - IFRIC 20 'Stripping Costs in the Production Phase of a Surface Mine', applicable only to costs incurred in surface mining activity.
  - IFRS 1 (Amendment) 'Government Loans'. The amendment sets out how a first-time adopter would account for a government loan with a below-market rate of interest during the transition to IFRSs.

#### 3. FINANCIAL RISK MANAGEMENT

The Company's activities are primarily centred around its Downstream Oil & Gas assets; with secondary or new activities relating to Petrochemicals, exploration of hydrocarbons and power generation and trading. As such, the Company is exposed to a variety of financial and commodity markets risks including foreign exchange and commodity price risk, credit risk, liquidity risk, cash flow risk and fair value interest-rate risk. In line with international best practices and within the context of local markets and legislative framework, the Company'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 Company to the extent possible.

Details of the Company's risk management policies and assessment of the risks assumed in its business are disclosed in the notes to the annual financial statements for the year ended 31 December 2012. Given market developments since 2011, the key priority of the Company has been the management of Asset and Liabilities maturity profile and funding with respect to the completion of its strategic investment plan and liquidity risk for operations.

Overall the Company and its' subsidiaries (the "Group"), have c. 64,0 - 4,5 billion of capital employed which is driven from working capital and investment in fixed assets and the Group's investment in DEPA Group. Mainly as a result of the decrease of business in the domestic market – which is the key driver for working capital requirements – and the collection of long overdue receivables from the state, current assets are predominantly funded with current liabilities (excl. bank debt). Most of the bank debt is used to finance the recently completed strategic investments (total new refinery investments c. 61,7 billion) and as a result, during the last years funding through debt has increased to 45-50% of total capital employed while the rest is financed through shareholders equity. The Group has started reducing its debt levels through utilization of the incremental operating cashflows, post completion and operation of the new Elefsina refinery, as well as through the expected sale proceeds of its stake in DEPA. This will lead to lower Debt to Equity ratio, matched A-L maturity profile as well as lower financing costs over the coming two years.

In line with its medium term financing plan, the Group has maintained a mix of long term and short term facilities which are determined on the basis of bank and debt capital market credit capacity, cash flow plans and commercial considerations. As a result, approximately 56% of total debt is financed through medium to long term committed lines while the rest is financed on a short term working capital type of revolving facilities. As part of the refinancing plan the Group proceeded with the following transactions during the first half of the year:

# CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

- a) Refinancing of part of the term loan of \$1.160 million which matured in January 2013 with new committed 3-year credit facilities totaling €605 million, the balance of c. €300 million was repaid using existing Group own cash reserves.
- b) Issuance of an unrated Eurobond for €500 million, with annual fixed coupon of 8% and maturity of 4 years. The notes are redeemable at maturity (May 2017) and are listed in the Luxembourg Stock Exchange. The proceeds of Eurobond were used to prepay existing indebtedness of €225 million while the balance is used for general corporate purposes.
- c) All short term committed or uncommitted facilities that matured in 2012 have been renewed or refinanced by similar credit facilities, provided mostly by Greek systemic banks.

Further details of the relevant loans and refinancing are provided in note 19.

#### 4. ANALYSIS BY SEGMENT

Management has determined the operating segments based on the reports reviewed by the executive committee, which reviews the Company's internal reporting in order to assess performance and allocate resources. The committee considers the business from a number of measures which may vary depending on the nature and evolution of a business segment by taking into account the risk profile, cash flow, product and market considerations.

The Company is organised into three main business segments determined in accordance with the type of business activity:

- Supply, refining and trading of petroleum products (Refining)
- Petrochemicals
- Exploration & production of hydrocarbons (E&P)

Information on revenue and profit regarding the Company's operating segments is presented below:

| For the six month period ended 30 June 2013   | Refining  | Petro-<br>chemicals              | Exploration & Production | Other             | Total  |
|---|---|----------------------------------|--------------------------|-------------------|--|
| Sales Other operating income / (expense) - net (Note 6)   | 4.316.108<br>3.291                              | 146.033<br>(9.964)               | 873                      | 125<br>22         | 4.463.139<br>(6.651)                             |
| Operating profit / (loss) Currency exchange gains / (losses)  | ( <b>167.755</b> )<br>3.194                     | 6.727                            | (1.907)                  | 16.602            | (146.333)<br>3.194                               |
| Profit/ (Loss) before tax & finance costs   | (164.561)                                       | 6.727                            | (1.907)                  | 16.602            | (143.139)  |
| Finance income/(expense) - net  Profit/ (Loss) before income tax Income tax expense                                   |   |                                  |                          | _                 | (81.004)<br>(224.143)<br>43.863                  |
| Profit/ (Loss) for the period   |   |                                  |                          | _                 | (180.280)  |
|   |   |                                  |                          |                   |  |
| For the six month period ended 30 June 2012   | Refining  | Petro-<br>chemicals              | Exploration & Production | Other             | Total  |
| For the six month period ended 30 June 2012  Sales Other operating income / (expense) - net (Note 6)                  | <b>Refining</b> 4.610.138 9.636                 |                                  | &                        | Other             | Total 4.789.802 10.577                           |
| Sales   | 4.610.138                                       | chemicals                        | & Production             | 41                | 4.789.802  |
| Sales Other operating income / (expense) - net (Note 6) Operating profit / (loss)                                     | 4.610.138<br>9.636<br><b>65.176</b>             | 179.623<br>1.023                 | (82)<br>(2.581)          | 41                | 4.789.802<br>10.577<br><b>87.244</b>             |
| Sales Other operating income / (expense) - net (Note 6)  Operating profit / (loss) Currency exchange gains / (losses) | 4.610.138<br>9.636<br><b>65.176</b><br>(23.636) | 179.623<br>1.023<br><b>9.220</b> | Rroduction (82) (2.581)  | 41<br>-<br>15.429 | 4.789.802<br>10.577<br><b>87.244</b><br>(23.636) |

# CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

| Further segmental information as at 30 June 2013 is as follows:     |           |           |             |          |           |
|---|-----------|-----------|-------------|----------|-----------|
|   |           |           | Exploration |          |           |
|   |           | Petro-    | &           |          |           |
|   | Refining  | chemicals | Production  | Other    | Total     |
| Total Assets  | 5.996.501 | 145.455   | 14.721      | 183      | 6.156.860 |
| Total liabilities   | 4.299.488 | 90.977    | 11.186      | 47.641   | 4.449.292 |
| Net Assets  | 1.697.014 | 54.478    | 3.535       | (47.458) | 1.707.569 |
| Capital Expenditure (6-month period then ended)                     | 31.026    | 1         | 9           | -        | 31.036    |
| Depreciation & Amortisation (6-month period then ended)             | 80.632    | 5.913     | 81          | 19       | 86.645    |
| Further segmental information as at 31 December 2012 is as follows: |           |           |             |          |           |
|   |           |           | Exploration |          |           |
|   |           | Petro-    | &           |          |           |
|   | Refining  | chemicals | Production  | Other    | Total     |
| Total Assets  | 5.682.345 | 158.727   | 12.559      | 1.570    | 5.855.201 |
| Total liabilities   | 3.828.128 | 109.227   | 7.613       | 3.160    | 3.948.128 |
| Net Assets  | 1.854.217 | 49.500    | 4.946       | (1.590)  | 1.907.073 |
| Capital Expenditure (full year)                                     | 492.165   | 147       | -           | 1.231    | 493.543   |
| Depreciation & Amortisation (full year)                             | 93.106    | 12.580    | 932         | 42       | 106.660   |

#### 5. SELLING, DISTRIBUTION AND ADMINISTRATIVE EXPENSES

|                                   | For the six month p | eriod ended  | For the three month period ended |              |  |
|-----------------------------------|---------------------|--------------|----------------------------------|--------------|--|
|                                   | 30 June 2013        | 30 June 2012 | 30 June 2013                     | 30 June 2012 |  |
| Selling and distribution expenses | 57.496              | 44.883       | 28.321                           | 21.437       |  |
| Administrative expenses           | 38.228              | 32.673       | 19.692                           | 16.475       |  |
|                                   | 95.724              | 77.556       | 48.013                           | 37.912       |  |

#### 6. OTHER OPERATING INCOME/(EXPENSES) AND OTHER GAINS/(LOSSES)

Other operating (expenses)/income – net, include items which do not arise as a result of the trading activities of the Company (e.g. rental income and sales of personnel services to subsidiaries), as well as impairment losses of &11 million relating to the write down of the Company's investment in Artenius Hellas S.A which started liquidation proceedings (see note 29). Other operating (losses)/gains – net, include gains / (losses) from de-designation of cash flow hedges (see note 21).

#### 7. FINANCE (EXPENSES)/INCOME – NET

|                                      | For the six month p | eriod ended  | For the three month period ended |              |  |
|--------------------------------------|---------------------|--------------|----------------------------------|--------------|--|
|                                      | 30 June 2013        | 30 June 2012 | 30 June 2013                     | 30 June 2012 |  |
| Interest income                      | 6.747               | 2.790        | 4.287                            | 1.359        |  |
| Interest expense and similar charges | (87.751)            | (8.175)      | (47.548)                         | (3.092)      |  |
| Finance (expenses)/income -net       | (81.004)            | (5.385)      | (43.261)                         | (1.733)      |  |

The increase in interest charges is affected by the following items:

- Comparatives in 2012, until the completion of the Elefsina refinery, include only part of interest payments, as construction period interest is included as part of the total investment costs of the new Elefsina refinery (See also Note 6 Fixed Assets in 2012 full year financial statements).
- Following the refinancing of the Group's 2007 RCF facility of \$ 1.160 million, average interest costs for the total borrowings of the Company has risen by c. 2.0%.
- Maintenance of excess cash balances in line with risk management policy adopted by the Company during the last year carry cost in excess of 5% p.a. Part of this cash is temporarily used as cash collateral in respect of EIB loan facility (see Note 19 on loans).

#### 8. CURRENCY EXCHANGE GAINS / (LOSSES)

Foreign currency exchange gains of €3 million during the 1<sup>st</sup> half of 2013 are driven by realized gains on settlement of US\$ denominated loans, due to the weakening of the US\$ against Euro at 31 January 2013 (repayment of HPF term loan of US\$364 million, as mentioned in note 19) compared to the beginning of the year.

# CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### 9. INCOME TAXES

The basic tax rate used for Hellenic Petroleum S.A. was 26% for the six month period ended 30 June 2013 (30 June 2012: 20%). No provision for special contribution has been included in the results for the six month period to 30 June 2013, as a relevant tax law has not been enacted. The resulting negative impact on deferred tax charge from the change in tax rate for the six month period ended 30 June 2013 is approximately €18 million.

Since the year ended 31 December 2011, all Greek companies have to be audited on an annual basis by their statutory auditor in respect of compliance with tax law, correct submission of tax returns and identification of any unrecorded tax liabilities in the accounts. This audit leads to the issuance of a Tax Certificate which under certain conditions, substitutes the full tax audit by the tax authorities and allows the company to treat its tax position as fully compliant and final. The Company has undergone this tax audit for the year ended 31 December 2012 and the auditors are expected to issue an unqualified Tax Certificate.

The Company has not undergone a full tax audit for the financial year ended 31 December 2010.

In February 2013 the tax audits for the financial years 2006 to 2009 of Hellenic Petroleum S.A. were finalized, the outcome of which resulted in disallowable expenses of  $\in$ 29 million, against which  $\in$ 14,5 million approximately of additional taxes and surcharges were assessed. Moreover the aforementioned tax audits also resulted in additional property taxes of a total amount of  $\in$ 4 million. The Company intends to accept only a part of the assessed amounts and for these adequate provisions already exist in the accounts. Amounts which are not accepted will be challenged through legal channels.

In addition, provisional VAT audits have been concluded up until December 2012, resulting in the aggregate recovery of VAT receivable of €258 million, which the Company utilizes to net off current tax liabilities.

Management believes that no additional material liability will arise as a result of open tax years over and above the tax liabilities and provisions recognised in the interim financial information for the period ended 30 June 2013.

#### 10. EARNINGS PER SHARE

Diluted earnings per ordinary share are not materially different from basic earnings per share.

Basic earnings per share are calculated by dividing the net profit attributable to equity holders of the company by the weighted average number of ordinary shares in issue during the period.

|  | For the six month p | period ended | For the three month period ended |              |  |
|--|---------------------|--------------|----------------------------------|--------------|--|
|  | 30 June 2013        | 30 June 2012 | 30 June 2013                     | 30 June 2012 |  |
| Earnings per share attributable to the Company |                     |              |                                  |              |  |
| Shareholders (expressed in Euro per share):    | (0,59)              | 0,15         | (0,25)                           | (0,07)       |  |
| Net income attributable to ordinary shares     |                     |              |                                  |              |  |
| (Euro in thousands)                            | (180.280)           | 45.305       | (77.335)                         | (20.937)     |  |
|  |                     |              |                                  |              |  |
| Average number of ordinary shares outstanding  | 305.635.185         | 305.635.185  | 305.635.185                      | 305.635.185  |  |

# CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### 11. PROPERTY, PLANT AND EQUIPMENT

|                                    | Land    | Buildings | Plant &<br>Machi-<br>nery | Motor<br>vehicles | Furniture<br>and<br>fixtures | Assets<br>Under<br>Cons-<br>truction | Total     |
|------------------------------------|---------|-----------|---------------------------|-------------------|------------------------------|--------------------------------------|-----------|
| Cost                               |         |           |                           |                   |                              |                                      |           |
| As at 1 January 2012               | 115.396 | 222.532   | 1.692.743                 | 10.681            | 74.628                       | 1.625.544                            | 3.741.524 |
| Additions                          | _       | 22        | 172                       | 5                 | 861                          | 207.118                              | 208.178   |
| Capitalised projects               | _       | 4.383     | 54.584                    | 464               | 348                          | (59.779)                             | _         |
| Disposals                          | _       | (185)     | _                         | (94)              | (24)                         | (641)                                | (944)     |
| Transfers & other movements        | _       | 57        | (57)                      | -                 | -                            | (973)                                | (973)     |
| As at 30 June 2012                 | 115.396 | 226.809   | 1.747.442                 | 11.056            | 75.813                       | 1.771.269                            | 3.947.785 |
| •                                  |         |           |                           |                   |                              |                                      |           |
| Accumulated Depreciation           |         |           |                           |                   |                              |                                      |           |
| As at 1 January 2012               | -       | 116.923   | 1.090.268                 | 9.109             | 53.303                       | -                                    | 1.269.603 |
| Charge for the year                | -       | 4.655     | 37.566                    | 183               | 3.620                        | -                                    | 46.024    |
| Disposals                          | -       | (184)     | -                         | (94)              | (23)                         | -                                    | (301)     |
| As at 30 June 2012                 | -       | 121.394   | 1.127.834                 | 9.198             | 56.900                       | -                                    | 1.315.326 |
| Net Book Value at 30 June 2012     | 115.396 | 105.415   | 619.608                   | 1.858             | 18.913                       | 1.771.269                            | 2.632.459 |
|                                    |         |           |                           |                   |                              |                                      |           |
| Cost                               |         |           |                           |                   |                              |                                      |           |
| As at 1 July 2012                  | 115.396 | 226.809   | 1.747.442                 | 11.056            | 75.813                       | 1.771.269                            | 3.947.785 |
| Additions                          | -       | 178       | 110                       | 2                 | 1.303                        | 283.035                              | 284.628   |
| Capitalised projects               | -       | 265.734   | 1.635.604                 | 3.657             | 273                          | (1.905.268)                          | _         |
| Disposals                          | =       | -         | (3.455)                   | (87)              | (45)                         | (331)                                | (3.918)   |
| Transfers & other movements        | _       | -         | _                         | -                 | -                            | (1.419)                              | (1.419)   |
| As at 31 December 2012             | 115.396 | 492.721   | 3.379.701                 | 14.628            | 77.344                       | 147.286                              | 4.227.076 |
|                                    |         |           |                           |                   |                              |                                      |           |
| Accumulated Depreciation           |         |           |                           |                   |                              |                                      |           |
| As at 1 July 2012                  | -       |           | 1.127.834                 | 9.198             | 56.900                       | -                                    | 1.315.326 |
| Charge for the year                | -       | 7.435     | 44.053                    | 220               | 3.500                        | -                                    | 55.208    |
| Disposals                          | -       | (1)       | (2.702)                   | (86)              | (45)                         | -                                    | (2.834)   |
| As at 31 December 2012             | -       | 128.828   | 1.169.185                 | 9.332             | 60.355                       | -                                    | 1.367.700 |
| Net Book Value at 31 December 2012 | 115.396 | 363.893   | 2.210.516                 | 5.296             | 16.989                       | 147.286                              | 2.859.376 |
|                                    |         |           |                           |                   |                              |                                      |           |
| Cost                               |         |           |                           |                   |                              |                                      |           |
| As at 1 January 2013               | 115.396 |           | 3.379.701                 | 14.628            | 77.344                       | 147.286                              | 4.227.076 |
| Additions                          | =       | 20        | 102                       | 1                 | 661                          | 29.896                               | 30.680    |
| Capitalised projects               | -       | 3.212     | 12.735                    | -                 | 761                          | (16.708)                             | -         |
| Disposals                          | =       | (121)     | (1.507)                   | (69)              | (209)                        | (214)                                | (2.120)   |
| Transfers and other movements      | -       | -         | -                         | -                 | -                            | (6.018)                              | (6.018)   |
| As at 30 June 2013                 | 115.396 | 495.832   | 3.391.031                 | 14.560            | 78.557                       | 154.242                              | 4.249.618 |
| Accumulated Depreciation           |         |           |                           |                   |                              |                                      |           |
| As at 1 January 2013               |         | 120 020   | 1 160 105                 | 9.332             | 60.355                       |                                      | 1.367.700 |
| Charge for the period              | -       | 9.922     | <b>1.169.185</b> 71.722   | 239               | 2.984                        | -                                    | 84.867    |
| Disposals                          | -       | (5)       | (498)                     | (69)              | (193)                        | -                                    | (765)     |
| As at 30 June 2013                 | -       |           | 1.240.409                 | 9.502             | 63.146                       |                                      | 1.451.802 |
| As at 30 June 2013                 | -       | 130.743   | 1,440,407                 | 9.502             | 03.140                       |                                      | 1.431.004 |
| Net Book Value at 30 June 2013     | 115.396 | 357.087   | 2.150.622                 | 5.058             | 15.411                       | 154.242                              | 2.797.816 |

- (1) Capitalised projects in 2012 mainly include amounts relating to the cost of the upgraded Elefsina refinery, moved from commissioning to commercial operation in December 2012.
- (2) 'Transfers and other movements' in assets under construction mainly relate to the transfer of spare parts for the upgraded Elefsina units within inventories, in line with the Company's accounting policies.

# CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

### 12. INTANGIBLE ASSETS

| 12. INTANGIBLE ASSETS              |          |            |        |
|------------------------------------|----------|------------|--------|
|                                    | Computer | Licences & |        |
|                                    | software | Rights     | Total  |
| Cost                               |          |            |        |
| As at 1 January 2012               | 66.261   | 23.909     | 90.170 |
| Additions                          | 98       | -          | 98     |
| Transfers & other movements        | 350      | 622        | 972    |
| As at 30 June 2012                 | 66.709   | 24.531     | 91.240 |
| Accumulated Amortisation           |          |            |        |
| As at 1 January 2012               | 58.849   | 17.908     | 76.757 |
| Charge for the year                | 934      | 1.223      | 2.157  |
| As at 30 June 2012                 | 59.783   | 19.131     | 78.914 |
| Net Book Value at 30 June 2012     | 6.926    | 5.400      | 12.326 |
| Cost                               |          |            |        |
| As at 1 July 2012                  | 66.709   | 24.531     | 91.240 |
| Additions                          | 639      | 24.331     | 639    |
| Transfers & other movements        | 2.041    | (622)      | 1.419  |
| As at 31 December 2012             | 69.389   | 23.909     | 93.298 |
| Accumulated Amortisation           |          |            |        |
| As at 1 July 2012                  | 59.783   | 19.131     | 78.914 |
| Charge for the year                | 3.291    | (20)       | 3.271  |
| As at 31 December 2012             | 63.074   | 19.111     | 82.185 |
| Net Book Value at 31 December 2012 | 6.315    | 4.798      | 11.113 |
| Cost                               |          |            |        |
| As at 1 January 2013               | 69.389   | 23.909     | 93.298 |
| Additions                          | 347      | 9          | 356    |
| Transfers & other movements        | 1.070    | -          | 1.070  |
| As at 30 June 2013                 | 70.806   | 23.918     | 94.724 |
| Accumulated Amortisation           |          |            |        |
| As at 1 January 2013               | 63.074   | 19.111     | 82.185 |
| Charge for the period              | 1.177    | 601        | 1.778  |
| As at 30 June 2013                 | 64.251   | 19.712     | 83.963 |
| Net Book Value at 30 June 2013     | 6.555    | 4.206      | 10.761 |
|                                    |          | -          |        |

### 13. LOANS, ADVANCES AND OTHER RECEIVABLES

|                        | As           | at                      |
|------------------------|--------------|-------------------------|
|                        | 30 June 2013 | <b>31 December 2012</b> |
| Loans and advances     | 137.900      | -                       |
| Other long term assets | 5.309        | 5.384                   |
| Total                  | 143.209      | 5.384                   |

Loans and advances relate to a three-year bond loan of €138 million extended to EKO S.A., a Group company.

# CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### 14. INVENTORIES

|   | As at        |                         |  |
|---|--------------|-------------------------|--|
|   | 30 June 2013 | <b>31 December 2012</b> |  |
| Crude oil   | 330.061      | 339.241                 |  |
| Refined products and semi-finished products       | 496.617      | 596.468                 |  |
| Petrochemicals                                    | 25.233       | 31.799                  |  |
| Consumable materials and other                    | 83.294       | 76.993                  |  |
| - Less: Provision for Consumables and spare parts | (7.088)      | (5.738)                 |  |
| Total   | 928.117      | 1.038.763               |  |

The amount of the write-down of inventories (stock devaluation) recognized as an expense in the  $1^{st}$  half of 2013 and included in "Cost of sales" is  $\[ \in \]$ 2 million (six months to 30 June 2012:  $\[ \in \]$ 10 million).

The Company keeps crude oil and refined products stocks in excess of its normal operating stock levels in order to fulfill the EU requirement for compulsory Stock obligations (90 days stock directive), as legislated by Greek Law 3054/2002. At the end of 2011, the Company participated in a structure commonly used in other European markets whereby part of the stock obligations are delegated to other companies most commonly established as dedicated finance vehicles. Under this structure, Hellenic Petroleum SA has delegated part of this obligation to OTSM SA reducing its stock holding by approximately 300.000 MT. The Group has a 48% investment in OTSM through DMEP HoldCo.

#### 15. TRADE AND OTHER RECEIVABLES

|   | As at        |                         |  |
|---|--------------|-------------------------|--|
|   | 30 June 2013 | <b>31 December 2012</b> |  |
| Trade receivables                               | 518.941      | 589.393                 |  |
| - Less: Provision for impairment of receivables | (92.515)     | (92.515)                |  |
| Trade receivables net                           | 426.426      | 496.878                 |  |
| Other receivables                               | 505.082      | 152.582                 |  |
| - Less: Provision for impairment of receivables | (10.283)     | (10.283)                |  |
| Other receivables net                           | 494.799      | 142.299                 |  |
| Deferred charges and prepayments                | 6.728        | 12.380                  |  |
| Total   | 927.953      | 651.557                 |  |

As part of its working capital management the Company utilises factoring facilities to accelerate the collection of cash from its customers in Greece. Non-recourse factoring, is excluded from balances shown above.

Other receivables include balances in respect of VAT, income tax prepayment, advances to suppliers and advances to personnel. This balance includes advances of  $\[mathebox{\ensuremath{\mathfrak{C}}327}$  million extended to Hellenic Petroleum International A.G. (a Group company) for the transfer of 100% of the share capital of Hellenic Fuels S.A. (currently a direct subsidiary of Hellenic Petroleum International A.G.) at book value. The conclusion of the transfer is subject to final contract signing.

Other receivables also include an amount of €54 million (31 December 2012: €54 million) of VAT approved refunds, which has been withheld by the customs office in respect of a dispute about stock shortages (see note 27 on litigation). Against this action the Company has filed a specific legal objection claim and expects to fully recover this amount following the conclusion of the relevant legal proceedings.

CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

#### 16. CASH, CASH EQUIVALENTS AND RESTRICTED CASH

|  | As at                |         |  |
|--|----------------------|---------|--|
|  | 30 June 2013 31 Dece |         |  |
| Cash at Bank and in Hand                         | 395.729              | 412.638 |  |
| Short term bank deposits                         | 100.000              | 15.100  |  |
| Cash and cash equivalents                        | 495.729              | 427.738 |  |
| Restricted cash                                  | 200.000              | 200.000 |  |
| Total cash, cash equivalents and restricted cash | 695.729              | 627.738 |  |

Restricted cash pertained to the renewal of a cash collateral arrangement to secure a  $\in$ 200 million loan between the Company and Pireaus Bank, in relation to the Company's  $\in$ 200 million Facility Agreement with the European Investment Bank (see Note 19) for which Pireaus Bank has provided a guarantee maturing on 15 June 2014. The effect of the loan and the deposit is a grossing up of the statement of financial position but with no effect to the Net Debt position.

#### 17. SHARE CAPITAL

|   | Number of<br>Shares<br>(authorised<br>and issued) | Share<br>Capital | Share<br>premium | Total     |
|---|---|------------------|------------------|-----------|
| As at 1 January 2012 & 31 December 2012 | 305.635.185                                       | 666.285          | 353.796          | 1.020.081 |
| As at 30 June 2013                      | 305.635.185                                       | 666.285          | 353.796          | 1.020.081 |

All ordinary shares were authorised, issued and fully paid. The nominal value of each ordinary share is &2,18 (31 December 2012: &2,18).

#### Share options

During the Annual General Meeting (AGM) of Hellenic Petroleum S.A. held on 25 May 2005, a new share option scheme was approved, based on years 2005 – 2007, with the intention to link the number of share options granted to employees with the results and performance of the Company and its management. The AGM of Hellenic Petroleum S.A of 31 May 2006 has approved and granted stock options for the year 2005 of 272.100 shares. The AGM of 17 May 2007 has approved and granted stock options for the year 2006 of 408.015 shares. The AGM of 14 May 2008 has approved and granted stock options for the year 2007 of 385.236 shares and extended the scheme for an additional base year, namely 2008. The AGM of 3 June 2009 has approved and granted stock options for the year 2008 of 1.704.716 shares and extended the scheme for 2009. The vesting period is 1 November to 5 December of the years 2008 – 2012, 2009 – 2013, 2010 – 2014 and 2011 – 2015 for each of the base years 2005, 2006, 2007 and 2008 respectively.

Following the Board Decision of 27 April 2010, the AGM of Hellenic Petroleum held on 2 June 2010 approved the non – granting of any stock options for the year 2009, as a result of the adverse macroeconomic environment and extended the scheme for an additional base year, 2010, for which the vesting period will commence in 2012. Similarly the AGM of Hellenic Petroleum held on 29 June 2011 validated the Board Decision of 7 June 2011 and approved the non – granting of any stock options for the year 2010 and extended the scheme for an additional base year, namely 2011, for which the vesting period will commence in 2012. The total number of stock options approved during the original AGM of 25 May 2005 has not been altered by the subsequent extensions to the scheme.

The AGM of Hellenic Petroleum S.A. of 28 June 2012 approved the completion of the scheme and granted the remaining stock options of 1.479.933 shares for the year 2011. The vesting period is 1 November to 5 December of the years 2014 - 2018.

Since the vesting period is 1 November to 5 December of each respective year, no stock options were exercised during the six month period ended 30 June 2013, or the comparative period of the previous year. Moreover, no stock

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options have been exercised to date, due to the negative relationship between the exercise price and the share market price during the respective vesting periods. Stock based compensation expense was immaterial for the six month periods ended 30 June 2013 and 2012.

#### 18. RESERVES

|  | Statutory reserve | Special reserves | Hedging<br>reserve | Share-based<br>payment<br>reserve | Tax-free reserves | Total   |
|--|-------------------|------------------|--------------------|-----------------------------------|-------------------|---------|
| Balance at 1 January 2012  | 113.792           | 86.495           | (67.150)           | 3.637                             | 351.322           | 488.096 |
| Cash flow hedges (Note 21) - Fair value gains / (losses) on cash flow hedges - Derecognition of gains/(losses) on hedges through | -                 | -                | 11.336             | -                                 | -                 | 11.336  |
| comprehensive income   |                   | -                | 2.425              | -                                 | -                 | 2.425   |
| Balance at 30 June 2012  | 113.792           | 86.495           | (53.389)           | 3.637                             | 351.322           | 501.857 |
| Cash flow hedges (Note 21) - Fair value gains / (losses) on cash flow hedges - Derecognition of gains/(losses) on hedges through | -                 | -                | (8.185)            | -                                 | -                 | (8.185) |
| comprehensive income   | -                 | -                | 24.600             | -                                 | -                 | 24.600  |
| Share-based payments   | -                 | -                | -                  | 252                               | -                 | 252     |
| Transfer to statutory reserves   | 4.876             | -                | -                  | -                                 | -                 | 4.876   |
| Balance at 31 December 2012 and 1 January 2013   | 118.668           | 86.495           | (36.974)           | 3.889                             | 351.322           | 523.400 |
| Cash flow hedges (Note 21) - Fair value gains / (losses) on cash flow hedges - Derecognition of gains/(losses) on hedges through | -                 | -                | 2.593              | -                                 | -                 | 2.593   |
| comprehensive income   |                   |                  | 24.027             |                                   |                   | 24.027  |
| Balance at 30 June 2013  | 118.668           | 86.495           | (10.354)           | 3.889                             | 351.322           | 550.020 |

#### Statutory reserves

Under Greek law, corporations are required to transfer a minimum of 5% of their annual net profit as reflected in their statutory books to a statutory reserve until such reserve equals one third of outstanding share capital. This reserve cannot be distributed during the existence of the corporation, but can be used to offset accumulated losses.

#### Special reserves

Special reserves primarily relate to reserves arising from tax revaluations which have been included in the company accounts in accordance with the relevant legislation in prior years. Where considered appropriate deferred tax provisions are booked in respect of these reserves.

#### Tax reserves

#### Tax reserves include:

- (i) Tax reserves are retained earnings which have not been taxed with the prevailing corporate income tax rate as allowed by Greek law under various statutes. Certain of these retained earnings will become liable to tax at the rate prevailing at the time of distribution to shareholders or conversion to share capital. Distributions to shareholders and conversions to share capital are not normally anticipated to be made through these reserves.
- (ii) Partially taxed reserves are retained earnings, which have been taxed at a rate less than the corporate tax rate as allowed by Greek law. Certain of these retained earnings will be subject to the remaining tax up to the corporate tax rate prevailing at the time of distribution to shareholders or conversion to share capital.

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#### 19. BORROWINGS

|  | As at        |                         |  |
|--|--------------|-------------------------|--|
|  | 30 June 2013 | <b>31 December 2012</b> |  |
| Non-current borrowings                       |              |                         |  |
| Bank borrowings                              | 388.556      | 410.778                 |  |
| Bond loan                                    | 902.280      | -                       |  |
| Non-current borrowings                       | 1.290.836    | 410.778                 |  |
| Current borrowings                           |              |                         |  |
| Short term bank borrowings                   | 999.041      | 1.514.405               |  |
| Current portion of long term bank borrowings | 78.444       | 22.222                  |  |
| Total current borrowings                     | 1.077.485    | 1.536.627               |  |
| Total borrowings                             | 2.368.321    | 1.947.405               |  |

Gross borrowings of the Company by maturity as at 30 June 2013 and 31 December 2012 are summarised on the table below:

|     |   | Balance as at |              |                  |
|-----|---|---------------|--------------|------------------|
|     |   |               | 30 June 2013 | 31 December 2012 |
|     |   | Maturity      | (millions)   | (millions)       |
| 1.  | HPF Syndicated Loan \$1.180 million (drawn partly in US\$ and partly in Euro) | Jan 2013      | -            | 276              |
| 2a. | HPF Syndicated Bond Loan \$140 million  | Jan 2016      | -            | -                |
| 2b. | Bond loan €465 million  | Jan 2016      | 448          | -                |
| 3.  | Bond loan €400 million  | Jun 2014      | 225          | 225              |
| 4.  | European Investment Bank ("EIB") Term loan                                    | Jun 2022      | 400          | 400              |
| 5.  | Bond loan €225 million  | Dec 2013      | -            | 222              |
| 6.  | HPF Eurobond  | May 2017      | 488          | -                |
| 7.  | Bilateral lines   | Various       | 807          | 824              |
|     | Total   |               | 2.368        | 1.947            |

Hellenic Petroleum and its subsidiaries (the "Group") manages its treasury functions in a centralised manner with coordination and control of all subsidiaries' funding and cash management activities by a central Treasury. To this extent, Hellenic Petroleum Finance plc ("HPF") was established in November 2005 in the U.K. as a wholly-owned subsidiary of Hellenic Petroleum S.A. to act as the central treasury vehicle of the Hellenic Petroleum Group.

#### 1. HPF Syndicated Loan \$1.180 million

In April 2006, the Company concluded a  $\epsilon$ 400 million multi-currency loan agreement with HPF in order to refinance existing financial indebtedness and for general corporate purposes, which increased to  $\epsilon$ 600 million on 18 October 2006. This was refinanced through a syndicated credit facility agreement of US\$1,18 billion signed on 2 February 2007 by HPF, with the guarantee of Hellenic Petroleum SA and comprised of fixed term borrowings and revolving credit. On 18 October 2007 the loan facility amount increased to  $\epsilon$ 1 billion and in April 2010 to  $\epsilon$ 1.5 billion. As at 31 December 2012, the outstanding loan balance with HPF amounted to the equivalent of  $\epsilon$ 276 million (US\$ 364 million). The facility was repaid on maturity date, (31 January 2013), by using own cash reserves and the proceeds of facilities, as detailed under 2a and 2b below.

#### 2. Bond Loans of €605 million (HPF €140 million and Hellenic Petroleum SA €465 million)

As part of the refinancing plan, two credit facilities with identical terms and conditions were concluded with a Group of Greek and international banks:

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- (a) A €465 million syndicated bond loan concluded by Hellenic Petroleum S.A. with the guarantee of Hellenic Petroleum Finance plc and a maturity of three years with gradual amortisation. The outstanding balance of the bond loan at 30 June 2013 was €448 million.
- (b) A €140 million syndicated credit facility concluded by Hellenic Petroleum Finance plc with the guarantee of Hellenic Petroleum S.A. and a maturity of three years with gradual amortization.

#### 3. Bond Loan of €400 million

In April 2012, Hellenic Petroleum S.A. concluded a  $\epsilon$ 400 million syndicated bond loan agreement maturing on 30 June 2013, with the aim to finance general corporate purposes. The facility was renewed for an additional year (until 30 June 2014) and has a six-month extension option. As at 30 June 2013 and 31 December 2012, the outstanding loan balance amounted to  $\epsilon$ 225 million.

#### 4. EIB Term Loans

On 26 May 2010, Hellenic Petroleum S.A. signed two loan agreements (Facilities A and B) with the European Investment Bank for a total amount of  $\epsilon$ 400 million ( $\epsilon$ 200 million each). The purpose of the loans was to finance part of the investment programme relating to the upgrade of the Elefsina Refinery. Both loans have a maturity of 12 years with amortization beginning in December 2013 and similar terms and conditions. Facility B is credit enhanced by a commercial bank guarantee. This is normal practice for EIB lending particularly during the construction phase of large projects. As at 30 June 2013, the outstanding loan balance amounted to  $\epsilon$ 400 million (31 December 2012:  $\epsilon$ 400 million).

#### 5. Bond Loan of €225 million

As part of it refinancing plans, Hellenic Petroleum S.A concluded a one year bond loan facility with Greek relationship banks. The facility was prepaid in May 2013 out of the proceeds of the new Eurobond.

#### 6. Eurobond

During the first half of 2013, HPF proceeded with the issuance of a Eurobond of  $\epsilon$ 500 million with an annual coupon of 8% and a maturity of four years. The notes are redeemable at maturity (May 2017) and are listed in the Luxembourg Stock Exchange. Subsequently the Company concluded a  $\epsilon$ 488 million syndicated bond loan agreement with HPF, which matures on the same date and the proceeds were used to prepay existing indebtedness of  $\epsilon$ 225 million (see loan facility 5 above) and for general corporate purposes. As at 30 June 2013 the outstanding loan balance amounted to  $\epsilon$ 488 million.

#### 7. Bilateral lines

Loans with various banks are also utilised to cover the Company's on-going financing needs. As at 30 June 2013, the outstanding balance of such loans amounted to €807 million (31 December 2012: €824 million).

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#### 20. RETIREMENT BENEFITS OBLIGATIONS

Due to the amendment of IAS 19 relating to the recognition and measurement of defined benefit pension liability and termination benefits the Company has restated total comprehensive income, total equity and retirement benefit obligations of prior years as follows:

| Other comprehensive income  |                         | As at 30 June 2012      |
|---|-------------------------|-------------------------|
| Total comprehensive income before the application of the amended IAS 19     |                         | 13.761                  |
| Impact due to IAS 19 amendment  |                         | 9.030                   |
| Income Tax adjustment   | _                       | (2.348)                 |
| Total comprehensive income after the application of the amended IAS 19      | -                       | 20.443                  |
|   | As at                   | As at                   |
| Total equity  | <b>31 December 2012</b> | 1 January 2012          |
| Total equity before the application of the amended IAS 19                   | 1.907.222               | 1.916.825               |
| Impact due to IAS 19 amendment  | (202)                   | (18.262)                |
| Deferred Tax liability adjustment   | 53                      | 4.749                   |
| Total equity after the application of the amended IAS 19                    | 1.907.073               | 1.903.312               |
|   |                         | As at                   |
| Retirement benefit obligations  |                         | <b>31 December 2012</b> |
| Retirement benefit obligations before the application of the amended IAS 19 |                         | 80.922                  |
| Impact due to IAS 19 amendment  | _                       | 202                     |
| Retirement benefit obligations after the application of the amended IAS 19  | -                       | 81.124                  |

#### 21. FAIR VALUES OF DERIVATIVE FINANCIAL INSTRUMENTS

|  | 30 June 2013 |             | 30 June 2013 31 Dec |             | 31 Dece | ecember 2012 |  |
|--|--------------|-------------|---------------------|-------------|---------|--------------|--|
| Derivatives designated as Cash Flow Hedges | Assets       | Liabilities | Assets              | Liabilities |         |              |  |
|  | €            | €           | €                   | €           |         |              |  |
| Commodity Swaps                            | 162          | 14.151      | 840                 | 47.055      |         |              |  |
|  | 162          | 14.151      | 840                 | 47.055      |         |              |  |
| Total                                      | 162          | 14.151      | 840                 | 47.055      |         |              |  |
|  | 30 Ju        | ne 2013     | 31 Dece             | mber 2012   |         |              |  |
|  | Assets       | Liabilities | Assets              | Liabilities |         |              |  |
| Non-current portion                        |              |             |                     |             |         |              |  |
| Commodity swaps                            |              | -           |                     |             |         |              |  |
| Current portion                            | -            | -           | -                   | -           |         |              |  |
| Commodity swaps                            | 162          | 14.151      | 840                 | 47.055      |         |              |  |
|  | 162          | 14.151      | 840                 | 47.055      |         |              |  |
| Total                                      | 162          | 14.151      | 840                 | 47.055      |         |              |  |

#### **Derivatives held for trading**

In the context of managing risk resulting from the volatility in the inventory values of products and crude oil, the Company enters into derivative contracts. To the extent that these contracts are not designated as hedges, they are

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categorized as derivatives held-for-trading. The fair value of derivatives held-for-trading is recognized on the statement of financial position in "Trade and other receivables" and "Trade and other payables" if the maturity is less than 12 months and in "Loans, advances and other receivables" and "Other long term liabilities" if the maturity is more than 12 months. Changes in the fair value of these derivatives are charged to the Statement of comprehensive income either within "Other operating gains/(losses)" or "Cost of sales".

The instruments used for this risk management include commodity exchange traded contracts (ICE futures), full refinery margin forwards, product price forward contracts or options.

As part of managing operating and price risk, the Company engages in derivative transactions with  $3^{rd}$  parties with the intention of matching physical positions and trades or close proxies thereof and are therefore considered an integral part of "Cost of Sales". For the six months ended 30 June 2013 the amounts attributable to such derivatives were  $\epsilon$ 7.560 loss (30 June 2012:  $\epsilon$ 14.931 gain) included in "Cost of Sales". "Cost of Sales" also includes losses of  $\epsilon$ 5.495 ( $\epsilon$ 4.066 loss, net of tax) for settlement of cash flow hedges related to the Elefsina Refinery Upgrade (30 June 2012: nil).

In certain cases it may not be possible to achieve a fully matched position, in which case the impact cannot be considered as a "Cost of Sales" component and is shown under "Other operating gains/(losses)". The result from such derivative positions for the six months ended 30 June 2013 was €19.396 loss (30 June 2012: €8.918 loss).

#### Derivatives designated as cash flow hedges

The Company uses derivative financial instruments to manage certain exposures to fluctuations in commodity prices. In this framework, the Company has entered into a number of commodity price swaps which have been designated by the Company as cash flow hedges, have been evaluated and proven to be highly effective, and in this respect, any changes in their fair value are recorded within Equity. The fair value of the Commodity swaps at the end of the reporting period was recognised in "Long term derivatives", while changes in their fair value are recorded in reserves as long as the forecasted purchase of inventory is highly probable and the cash flow hedge is effective as defined in IAS 39

When certain of the forecasted transactions cease to be highly probable, they are de-designated from cash flow hedges at which time amounts charged to reserves are transferred to the statement of comprehensive income within "Other operating gains/(losses)". As at 30 June 2013 amounts transferred to the statement of comprehensive income for dedesignated hedges amounted to €14.353 loss, net of tax (30 June 2012: €2.269 loss, net of tax) which related to valuation of projected transactions for the Elefsina upgraded refinery.

Amounts transferred to the statement of comprehensive income relating to commodity price swaps for the Elefsina upgraded refinery that were settled during the period, amounted to €4.066 loss, net of tax (30 June 2012: nil) and are shown within "Cost of Sales", as explained above.

The remaining cash flow hedges are highly effective and the movement in the fair value of these derivatives, amounting to a gain of €2.593 net of tax (30 June 2012: €11.336 gain, net of tax), was transferred to the "Hedging Reserve" (see Note 18).

The maximum exposure to credit risk at the reporting date is the fair value of the derivative assets in the statement of financial position.

### 22. PROVISIONS AND OTHER LONG TERM LIABILITIES

|                       | As at        |                         |  |
|-----------------------|--------------|-------------------------|--|
|                       | 30 June 2013 | <b>31 December 2012</b> |  |
| Government grants     | 13.318       | 14.727                  |  |
| Litigation provisions | 3.000        | 3.000                   |  |
| Other provisions      | 528          | 521                     |  |
| Total                 | 16.846       | 18.248                  |  |

Government grants

Government (Hellenic State) grants received in connection with investments in property, plant and equipment.

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#### Other provisions

Amounts included in other provisions and long term liabilities relate to sundry operating items and risks arising from the Company's ordinary activities.

#### 23. TRADE AND OTHER PAYABLES

|                                    | As at        |                         |  |
|------------------------------------|--------------|-------------------------|--|
|                                    | 30 June 2013 | <b>31 December 2012</b> |  |
| Trade payables                     | 1.850.934    | 1.751.006               |  |
| Accrued Expenses & Deferred Income | 52.544       | 30.316                  |  |
| Other payables                     | 15.327       | 30.428                  |  |
| Total                              | 1.918.805    | 1.811.750               |  |

Trade creditors as at 30 June 2013 and 31 December 2012 include overdue amounts in respect of crude oil imports from Iran which were received during the period between December 2011 and March 2012 as part of a long term contract with NIOC. Despite repeated attempts to settle the payment for these cargoes during the early part of 2012, through the international banking system, it was not possible to do so. This is due to the fact that payments to Iranian banks and state entities are not accepted for processing by the International banking system due to EU sanctions (Council Regulation (EU) No. 267/2012 of 23 March 2012). The Company has dully notified its supplier of this restriction on payments and the inability to accept further crude oil cargoes under the contract, which is due to the EU sanctions posing legal constraints outside of its control. As a result no deliveries of Iranian crude oil or payments have taken place post June 30<sup>th</sup> which was the EU imposed deadline.

Other payables include amounts in respect of payroll and other staff related costs, social security obligations and sundry taxes.

#### 24. CASH GENERATED FROM OPERATIONS

|   |       | period ended      |                   |
|---|-------|-------------------|-------------------|
|   | Note  | 30 June 2013      | 30 June 2012      |
| (Loss) / Profit before tax Adjustments for:   |       | (224.143)         | 58.223            |
| Depreciation and amortisation of tangible and intangible assets<br>Amortisation of grants       | 11,12 | 86.645<br>(1.409) | 48.181<br>(1.440) |
| Financial expenses / (income) - net<br>Provisions for expenses and valuation changes            | 7     | 81.004<br>19.077  | 5.385 (1.024)     |
| Foreign exchange (gains) / losses Fair value gains arising from contribution in kind of PPE for | 8     | (3.194)           | 23.636            |
| share capital increase of subsidiary  |       | (22)              | -                 |
| Dividend income   |       | (17.122)          | (15.818)          |
|   | _     | (59.164)          | 117.143           |
| Changes in working capital  |       |                   |                   |
| Decrease / (Increase) in inventories  |       | 114.244           | 97.894            |
| Decrease / (Increase) in trade and other receivables  |       | (259.106)         | 75.877            |
| (Decrease) / Increase in trade and other payables   |       | 91.147            | (106.133)         |
|   | _     | (53.715)          | 67.638            |
| Net cash (used in) / generated from operating activities  | _     | (112.879)         | 184.781           |

Provisions for expenses and valuation changes include impairment losses of €11 million relating to the write down of the Company's investment in Artenius Hellas S.A which started liquidation proceedings (see note 29).

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#### 25. RELATED PARTY TRANSACTIONS

Included in the condensed interim statement of comprehensive income are proceeds, costs and expenses, which arise from transactions between the company and related parties. Such transactions mainly comprise of sales and purchases of goods and services in the ordinary course of business.

| i) Sales of goods and services      | For the six month period ended |              |  |
|-------------------------------------|--------------------------------|--------------|--|
|                                     | 30 June 2013                   | 30 June 2012 |  |
| Sales of goods                      |                                |              |  |
| Group Entities                      | 1.442.564                      | 1.950.417    |  |
| Other related parties               | 361.166                        | 385.626      |  |
| Sales of services                   |                                |              |  |
| Group Entities                      | 2.076                          | 2.323        |  |
|                                     | 1.805.806                      | 2.338.366    |  |
| ii) Purchases of goods and services |                                |              |  |
| Purchases of goods                  |                                |              |  |
| Group Entities                      | 826                            | 6.755        |  |
| Other related parties               | 333.126                        | 348.364      |  |
| Purchases of services               |                                |              |  |
| Group Entities                      | 26.638                         | 23.813       |  |
|                                     | 360.590                        | 378.932      |  |
|                                     | For the six month period ended |              |  |
|                                     | 30 June 2013                   | 30 June 2012 |  |
| Charges for directors remuneration  | 529                            | 570          |  |

Included in the statement of financial position are balances which derive from sales/purchases of goods and services in the ordinary course of business.

| iii) Balances arising from sales / purchases of goods / services | As at        |                         |  |  |
|--|--------------|-------------------------|--|--|
|  | 30 June 2013 | <b>31 December 2012</b> |  |  |
| Receivables from related parties                                 |              |                         |  |  |
| Group Entities   |              |                         |  |  |
| - Receivables  | 588.869      | 268.119                 |  |  |
| Other related parties  |              |                         |  |  |
| - Receivables  | 72.966       | 47.726                  |  |  |
|  | 661.835      | 315.845                 |  |  |
| Payables to related parties                                      |              |                         |  |  |
| Group Entities   |              |                         |  |  |
| - Payables   | 69.110       | 53.913                  |  |  |
| Other related parties  |              |                         |  |  |
| - Payables   | 36.111       | 26.912                  |  |  |
| _  | 105.221      | 80.825                  |  |  |
| Net balances from related parties                                | 556.614      | 235.020                 |  |  |

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All transactions with related parties are effected under normal trading and commercial terms.

Group Entities include all companies consolidated under the full method of consolidation.

Other related parties include non-affiliated or Governmental organisations such as the Hellenic Armed Forces and the Public Power Corporation (Hellas). They are considered related parties due to the shareholding in the Company by the Hellenic State. Also included are Group companies consolidated with the equity method of consolidation.

Transactions and balances with related parties are in respect of the following:

- a) Hellenic Petroleum Group companies.
- b) Parties which are under common control with the Company due to the shareholding and control rights of the Hellenic State:
  - Public Power Corporation Hellas S.A.
  - Hellenic Armed Forces
- Financial institutions which are under common control with the Company due to the shareholding and control rights of the Hellenic State. The Company had loans due to the National Bank of Greece S.A. amounting to the equivalent of €274 million, as at 30 June 2013 (31 December 2012: €40 million) and another €424 million due to Eurobank S.A (31 December 2012: equivalent of €399 million).
- d) Joint ventures with other third parties relating to the exploration and production of hydrocarbons in Greece and abroad:
  - STPC Sea of Thrace (Greece, sea of Thrace)
  - Petroceltic International Plc (former Melrose) Kuwait Energy Beach Petroleum (Egypt, Mesaha)
  - VEGAS Oil & Gas (Egypt, West Obayed)
  - Medusa (Montenegro)
  - Edison (Montenegro, Ulcinj)
  - Edison International SpA Petroceltic (western Patraikos Gulf)
- e) Associates of the Hellenic Petroleum Group:
  - Athens Airport Fuel Pipeline Company S.A. (EAKAA)
  - Public Gas Corporation of Greece S.A. (DEPA)
  - Artenius S.A.
  - Elpedison B.V.
  - Spata Aviation Fuel Company S.A. (SAFCO)
  - HELPE Thraki
  - Biodiesel
  - D.M.E.P. / OTSM
- f) Enterprises in which substantial interest is owned by parties which hold significant participation in the share capital of the Company.
  - Private Sea Marine Services (ex Lamda Shipyards)

#### 26. COMMITMENTS

Capital expenditure contracted for as of 30 June 2013 amounts to €60 million (31 December 2012: €70 million).

#### 27. CONTINGENCIES AND LITIGATION

The Company has contingent liabilities in respect of bank and other guarantees and other matters arising in the ordinary course of business. Provisions are set up by the Company against such matters whenever deemed

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necessary, in accordance with its accounting policies and included in other provisions (Note 22). These are as follows:

#### **Business Issues**

- (i) Unresolved legal claims: The Company is involved in a number of legal proceedings and has various unresolved claims pending arising in the ordinary course of business. Based on currently available information, management believes the outcome will not have a significant effect on the company's operating results or financial position, over and above provisions already reflected (Note 22).
- (ii) Guarantees: The Company has provided letters of comfort and guarantees in favour of banks as security for loans granted by them to subsidiaries and associates of the Group, the outstanding amount of which as at 30 June 2013 was the equivalent of €919 million (31 December 2012: €1.152 million). The Company has also issued letters of credit and guarantees in favour of third parties, including the procurement of crude oil which as at 30 June 2013 amounted to the equivalent of €245 million (31 December 2012: €12 million).

#### **Taxation and Customs**

(iii) Tax matters: In June 2011 the tax audits for the financial years 2002 - 2005 of Hellenic Petroleum S.A. were finalized with disallowable expenses of €64 million in total for four years. The Company agreed to disallowable expenses of €32 million, resulting in €18 million of additional taxes and surcharges, all of which were included in Income Tax for the year ended 31 December 2011. The remaining €32 million of disallowable expenses assessed includes, amongst others, the assessment by a customs audit for alleged inventory "shortages" (see note iv below) despite the fact that their tax audit did not reveal such stock differences. The Company has appealed against this assessment on the ground that it has evidence to demonstrate the lack of merit and the inaccuracy of the calculations. The appeal was heard before the Administrative Appellate Court of Piraeus in January 2013 and the decision is still pending. Moreover the aforementioned tax audit also resulted in additional property taxes of a total amount of €2,2 million, against which the Company has appealed to the relevant authorities and the appeal will be held in September 2013. No provision has been made in the interim financial information as of 30 June 2013 with respect to the above, as the Company believes that both cases will be finally assessed in its favor.

The Company has not undergone a tax audit for the financial year 2010. In addition temporary tax audits mainly for the return of VAT have been concluded up to more recent dates, as described in Note 9. Management estimates that no additional material liability will arise as a result of open tax years over and above the tax liabilities and provisions recognized in the interim financial information.

It is noted, that from 2011 onwards, under certain provisions, all Greek companies are subject to annual tax audit by their statutory auditors. The Company was audited for financial year 2011, obtaining an unqualified tax audit certificate and 2012, where the certificate is expected, also with no qualifications.

(iv) Assessment of customs and fines: In 2008, Customs authorities issued customs and fines assessments amounting at approximately €40 million for alleged "stock shortages" in the bonded warehouses of Aspropyrgos and Elefsina refineries for certain periods during 2001-2005. The report has been challenged by the Company as the alleged "stock shortages" relate to accounting reconciliation differences caused as a result of early problems during the implementation of the new customs authorities' electronic- monitoring system (ICIS) in 2001, and not because of physical shortage of products. Both through the Company's workings, as well as by the work performed by independent auditors, it is confirmed beyond any reasonable doubt that there are no stock shortages and the books of the Company are in complete agreement with official stock counts. Furthermore, all tax audits relating to the same periods come to the same conclusion that no stock deficits were identified. In relation with the above, the Company has dully filed contestations before the Administrative Court of First Instance of Piraeus, for which no dates of hearing have been assigned to date. Given that the management and the legal advisors position is that the case will have a positive outcome when the court hearings take place, no provisions are made for such liabilities.

However, contrary to a specific temporary court order, the Customs office withheld an amount of €54 million (full payment plus surcharges) from VAT that was due for refund to the Company, an action against which has also been contested through the filing of a specific objection and claim.

The Company considers that both of the above contestations will be sustained by the Court in light of the pertinent substantial reasons including amongst others, the fact that that subsequent customs audits for the

# CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTH PERIOD ENDED 30 JUNE 2013

(All amounts in Euro thousands unless otherwise stated)

same installations have concluded that no stock shortages exist, as well as serious procedural arguments in the second case where Customs abused their authority to withhold refunds to the Company.

#### 28. DIVIDENDS

A proposal to the AGM for  $\in$  0,45 per share as dividend for 2011 was approved by the Board of Directors on 23 February 2012 and the final approval was given by the shareholders at the AGM held on 28 June 2012. The dividend payable amounts to  $\in$  137.536 and is shown within the statement of changes in equity.

The Board of Directors approved the proposal to the AGM for the distribution of a dividend out of 2012 results of  $\epsilon$ 0,15 per share. The final approval was given by the shareholders at the AGM held on 27 June 2013. The dividend payable amounts to  $\epsilon$ 45.845 and is shown within the condensed interim statement of changes in equity. The dividend payments commence on 26 August 2013.

#### 29. OTHER SIGNIFICANT EVENTS

On 8 March 2013 the shareholders of Artenius Hellas S.A., a 35% associate of the Company, approved the liquidation plan of the company's net assets. As a result the Company has written off its investment of €11 million in other operating expenses (see note 6).

#### 30. EVENTS OCCURRING AFTER THE REPORTING PERIOD

On 16 February 2012 HELPE and the Hellenic Republic Asset Development Fund (HRADF) (jointly the "Sellers") agreed to launch a joint sale process of their shareholding in DEPA Group aiming to sell in total 100% of the supply and trading activities and the shareholding of regional supply companies (DEPA SA and EPAs which are 51% subsidiaries of DEPA SA) and 66% of the high pressure transmission network (DESFA - 100% subsidiary of DEPA SA). This agreement was approved by HELPE's EGM dated 30 January 2012 and the decision specifically requires that any such transaction will be subject to the approval of a new EGM.

The sales process resulted in three non-binding offers for DESFA received on 5 November 2012 and at the final stage, one binding offer for the purchase of 66% of DESFA shares by SOCAR (Azerbaijan's Oil and Gas National Company). The offer which was improved following negotiations between the Sellers and the prospective buyer, is for €400 million for 66% of DESFA; i.e. €212,1 million for HELPE's 35% effective shareholding. Given that at present DESFA SA is a 100% subsidiary of DEPA, in order to complete the transaction, DESFA will be "unbundled" through a share distribution (treated as capital reduction of DEPA SA), to the two existing shareholders/sellers (i.e. HELPE 35% and HRADF 65%). Thus, once all approvals from the competent authorities are received, SOCAR will buy 35% directly from HELPE and 31% from HRADF.

On 2 August 2013 the Board of Directors of HELPE considered the offer for the sale of its 35% effective interest in DESFA as acceptable, and called for an Extraordinary General Meeting of the shareholders of the Company for 2 September 2013 seeking to approve the transaction.

Prior to the Board of Director's meeting, the previous day, on 1 August 2013 the board of directors of HRADF had unanimously accepted the improved offer of SOCAR.

The Group consolidates DEPA on an equity basis and the carrying value of the investment in the consolidated financial statements reflect HELPE's 35% share of the net asset value of the DEPA group which as at 30 June 2013 is €578 million. Furthermore the carrying value in HELPE SA financial statements for the DEPA group is €237 million. These amounts were assessed for impairment, at 30 June 2013, based on the requirements of IAS 36 and no indication of impairment was identified.

Given that the transaction can only be completed upon receiving the approval of the EGM and the relevant competent authorities, and given the timing of such approvals and the unbundling process that is still be concluded, management considers it appropriate to maintain the policy of including DEPA Group as an associate at the date of this financial information.



5. Complimentary Information and Data pursuant to the Capital Market Commission's Decision (Government Gazette B/2092/29.10.2007)



### **5.1.** Published summary Financial Statements

General Commercial Registry 000296601000 (A.R.M.A.E. 2443/06/B/86/23)



FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM 1 JANUARY 2013 TO 30 JUNE 2013 with decision of the Board of Directors of the Capital Market Cor

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

COMPANY

Head office Address: Website

Approval date of the six month financial information by the Board of Directors
The Certified Auditor: Auditing Company: Type of Auditor's Report

8<sup>A</sup>, CHIMARRAS STR. - 15125 MAROUSI 29 AUGUST 2013 Marios Psaltis, (SOEL reg.no.38081)

PricewaterhouseCoopers S.A Unqualified

| CTATEMENT | OE | CINIANCIAL | DOCITION |  |
|-----------|----|------------|----------|--|

| (Amounts in thousands €)                                      | GROL      | JP         | COMPA     | NY         |
|---|-----------|------------|-----------|------------|
|   | 30/6/2013 | 31/12/2012 | 30/6/2013 | 31/12/2012 |
| ENEPCHTIKO  |           |            |           |            |
| Property, plant and equipment                                 | 3.467.020 | 3.550.082  | 2.797.816 | 2.859.376  |
| Intangible assets   | 151.125   | 158.320    | 10.761    | 11.113     |
| Other non-current assets                                      | 808.286   | 781.248    | 796.277   | 665.773    |
| Inventories   | 1.060.382 | 1.220.122  | 928.117   | 1.038.763  |
| Trade and other receivables                                   | 884.073   | 791.300    | 928.115   | 652.397    |
| Other current assets  | 895.763   | 901.061    | 695.729   | 627.738    |
| Available-for-sale non-current assets                         | 1.875     | 1.891      | 45        | 41         |
| TOTAL ASSETS  | 7.268.524 | 7.404.024  | 6.156.860 | 5.855.201  |
|   |           |            |           |            |
| EQUITY AND LIABILITIES  |           |            |           |            |
| Share capital   | 666.285   | 666.285    | 666.285   | 666.285    |
| Share premium   | 353.796   | 353.796    | 353.796   | 353.796    |
| Retained earnings and other reserves                          | 1.162.579 | 1.355.489  | 687.487   | 886.992    |
| Capital and reserves attributable to Company Shareholders (a) | 2.182.660 | 2.375.570  | 1.707.568 | 1.907.073  |
| Non-controlling interests (b)                                 | 113.905   | 121.484    | -         | -          |
| TOTAL EQUITY (c) = $(a) + (b)$                                | 2.296.565 | 2.497.054  | 1.707.568 | 1.907.073  |
| Long-term borrowings  | 1.385.615 | 383.274    | 1.290.836 | 410.778    |
| Provisions and other long term liabilities                    | 185.431   | 222.196    | 100.505   | 140.242    |
| Short-term borrowings   | 1.314.148 | 2.375.097  | 1.077.485 | 1.536.627  |
| Other short-term liabilities                                  | 2.086.765 | 1.926.403  | 1.980.466 | 1.860.481  |
| Total liabilities (d)   | 4.971.959 | 4.906.970  | 4.449.292 | 3.948.128  |
| TOTAL EQUITY AND LIABILITIES (c) + (d)                        | 7.268.524 | 7.404.024  | 6.156.860 | 5.855.201  |
| · · · · · · · · · · · · · · · · · · ·                         | 200.024   |            | 500.000   | 5.500.201  |
|   |           |            |           |            |
| STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD              |           |            |           |            |

| STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD             |           |           |           |           |
|--|-----------|-----------|-----------|-----------|
| (Amounts in thousands €)                                     |           | GRO       | OUP       |           |
|  | 1/1/2013- | 1/1/2012- | 1/4/2013  | 1/4/2012  |
|  | 30/6/2013 | 30/6/2012 | 30/6/2013 | 30/6/2012 |
| Turnover   | 4.797.193 | 5.078.928 | 2.555.821 | 2.381.947 |
| Gross profit   | 64.147    | 274.863   | 32.610    | 90.199    |
| Earnings Before Interest & Tax                               | (156.592) | 78.358    | (84.228)  | 10.165    |
| (Loss) / Profit before Tax                                   | (210.972) | 61.160    | (121.797) | (33.821)  |
| Less : Taxes   | 33.225    | (18.600)  | 26.741    | 5.354     |
| (Loss) / Profit for the period                               | (177.747) | 42.560    | (95.056)  | (28.467)  |
| Attributable to:   |           |           |           |           |
| Owners of the parent   | (172.972) | 43.509    | (95.148)  | (27.593)  |
| Non-controlling interests                                    | (4.775)   | (949)     | 92        | (874)     |
| Non-controlling interests                                    | (177.747) | 42.560    | (95.056)  | (28.467)  |
|  | (111.141) | 42.300    | (95.056)  | (20.467)  |
| Other comprehensive (loss)/income for the period, net of tax | 25.842    | 22.430    | 3.947     | 10.379    |
| Total comprehensive (loss) / income for the period           | (151.905) | 64.990    | (91.109)  | (18.088)  |
| Attributable to:   |           |           |           |           |
| Owners of the parent   | (147.065) | 66.068    | (91.306)  | (17.095)  |
| Non-controlling interests                                    | (4.840)   | (1.078)   | 197       | (993)     |
|  | (151.905) | 64.990    | (91.109)  | (18.088)  |
| Basic and diluted earnings per share (in Euro per share)     | (0,57)    | 0.14      | (0,31)    | (0,09)    |
| basic and united earnings per share (in Euro per share)      | (0,37)    | 0,14      | (0,51)    | (0,03)    |
| Earnings Before Interest, Taxes, Depreciation and            |           |           |           |           |
| Amortisation (EBITDA)  | (37.624)  | 160.463   | (24.581)  | 53.158    |

| (Amounts in thousands €)   |                        | COMPA                  |                       |                       |
|--|------------------------|------------------------|-----------------------|-----------------------|
|  | 1/1/2013-<br>30/6/2013 | 1/1/2012-<br>30/6/2012 | 1/4/2013<br>30/6/2013 | 1/4/2012<br>30/6/2012 |
| Turnover   | 4.463.139              | 4.789.802              | 2.397.353             | 2.195.781             |
| Gross profit   | (39.836)               | 150.915                | (26.729)              | 24.309                |
| Earnings Before Interest & Tax   | (146.333)              | 87.244                 | (71.551)              | 14.764                |
| (Loss) / Profit before Tax   | (224.143)              | 58.223                 | (106.088)             | (27.289)              |
| Less : Taxes   | 43.863                 | (12.918)               | 28.753                | 6.352                 |
| (Loss) / Profit for the period   | (180.280)              | 45.305                 | (77.335)              | (20.937)              |
| Other comprehensive (loss)/income for the period, net of tax               | 26.620                 | 20.443                 | 3.713                 | 7.999                 |
| Total comprehensive (loss) / income for the period                         | (153.660)              | 65.748                 | (73.622)              | (12.938)              |
| Basic and diluted earnings per share (in Euro per share)                   | (0,59)                 | 0,15                   | (0,25)                | (0,07)                |
| Earnings Before Interest, Taxes, Depreciation and<br>Amortisation (EBITDA) | (61.097)               | 133.985                | (29.232)              | 39.769                |

### STATEMENT OF CHANGES IN EQUITY

STATEMENT OF CASH FLOW

| GROUP     |   | COMPANY  |  |
|-----------|---|--|--|
| 30/6/2013 | 30/6/2012                                       | 30/6/2013  | 30/6/2012  |
| 2.497.054 | 2.516.491                                       | 1.907.073  | 1.903.312  |
| (151.905) | 64.990  | (153.660)  | 65.748   |
| (45.845)  | (137.536)                                       | (45.845)   | (137.536)  |
| (2.739)   | (1.369)   | -  | -  |
| -         | (6.455)   | -  | -  |
| -         | <u>-</u> _                                      | -  | <u> </u>   |
| 2.296.565 | 2.436.121                                       | 1.707.568  | 1.831.524  |
|           | 30/6/2013<br>2.497.054<br>(151.905)<br>(45.845) | 30/6/2013 30/6/2012<br>2.497.054 2.516.491<br>(151.905) 64.990<br>(45.845) (137.536)<br>(2.739) (1.369)<br>- (6.455) | 30/6/2013 30/6/2012 30/6/2013  2.497.054 2.516.491 1.907.073  (151.905) 64.990 (153.660) (45.845) (137.536) (45.845) (2.739) (1.369) (6.455) |

GROU

1/1/2012

(164.385)

122.300

(219.119)

(211.819)

1/1/2013

30/6/2013

162.811 (81.570)

134.476

182.537

(2.504)

(32.777)

COMPANY

1/1/2012-

75.877

(106.133)

184.281

(208.276)

(206.343)

1/1/2013-

30/6/2013

(259.106)

(112.879)

(31.036)

6.747

(26.793)

91.147

| ash flows from operating activities |  |  |
|-------------------------------------|--|--|
| oss) / Profit before Tay            |  |  |

| Cash flows from operating activities                                      |           |          |           |          |
|---|-----------|----------|-----------|----------|
| (Loss) / Profit before Tax  | (210.972) | 61.160   | (224.143) | 58.223   |
|   |           |          |           |          |
| Adjustments for:  |           |          |           |          |
| Depreciation and amortisation of tangible and intangible assets           | 120.742   | 83.909   | 86.645    | 48.181   |
| Amortisation of government grants   | (1.774)   | (1.804)  | (1.409)   | (1.440)  |
| Interest expense  | 105.637   | 27.685   | 87.751    | 8.175    |
| Interest income   | (3.668)   | (6.537)  | (6.747)   | (2.790)  |
| Share of operating profit of associates and dividend income               | (38.948)  | (31.471) | (17.122)  | (15.818) |
| Provisions for expenses and valuation charges                             | 9.929     | (5.414)  | 19.077    | (1.024)  |
| Foreign exchange (gains) / losses   | (8.641)   | 27.521   | (3.194)   | 23.636   |
| Fair value gain from contribution of PPE for increase in SC of subsidiary | -         | -        | (22)      | -        |
| Gain on sale of fixed assets  | (1.195)   | (21)     |           | -        |
|   | (28.890)  | 155.028  | (59.164)  | 117.143  |
|   |           |          |           |          |
|   |           |          |           |          |
|   |           |          |           |          |
|   |           |          |           |          |

#### Changes in working capital (Increase) / decrease in inventories (Increase) / decrease in trade and other receivables Increase / (decrease) in payables

ncome tax paid

| Cash flows from investing activities                    |          |  |
|---|----------|--|
| Purchase of tangible & intangible assets                | (37.344) |  |
| Cash from sale of plant and equipment & tangible assets | 3,403    |  |
| Cush from sale of plant and equipment & tanglole assets | 0.400    |  |

### Participation in share capital (increase)/decrease of subsidiaries and Net cash used in investing activities (b)

Net cash generated from / (used in) operating activities (a)

| Cash flows from financing activities                         |             |               |           |           |
|--|-------------|---------------|-----------|-----------|
| Interest paid  | (92.848)    | (26.731)      | (73.613)  | (7.168)   |
| Dividends paid   | (1.837)     | (2.283)       | (11)      | (895)     |
| Proceeds from borrowings                                     | 1.276.000   | 349.227       | 1.138.500 | 377.908   |
| Repayments of borrowings                                     | (1.334.615) | (282.810)     | (717.583) | (379.325) |
| Loans to affiliated companies                                | -           | -             | (137.900) | -         |
| Net cash (used in) / generated from financing activities (c) | (153.300)   | 37.403        | 209.393   | (9.480)   |
|  |             | · <del></del> |           |           |
|  |             |               |           |           |

| Net (decrease) / increase in cash & cash equivalents (a)+(b)+(c)   | (3.540)                | (52.116)             | 69.721                 | (31.542)             |
|--|------------------------|----------------------|------------------------|----------------------|
| Cash & cash equivalents at the beginning of the period<br>Exchange gains / (losses) on cash and cash equivalents | <b>901.061</b> (1.758) | <b>985.486</b> 2.615 | <b>627.738</b> (1.730) | <b>563.282</b> 2.289 |
| Cash & cash equivalents at end of the period   | 895.763                | 935.985              | 695.729                | 534.029              |

### ADDITIONAL INFORMATION

1. Note No. 30 of the interim consolidated financial information includes all subsidiary companies and their related information. 2. No company shares are owned either by the parent company Haller and of the period. 3. The parent company Haller (Parent Parent P 1. Note No. 30 of the interim consolidated financial information includes all subsidiary companies and their related information. 2. No company joint sales process for the Group's 35% shareholding in DEPA. At the final stage of the sales process one binding offer for the purchase of 66% of DESFA shares (100% subsidiary of DEPA SA) was received. The offer is for €400 million for 66% of DESFA, i.e. €212 million for HELPE's 35% effective shareholding. The transaction is subject to the approval of an EGM that will convene on 2 September 2013. As at 30 June 2013, DEPA Group's carrying value in the Group's accounts is €578 million. Given that the transaction can only be completed upon receiving the approval of the EGM and the relevant competent authorities, and given the timing of such approvals and the unbundling process that is still be concluded, management considers it appropriate to maintain the policy of including DEPA Group as an associate at the date of this financial information (Note 9). 7. The Group has succesfully completed the refinancing of its loans (€ 0,9 billion), which matured in January 2013. Refinancing was achieved partly from Group's operating cash flows and available cash reserves and partly through new loans. The refinancing is detailed in Notes 3 and 20 of the interim consolidated financial information. In addition the Group issued a 4-year €500 million Eurobond with 8% coupon. 8. Number of employees at 30/06/2013 in Greece: Company: 2.100, Group: 2.964 (30/06/2012: Company: 2.101, Group: 3.167). 9. Due to the amendment of IAS 19 relating to the recognition and measurement of defined benefit pension liability and termination benefits the Group has restated total comprehensive income, total equity and retirement benefit obligations of prior years (Note 21 of the interim consolidated financial information). 10. The amount of provisions included in the Statement of Financial Position are as follows:

|  | GROUP   | COMPANY |
|--|---------|---------|
| a) for pending legal cases                   | 8.093   | 3.000   |
| β) for tax matters                           | 13.598  | 12.114  |
| c) for SLI                                   | 104.264 | 82.647  |
| d) for other provisions relating to expenses | 7.159   | 7.058   |

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

|  | GROUP<br>30/6/2013 | 30/6/2012 | COMPANY<br>30/6/2013 | 30/6/2012 |
|--|--------------------|-----------|----------------------|-----------|
| Available-for-sale financial assets                  | (16)               | (9)       | 0                    | -         |
| Unrealised gains / (losses) on revaluation of hedges | 26.620             | 13.761    | 26.620               | 13.761    |
|  | 0                  | 7.769     | 0                    | 6.682     |
| Translation exchange differences                     | (762)              | 909       | 0                    | -         |
| Net income/(expense) recognised directly in equity   | 25.842             | 22.430    | 26.620               | 20.443    |

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

|   | GROUP   | COMPANY   |
|---|---------|-----------|
| Sales of goods and services                                       | 430.186 | 1.805.806 |
| Purchases of goods and services                                   | 334.664 | 360.590   |
| Receivables   | 85.819  | 661.835   |
| Payables  | 36.916  | 105.221   |
| Board members and senior management remuneration & other benefits | 934     | 529       |
| Amounts due to/(from) Board members and conjor management         |         |           |

Athens, 29th of August 2013

CHAIRMAN OF BOARD CHIEF EXECUTIVE OFFICER **GROUP CHIEF FINANCIAL OFFICER** 

ACCOUNTING DIRECTOR

**CHRISTOS K. KOMNINOS** ID. Number AK 121225

JOHN A. COSTOPOULOS ID. Number 702932584

**ANDREAS N. SIAMISHIS** ID. Number AA 010147

STEFANOS I. PAPADIMITRIOU ID. Number AK 553436