



**HELLENIC
PETROLEUM**



2017 1Q Results Presentation

Athens, 17 May 2017



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

1Q17 KEY HIGHLIGHTS

Markets: Strong refining environment sustained

- Benchmark margins 3% up vs 1Q16; stronger USD supports core business profitability
- Higher crude oil leads to increased reported gains and affects working capital
- Increased domestic market demand, mainly driven by heating gasoil

Operations: Improved performance

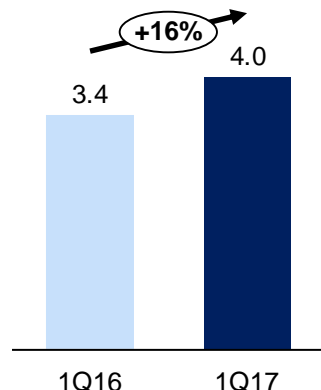
- Increased over-performance vs benchmarks
- Production up by 11%
- Higher exports (+18%), accounting for 55% of total ex-refinery sales
- Exploration works in Greek assets in progress

Financial Results: Consistent delivery on results and cashflow

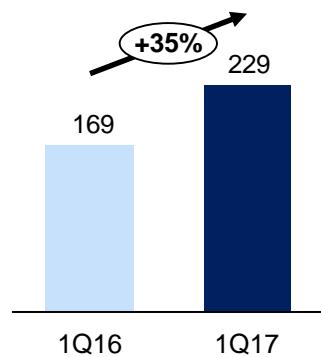
- **1Q17 Adj. EBITDA at €229m (+35%) Adj. Net Income at €126m (+80%):**
- **IFRS Net Income at €124m** in 1Q17 (€32m LY)
- Positive operating cashflow with 1Q17 Adj. EBITDA – Capex at €211m
- Net Debt at €1.8bn, flat q-o-q, with D/E gearing at 0.8

1Q17 GROUP KEY FINANCIALS

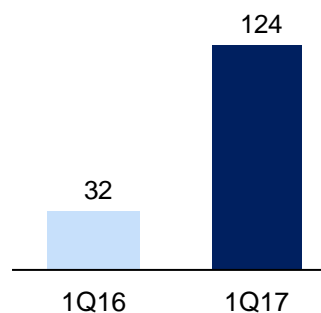
Refining sales volumes (m MT)



Adj. EBITDA (€m)



IFRS Net Income (€m)



FY 2016	€ million, IFRS	1Q		
		2016	2017	Δ%
Income Statement				
15,618	Sales Volume (MT'000) - Refining	3,443	4,009	16%
4,668	Sales Volume (MT'000) - Marketing	995	1,201	21%
6,680	Net Sales	1,247	2,078	67%
Segmental EBITDA				
536	- Refining, Supply & Trading	137	190	39%
100	- Petrochemicals	25	28	12%
101	- Marketing	12	13	15%
-6	- Other	-4	-2	32%
731	Adjusted EBITDA *	169	229	35%
29	Share of operating profit of associates **	9	31	-
551	Adjusted EBIT * (including Associates)	129	215	67%
-201	Finance costs - net	-48	-46	4%
265	Adjusted Net Income *	70	126	80%
836	IFRS Reported EBITDA	129	226	75%
329	IFRS Reported Net Income	32	124	-
Balance Sheet / Cash Flow				
3,903	Capital Employed	4,321	4,039	-7%
1,759	Net Debt	2,504	1,783	-29%
126	Capital Expenditure	26	18	-30%

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

(**) Includes 35% share of operating profit of DEPA Group adjusted for one-off items

CONTENTS

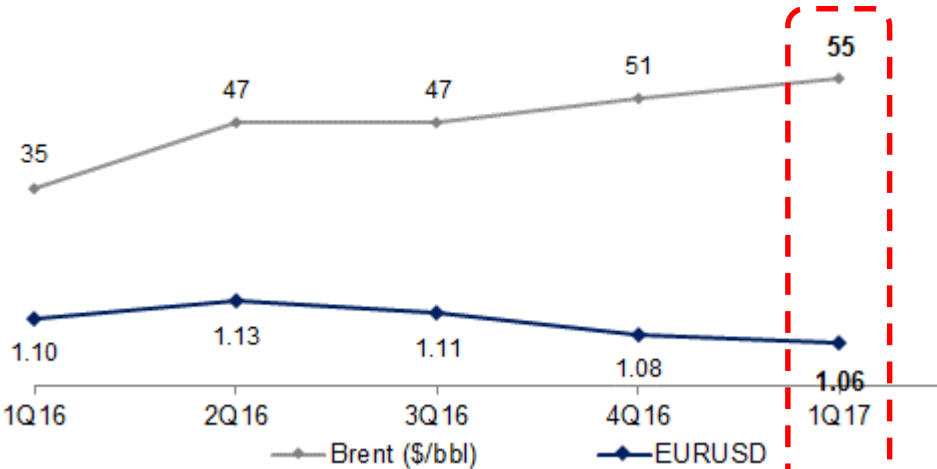


- Executive Summary
- **Industry Environment**
- Group Results Overview
- Business Units Performance
- Financial Results
- Q&A

INDUSTRY ENVIRONMENT

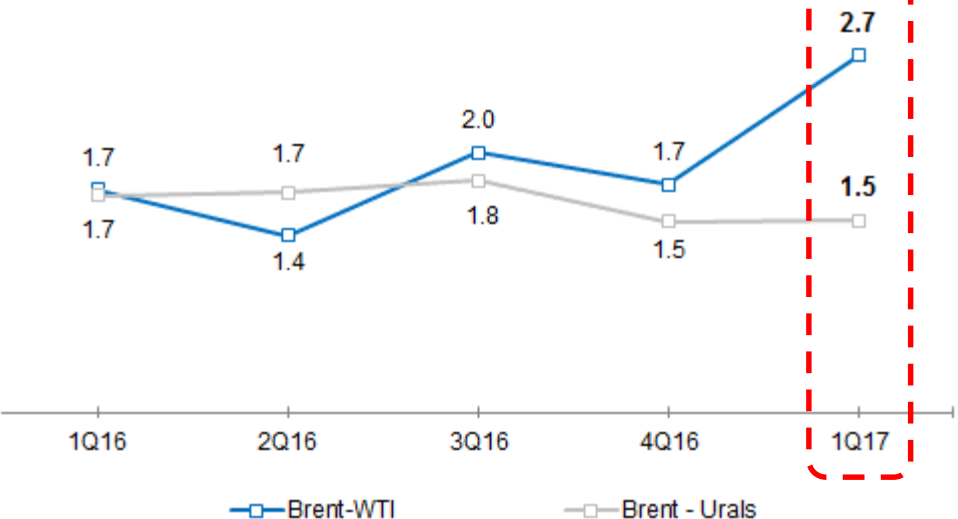
OPEC policy implementation drives crude prices and spreads; further strengthening of USD

ICE Brent and EUR/USD (quarter average)



- Crude oil prices at \$55/bbl area on lower OPEC production
- Monetary and fiscal policy expectations in EU and US led EUR/USD at \$1.06

Crude differentials (\$/bbl)

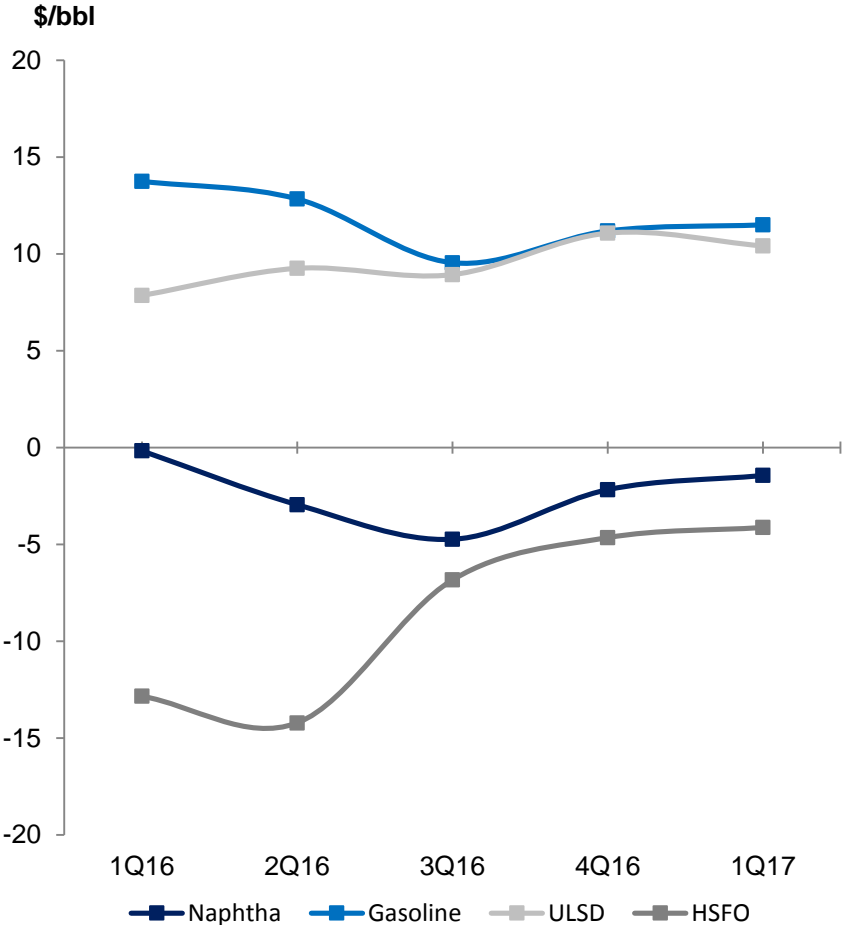


- Brent – WTI spread at \$2.7/bbl, on higher inventories
- B-U spread flat at \$1.5/bbl

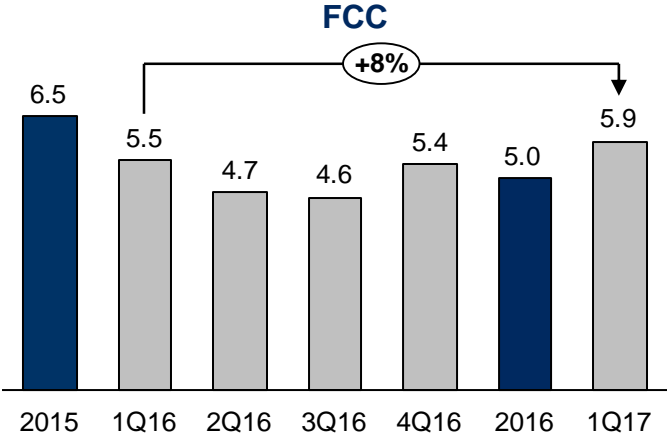
INDUSTRY ENVIRONMENT

Crude spreads and record high FO crack resulted in improved benchmark margins for HELPE refining system y-o-y

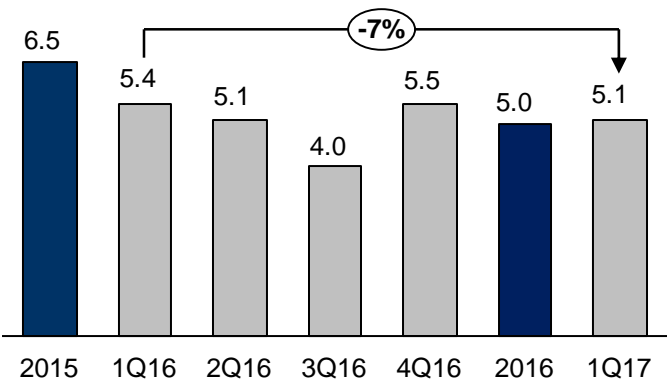
Product Cracks* (\$/bbl)



Med benchmark margins** (\$/bbl)



Hydrocracking & FXC



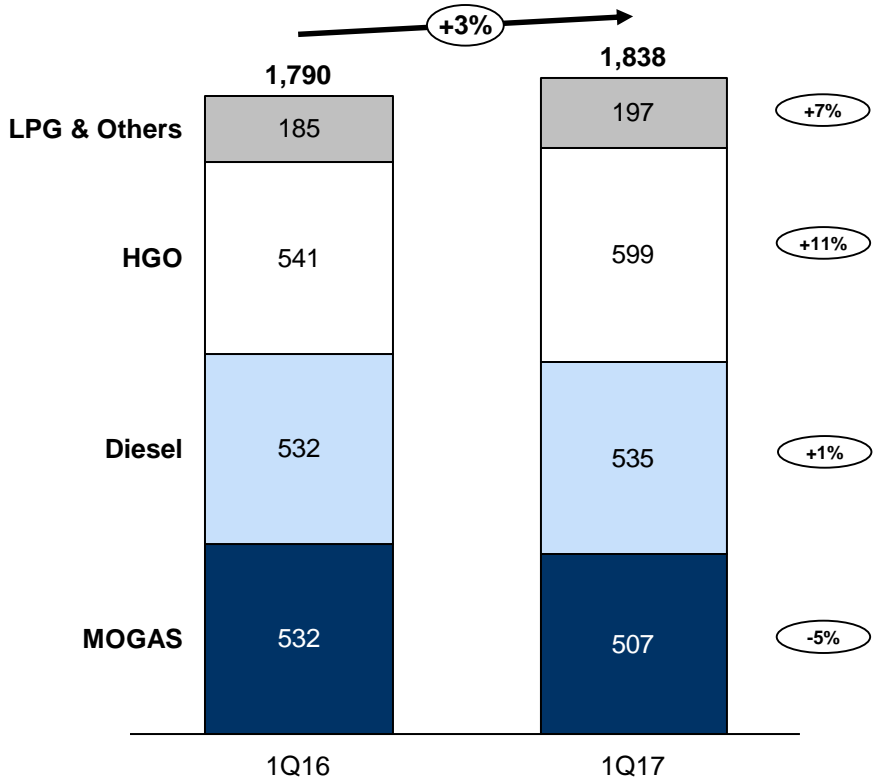
(*) Brent based.

(**) Revised benchmark margins set post-upgrades and secondary feedstock pricing adjustment

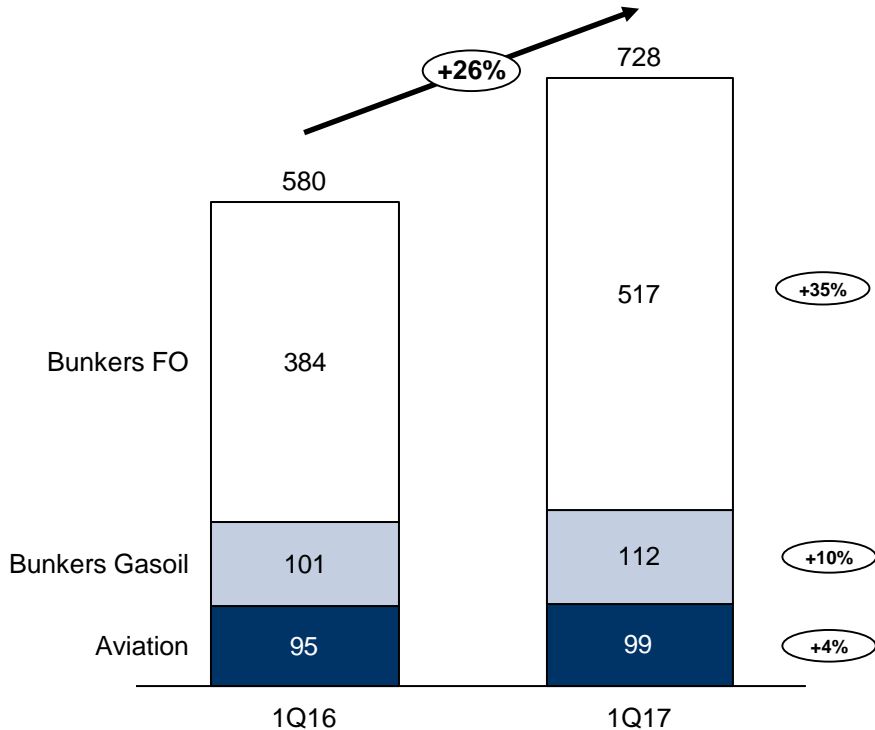
DOMESTIC MARKET ENVIRONMENT

HGO led fuels demand higher on colder weather, with auto-fuels consumption marginally down

Domestic Market demand* 1Q
(MT '000)



Aviation & Bunkers demand* 1Q
(MT '000)



(*) Does not include PPC and armed forces

Source: Ministry of Production Restructuring, Environment and Energy

CONTENTS

- Executive Summary
- Industry Environment

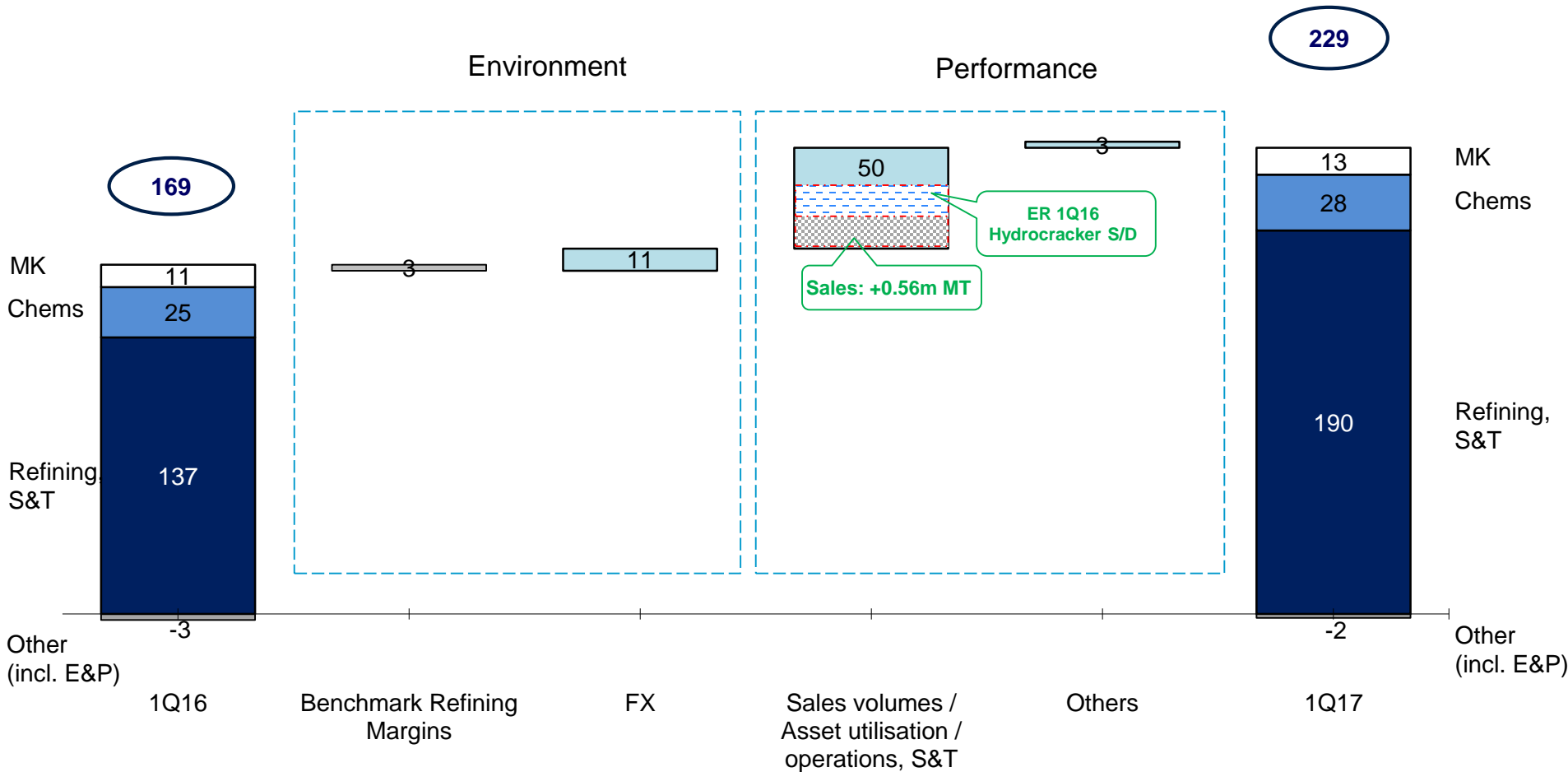


- **Group Results Overview**
- Business Units Performance
- Financial Results
- Q&A

CAUSAL TRACK & SEGMENTAL RESULTS OVERVIEW 1Q 2017

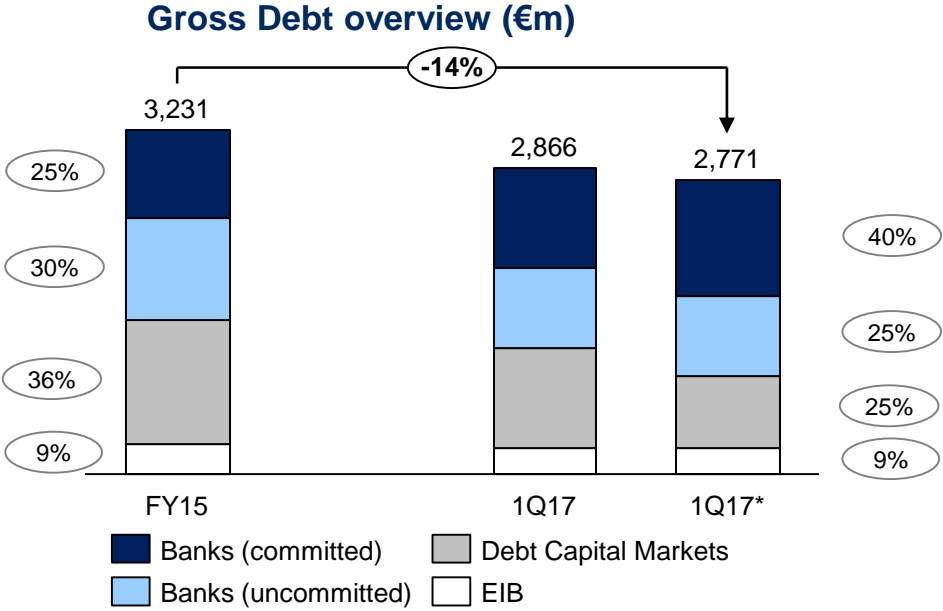
Improved refining operations, crude supply optimization and industry economics drive results

Adjusted EBITDA causal track 1Q17 vs 1Q16 (€m)

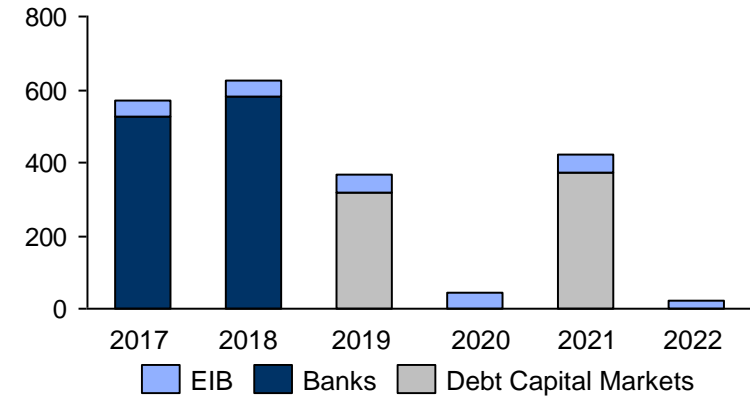


CREDIT FACILITIES - LIQUIDITY

Strong cash flow generation enables gross debt reduction; outstanding 8% notes fully repaid on 10 May; Group continuous to explore opportunities in DCM for cost and maturity profile optimization



1Q17* Term Credit Lines Maturity Profile (€m)



(*) Pro-forma for Eurobond 2017 repayment

CONTENTS

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



- **Refining, Supply & Trading**

- Fuels Marketing
- Power & Gas

- Financial Results
- Q&A

DOMESTIC REFINING, SUPPLY & TRADING – OVERVIEW

Strong margins, higher refining runs and sales led to improved results

FY 2016	IFRS FINANCIAL STATEMENTS € MILLION	1Q		
		2016	2017	Δ%
	KEY FINANCIALS - GREECE			
15,602	Sales Volume (MT '000)	3,445	4,008	16%
14,838	Net Production (MT '000)	3,470	3,843	11%
5,740	Net Sales	1,045	1,842	76%
529	Adjusted EBITDA *	136	189	39%
93	Capex	22	15	-34%
	<u>KPIs</u>			
45	Average Brent Price (\$/bbl)	35	55	55%
1.11	Average €/ \$ Rate (€1 =)	1.10	1.06	-4%
4.5	HP system benchmark margin \$/bbl (**)	4.8	4.9	3%
9.5	Realised margin \$/bbl (***)	10.2	11.1	8%

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

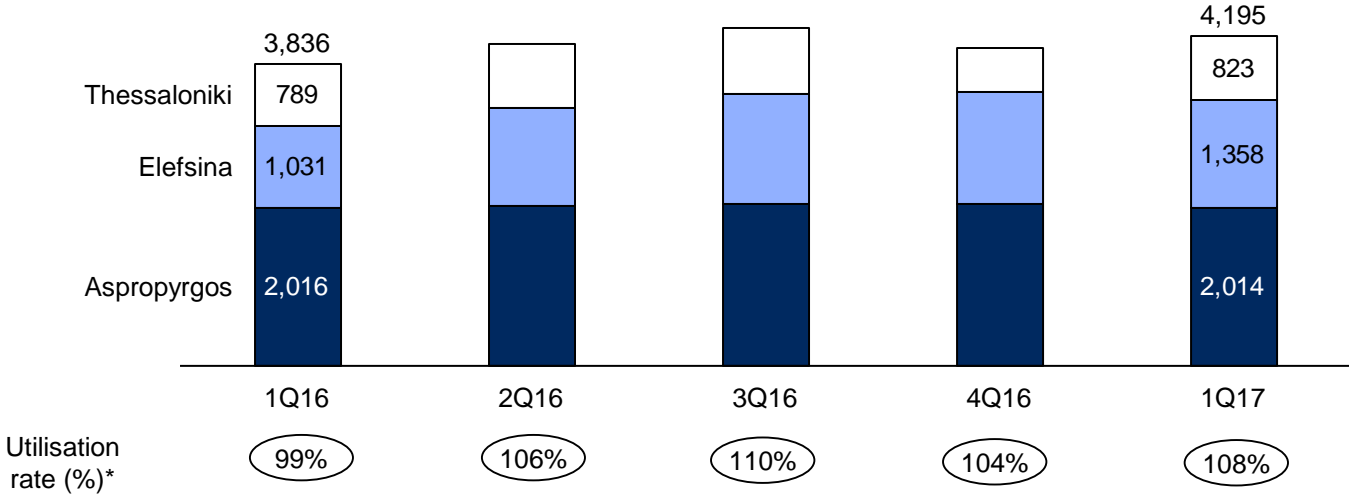
(**) System benchmark weighted on feed

(***) Includes PP contribution which is reported under Petchems

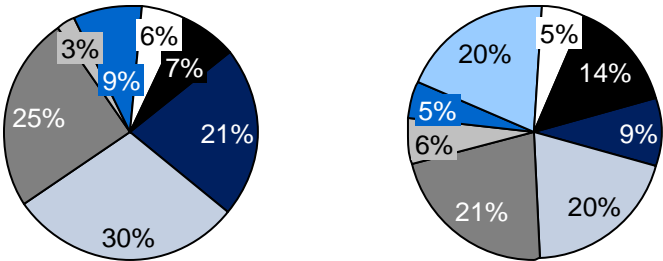
DOMESTIC REFINING, SUPPLY & TRADING – OPERATIONS

Production and yields affected by high operational availability; crude diversification enables capturing of market pricing opportunities and reduced dependence

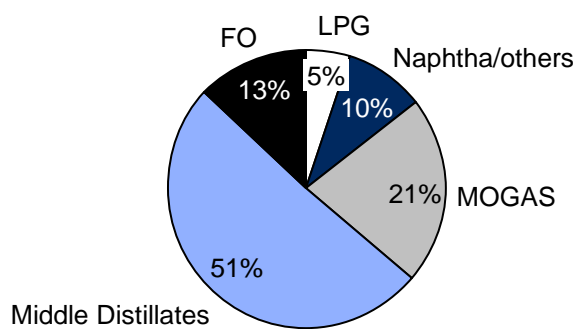
Gross Production by refinery (MT'000)



Crude & feedstock sourcing - (%)



1Q17 Refineries yield (%)



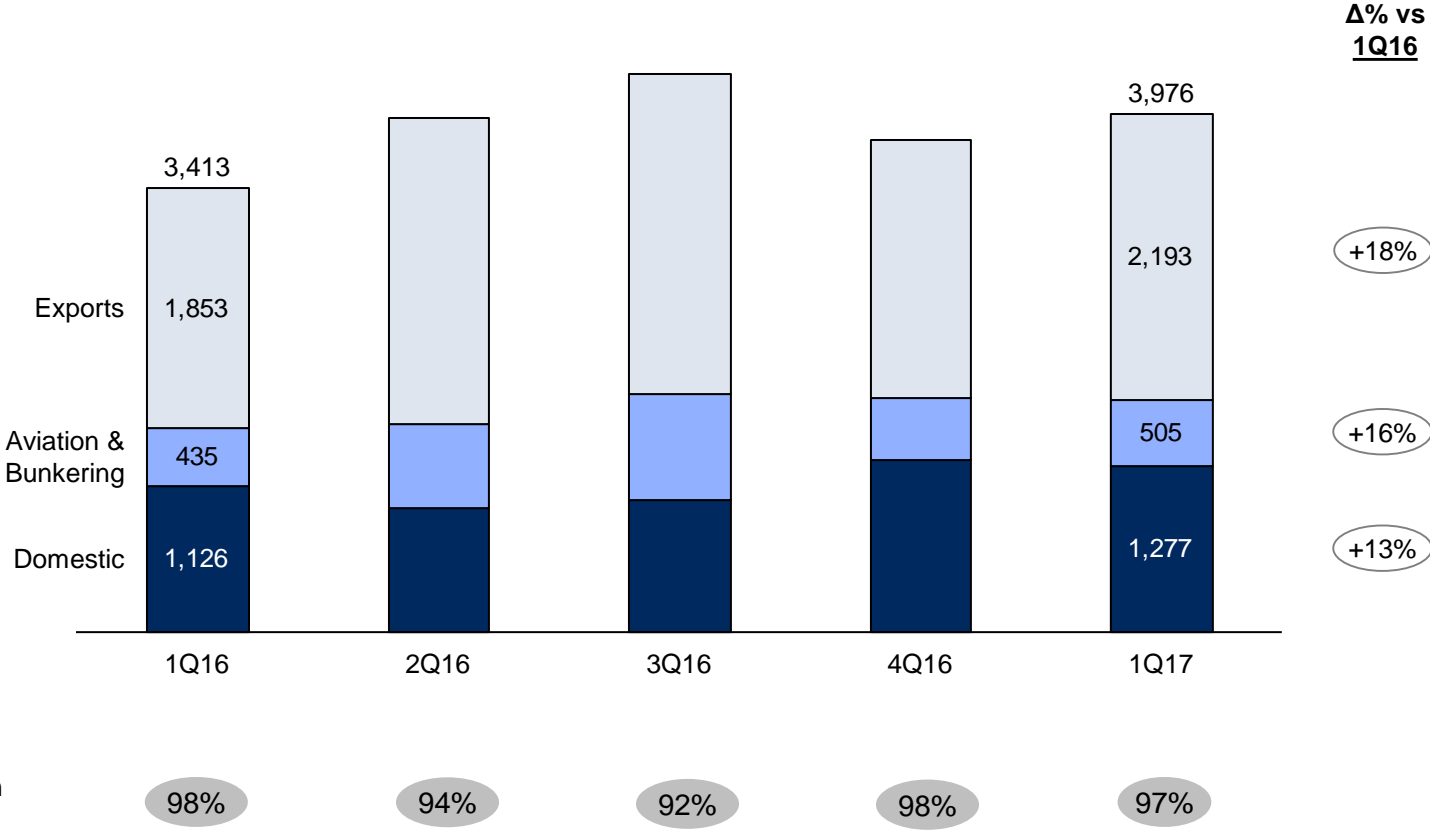
- 1Q16
- 1Q17
- Urals ■ CPC ■ Egypt ■ S. Arabia
- Iraq ■ Libya ■ Iran ■ Other crude & feedstock

(* Total input over nominal CDU capacity)

DOMESTIC REFINING, SUPPLY & TRADING – SALES

Increased utilization and improved domestic market sales lead to higher sales

Sales* by market (MT'000)

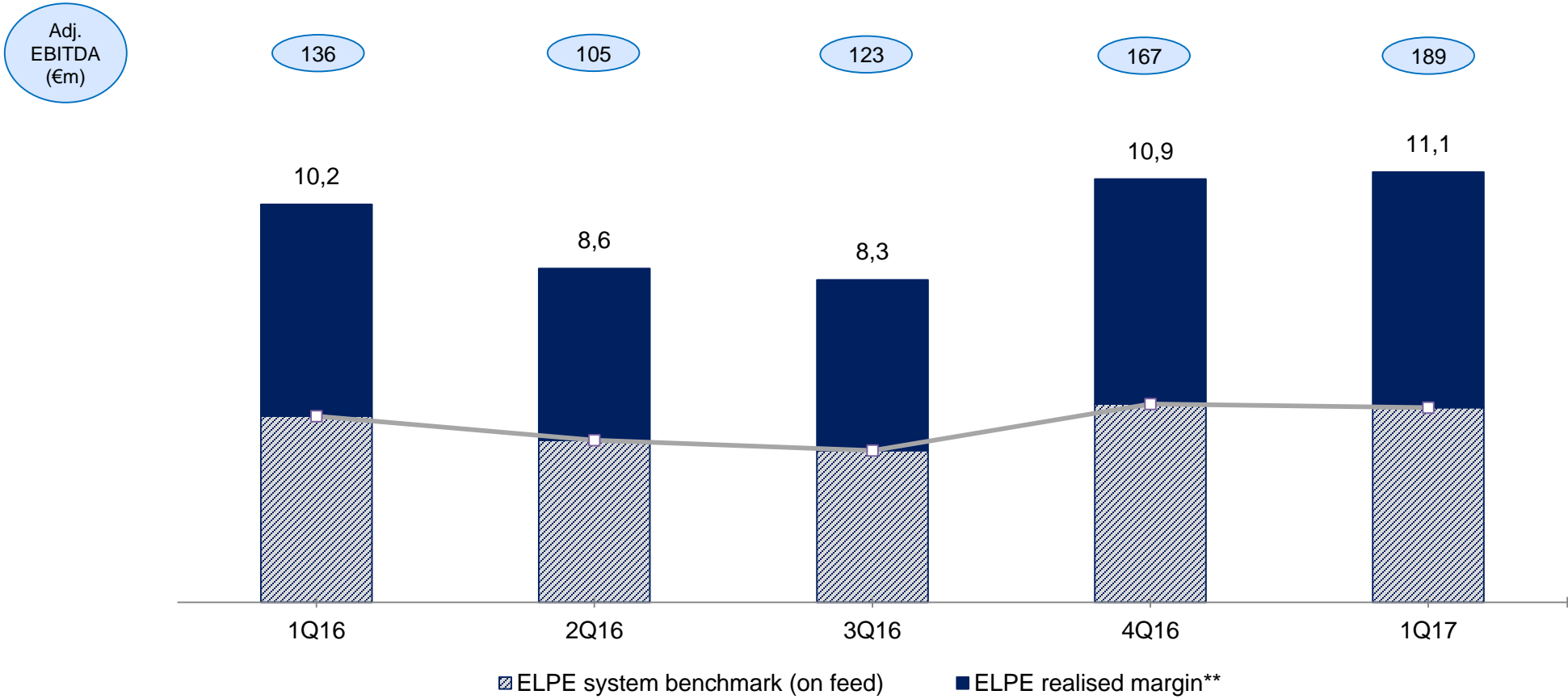


(* Ex-refinery sales to end customers or trading companies, excludes crude oil and sales to cross refinery transactions)

DOMESTIC REFINING, SUPPLY & TRADING – INTEGRATED REFINING

Over performance reflects improved operations and sales mix seasonality (domestic vs exports)

ELPE realised vs benchmark* margin (\$/bbl)



(*) System benchmark calculated using actual crude feed weights

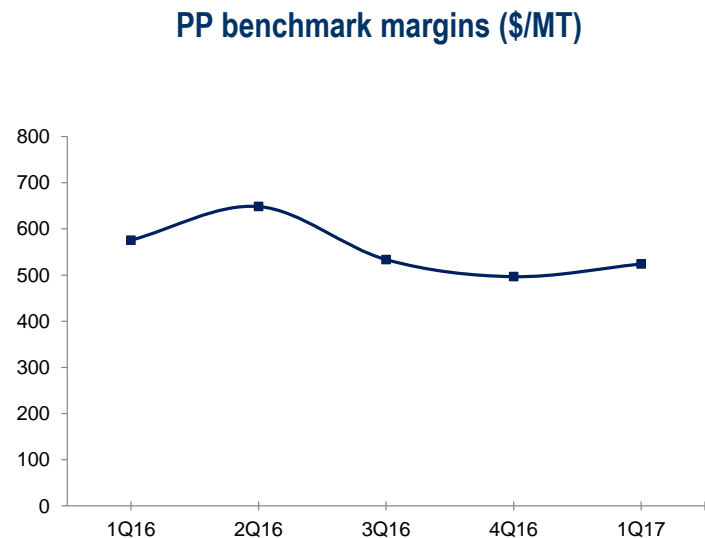
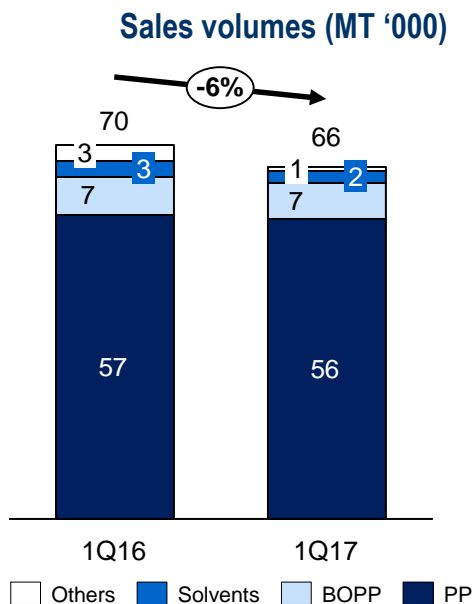
(**) Includes PP contribution which is reported under Petchems

PETROCHEMICALS

Record quarterly results attributed mainly to increased integration between Aspropyrgos refinery and Thessaloniki PP plant and improved regional pricing conditions

FY 2016	IFRS FINANCIAL STATEMENTS € MILLION	1Q		
		2016	2017	Δ%
	KEY FINANCIALS*			
256	Volume (MT '000)	70	66	-6%
252	Net Sales	65	74	14%
100	Adjusted EBITDA**	25	28	12%
	KEY INDICATORS			
392	EBITDA (€/MT)	351	417	19%
40	EBITDA margin (%)	38	37	-1%

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



CONTENTS

- Executive Summary
- Industry Environment
- Group Results Overview
- Business Units Performance
 - Refining, Supply & Trading
 - **Fuels Marketing**
 - Power & Gas
- Financial Results
- Q&A

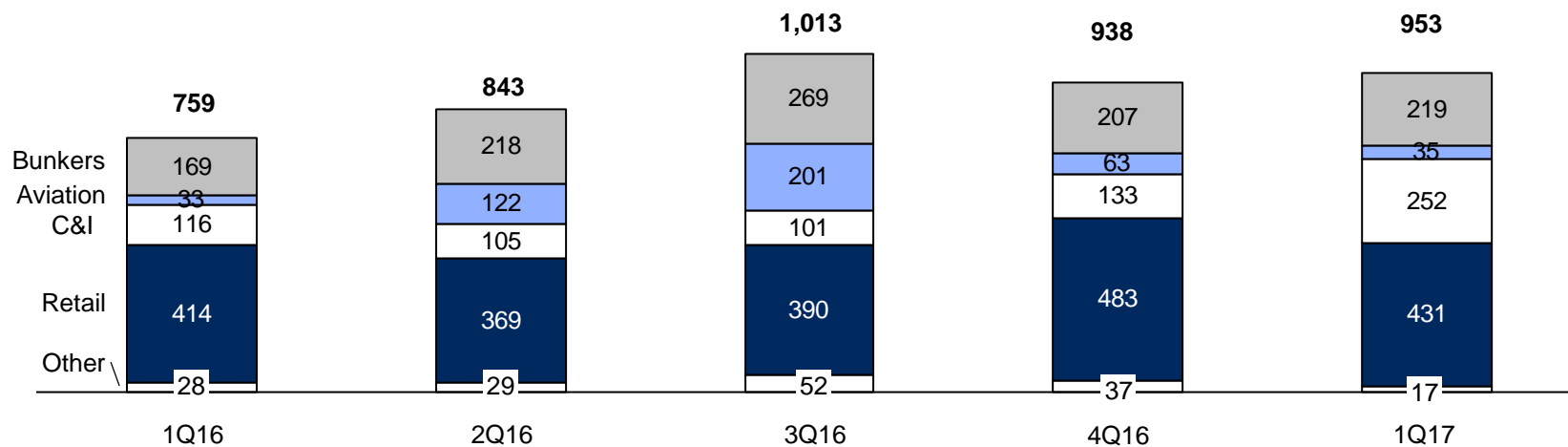


DOMESTIC MARKETING

Higher heating gasoil demand, sales to PPC and higher aviation and bunkering volumes led to improved results during what is a traditionally low profitability quarter due to seasonality

FY 2016	IFRS FINANCIAL STATEMENTS € MILLION	1Q		
		2016	2017	Δ%
KEY FINANCIALS - GREECE				
3,538	Volume (MT '000)	759	953	26%
1,595	Net Sales	281	498	78%
47	Adjusted EBITDA*	1	3	139%
KEY INDICATORS				
1,739	Petrol Stations	1,710	1,737	2%
13	EBITDA (€/MT)	2	3	90%
3.0	EBITDA margin (%)	0.5	0.6	35%

Sales Volumes (MT'000)



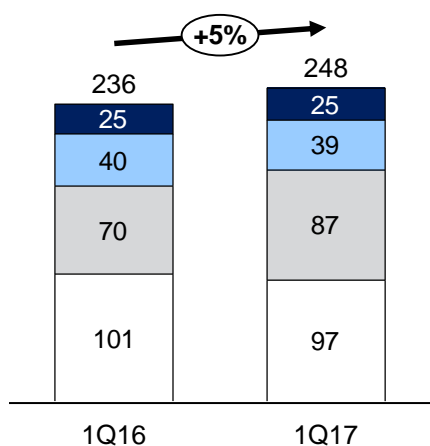
(*) Calculated as Reported less non-operating items

INTERNATIONAL MARKETING

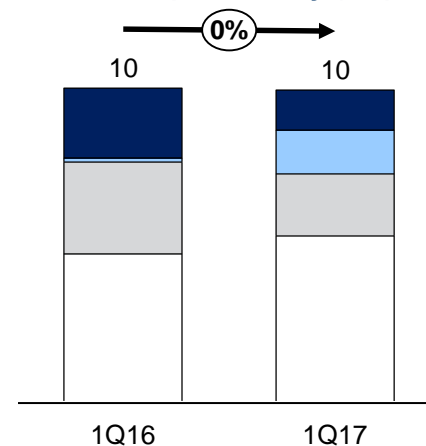
Improved sales volumes offset lower margins

FY 2016	IFRS FINANCIAL STATEMENTS € MILLION	1Q		
		2016	2017	Δ%
	KEY FINANCIALS - INTERNATIONAL			
1,129	Volume (MT '000)	236	248	5%
741	Net Sales	144	189	31%
53	Adjusted EBITDA*	10	10	0%
	KEY INDICATORS			
274	Petrol Stations	268	273	2%
47	EBITDA (€/MT)	43	41	-5%
7.2	EBITDA margin (%)	7.1	5.4	-24%

Volumes per country (MT '000)



EBITDA per country (€m)



■ Serbia ■ Montenegro ■ Bulgaria □ Cyprus

(*) Calculated as Reported less non-operating items

CONTENTS

- Executive Summary
- Industry Environment
- Group Results Overview
- Business Units Performance
 - Refining, Supply & Trading
 - Fuels Marketing



- **Power & Gas**

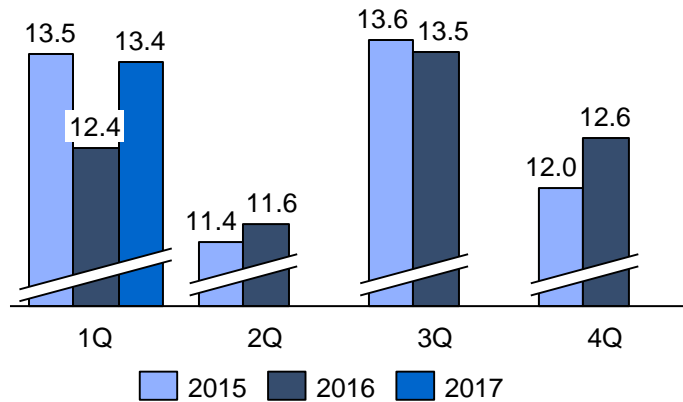
- Financial Results
- Q&A

POWER GENERATION: 50% stake in Elpedison

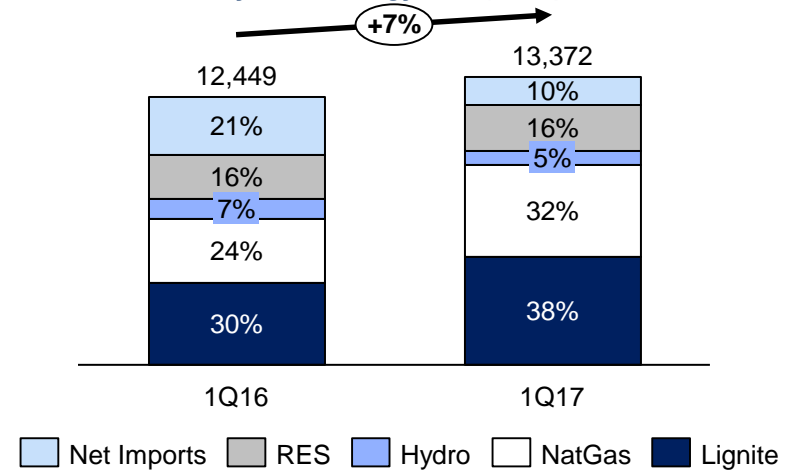
Higher production volumes and profitability on increased domestic (and regional) demand and increased participation of NG units

FY	FINANCIAL STATEMENTS	1Q		
		2016	2017	Δ%
2016	€ MILLION			
	KEY FINANCIALS			
2,489	Net production (MWh '000)	509	732	44%
310	Sales	65	108	66%
40	EBITDA	7	15	>100%
4	EBIT	-	8	>100%

Power consumption (TWh)



System energy mix (TWh)



GAS: 35% stake in DEPA

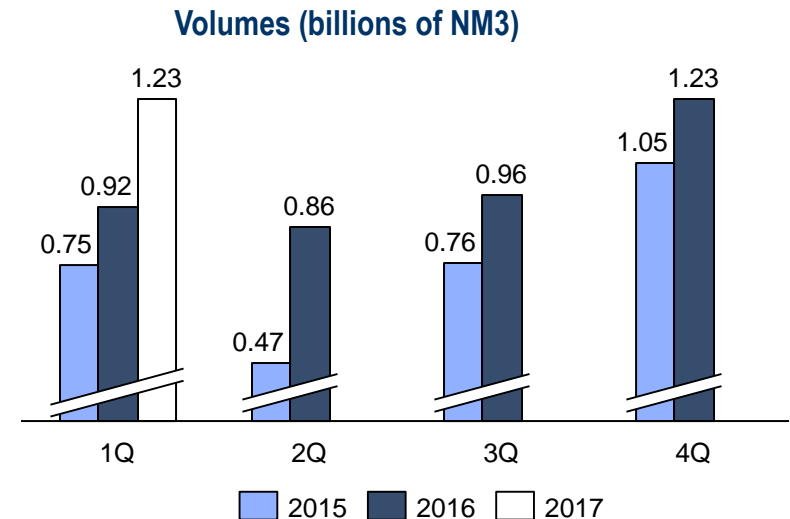
DEPA Group contribution stronger vs LY on higher sales to all segments

FY	FINANCIAL STATEMENTS	1Q		
		2016	2017	Δ%
2016	€ MILLION			
	KEY FINANCIALS			
3,959	Sales Volume (million NM ³)	916	1,231	34%
226	EBITDA	75	116	54%
97	Profit after tax	13	77	>100%
36	Included in ELPE Group results (35% Stake)	4	27	>100%

- Higher volumes vs LY to power generators +39%, EPAs +13%, industrial +19%, commercial +15%
- BOTAS arbitration provision impacts comparison with 1Q16

DESFA Privatisation process

- HRADF tender process for DESFA sales advisor in progress



CONTENTS

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



1Q 2017 FINANCIAL RESULTS

GROUP PROFIT & LOSS ACCOUNT

FY 2016	IFRS FINANCIAL STATEMENTS € MILLION	1Q		
		2016	2017	Δ %
6,680	Sales	1,247	2,078	67%
(5,673)	Cost of sales	(1,073)	(1,793)	(67%)
1,007	Gross profit	174	285	64%
(409)	Selling, distribution and administrative expenses	(97)	(96)	0%
(2)	Exploration expenses	(2)	(0)	94%
30	Other operating (expenses) / income - net	4	(7)	-
626	Operating profit (loss)	79	181	-
(201)	Finance costs - net	(48)	(46)	4%
21	Currency exchange gains /(losses)	11	(1)	-
19	Share of operating profit of associates*	(1)	31	-
466	Profit before income tax	42	164	-
(137)	Income tax expense / (credit)	(10)	(41)	-
329	Profit for the period	32	124	-
1	Minority Interest	1	(0)	-
330	Net Income (Loss)	32	124	-
1.08	Basic and diluted EPS (in €)	0.11	0.41	-
836	Reported EBITDA	129	226	75%

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

1Q 2017 FINANCIAL RESULTS REPORTED VS ADJUSTED EBITDA

FY 2016	<i>(€ million)</i>	1Q	
		2016	2017
836	Reported EBITDA	129	226
-102	Inventory effect - Loss/(Gain)	40	-9
-2	One-offs - Loss / (Gain)	1	12
731	Adjusted EBITDA	169	229

1Q 2017 FINANCIAL RESULTS

GROUP BALANCE SHEET

IFRS FINANCIAL STATEMENTS € MILLION	FY 2016	1Q 2017
Non-current assets		
Tangible and Intangible assets	3,411	3,385
Investments in affiliated companies*	690	720
Other non-current assets	194	156
	4,295	4,261
Current assets		
Inventories	929	989
Trade and other receivables	884	866
Cash, cash equivalents and restricted cash	1,082	1,081
	2,894	2,936
Total assets	7,189	7,196
Shareholders equity	2,040	2,153
Minority interest	102	101
Total equity	2,142	2,254
Non-current liabilities		
Borrowings	1,456	1,259
Other non-current liabilities	423	381
	1,879	1,640
Current liabilities		
Trade and other payables	1,778	1,691
Borrowings	1,386	1,607
Other current liabilities	4	4
	3,168	3,302
Total liabilities	5,047	4,942
Total equity and liabilities	7,189	7,196

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

1Q 2017 FINANCIAL RESULTS

GROUP CASH FLOW

FY 2016	IFRS FINANCIAL STATEMENTS € MILLION	1Q	
		2016	2017
	Cash flows from operating activities		
(317)	Cash generated from operations	(1,325)	41
(16)	Income and other taxes paid	(2)	(2)
(334)	Net cash (used in) / generated from operating activities	(1,327)	39
	Cash flows from investing activities		
(126)	Purchase of property, plant and equipment & intangible assets	(26)	(18)
2	Sale of property, plant and equipment & intangible assets	-	-
1	Grants received	-	-
5	Interest received	2	1
1	Dividends received	-	-
(116)	Net cash used in investing activities	(24)	(17)
	Cash flows from financing activities		
(190)	Interest paid	(44)	(41)
(3)	Dividends paid	-	-
(2)	Movement of restricted cash	-	12
508	Proceeds from borrowings	22	46
(901)	Repayment of borrowings	(14)	(26)
(589)	Net cash generated from / (used in) financing activities	(36)	(10)
(1,039)	Net increase/(decrease) in cash & cash equivalents	(1,386)	12
1,953	Cash & cash equivalents at the beginning of the period	1,953	924
10	Exchange gains/(losses) on cash & cash equivalents	(2)	(1)
(1,039)	Net increase/(decrease) in cash & cash equivalents	(1,386)	12
924	Cash & cash equivalents at end of the period	564	935

1Q 2017 FINANCIAL RESULTS

SEGMENTAL ANALYSIS – I

FY 2016	€ million, IFRS	1Q		
		2016	2017	Δ%
	Reported EBITDA			
662	Refining, Supply & Trading	96	187	94%
100	Petrochemicals	25	28	12%
93	Marketing	11	13	18%
855	Core Business	133	228	72%
-19	Other (incl. E&P)	-4	-2	33%
836	Total	129	226	75%
99	Associates (Power & Gas) share attributable to Group	30	48	61%
	Adjusted EBITDA (*)			
536	Refining, Supply & Trading	137	190	39%
100	Petrochemicals	25	28	12%
101	Marketing	12	13	16%
737	Core Business	173	231	34%
-6	Other (incl. E&P)	-4	-2	39%
731	Total	169	229	35%
89	Associates (Power & Gas) share attributable to Group	30	48	61%
	Adjusted EBIT (*)			
382	Refining, Supply & Trading	100	158	57%
94	Petrochemicals	23	26	16%
53	Marketing	0	3	-
529	Core Business	123	187	52%
-7	Other (incl. E&P)	-4	-3	28%
522	Total	120	184	54%
29	Associates (Power & Gas) share attributable to Group (adjusted)	9	31	-

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

1Q 2017 FINANCIAL RESULTS

SEGMENTAL ANALYSIS – II

FY 2016	€ million, IFRS	1Q		
		2016	2017	Δ%
	Volumes (M/T'000)			
15,618	Refining, Supply & Trading	3,443	4,009	16%
256	Petrochemicals	70	66	-6%
4,668	Marketing	995	1,201	21%
20,542	Total - Core Business	4,508	5,276	17%
	Sales			
5,774	Refining, Supply & Trading	1,050	1,849	76%
252	Petrochemicals	65	74	14%
2,336	Marketing	424	687	62%
8,362	Core Business	1,540	2,610	70%
-1,682	Intersegment & other	-293	-533	-82%
6,680	Total	1,247	2,078	67%
	Capital Employed			
2,117	Refining, Supply & Trading	2,466	2,149	-13%
759	Marketing	852	817	-4%
112	Petrochemicals	161	134	-17%
2,989	Core Business	3,479	3,099	-11%
690	Associates (Power & Gas)	678	720	6%
224	Other (incl. E&P)	165	220	34%
3,903	Total	4,321	4,039	-7%

CONTENTS

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



- **Q&A**

DISCLAIMER

Forward looking statements

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

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

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