HELLENIC-PETROLEUM S.A.

8A Cheimarras St, 15125 Marousi,
Athens, Greece
Tel.: (+30) 210 63 02 000
Fax. : (+30) 210 63 02 510, 210 63 02 511

"Third Quarter 2013 Financial Results" Conference Call

Thursday, 14th November 2013
18:00 (GR Time)

Conductors:

Mr. Andreas, Shiamishis, Chief Financial Officer
Mr. George Alexopoulos, Corporate Planning & Development Director
&
Mr. VasilisTsaitas, Investor Relations Officer

Conference Call Conducted by Chorus Call Hellas

CHORUS CALL HELLAS
PROVIDER OF TELECONFERENCING SERVICES
TEL: +30 210 94 27 300
FAX: + 30 210 94 27 330
Web: www.choruscall.com

OPERATOR: Good afternoon, ladies and gentlemen, this is the Chorus Call conference operator.

Welcome and thank you for joining Hellenic Petroleum Third Quarter 2013 Financial Results Conference Call.

At this time, I would like to turn the conference over to Mr. Andreas Shiamishis, Chief Financial Officer, Mr. George Alexopoulos, Corporate Planning and Development Director and Mr. Vasilis Tsaitas, Investor Relations Officer.

Mr. Shiamishis, please go ahead.

SHIAMISHIS A: Good afternoon, ladies and gentlemen. Thank you for joining the conference call for the Third Quarter 2013 Results for Hellenic Petroleum.

Without further ado, I would like to go to the presentation that was distributed earlier this afternoon. And to go to Page 2, where we have a summary of our key financials for the quarter and the nine months. As you can see in terms of performance, our volumes are up on refining and we are reporting early flat volumes for the quarter for marketing, and our adjusted performance has increased significantly versus the first six months of the year and at €74 million, is about 20% down versus last year.

You can see our adjusted net income which is marginally positive and so is our reported net income and effectively we have a balance sheet which is marginally down versus last quarter in terms of capital employed and significantly down, for reasons that I will explain in a minute, versus 2012.

Now, in terms of highlights, moving on to Page 3, this set of results is effectively a combination of two factors. The first one is a number of positive contributors coming from controllable elements in the Group. We've got the Elefsina new refinery producing almost at a 100% and contributing positively for the quarter.

We've got a number of operational efficiencies throughout the businesses that we operate in terms of costs and productivity, and, of course, we had a very good season for tourism for Greece, which is something, which is reflected mainly in the domestic marketing numbers.

On the other hand, we have what we would call one of the worst periods for refining business and especially so for refiners in East Med. We've got record low FCC benchmark margins at $1 per barrel. In the last few years I don't recall seeing a number for the quarter at that low levels. And of course, if you compare with 3Q12 the average system benchmark margin for the Group is $4.5 per barrel lower in this quarter. That equates to about $120 million of margin and EBITDA.

In terms of crude supply conditions, we have discussed in the past the challenges with respect to making sure we have access to heavy crudes in this part of the world. We've got Iran out of the market. We faced problems with Libya and Iraqi crudes and that's not only for Hellenic Petroleum that relates to all of the refineries in the region. And, of course, we've had to deal with Urals pricing, which is clearly what I would call out of sync with the historic trends.

On the Greek market side, as you will see in a minute, we've got a relatively positive set of news. Even though we have a lower domestic demand we have seen clear signs of tapering...of the demand drop tapering in the last couple of quarters. As a result of that, we've got our EBITDA at €74 million, as mentioned earlier, which compares very positively with the €21million we had in the previous quarter and it's 20% down versus last year.

In terms of net debt, we've got €2.3 billion, which is marginally down versus last year's nine months results. And this reflects a seasonal increase in the working capital versus the half year, seasonality being driven by the tourism season which I will explain, as I said, in the next few pages.

In terms of significant business developments, as you know, we've got the DESFA transaction approved by both shareholders and we have the signing of the SPA scheduled for the fourth quarter effectively of 2013.

However, the closing of the transaction is not expected to take place in the next couple of months. So we would expect to see the closing and, of course, the cash collection sometime in 2014 after all the appropriate approvals both locally and at the EU level have been received.

Now moving on to Page 5, we have the industry environment with respect to crude. We have seen a small drop of crude oil prices at the end of the quarter, the beginning of October, which is the relevant pricing period for our stocks and that reversed part of the inventory gains, which we recorded earlier in the quarter.

What is important to note is the fact that for the first time we have seen the average price of Urals for the quarter been more expensive than Brent pricing and you can see on the table that we have a small but a negative premium. So Urals is trading at a premium to Brent for all of the third quarter 2013. Clearly, that's not good news for our mix because we use about 55% to 60% of Urals and it is something which has impacted on our realization through the refineries.

In terms of refining margins, we have clearly suffered the same environment as all of the Med-refiners and in fact most of European refining is in a similar situation. We have the FCC cracking margin being lowered by $5 per barrel and the Hydrocracking benchmark margins being lower by about $3 per barrel. This is a big impact for our business, and as I mentioned, it accounts to about $120 million for the quarter.

Having said that, Q4 numbers, even though lower than last year's respective Q4 numbers, are slightly better than Q3. So, unless there is a drastic change in the next month and a half or so, we would expect Q4 to be a little bit better than Q3 in terms of refining benchmark margins.

An opportunity that we have been able to capture has been the uplift using the conversion capacity of our refinery system. And effectively we've been able to convert fuel oil from Thessaloniki into either middle distillates or other more valuable products and to convert naphtha into gasoline for the periods during which there was a reasonable spread between the two products. That allows us to generate a little bit of an uplift on our refining margin.

Moving to Page 7, we have a comparison of the last three quarters versus the respective quarters in 2012. As you can see, the main driver of lower demand has been the heating gasoil demand following a very big increase of excise duties in October 2012.

However, you can see that at the end of the day, we had almost a 40% drop in the domestic market in the first quarter, about a 20% drop in the second quarter, part of that is also due to the heating gasoil because it extends almost to the end of April and for the first time in a number of quarters, we are seeing a flat demand year-on-year. In fact, the auto fuel demand has gone up a little bit and clearly this is one of the best messages that we have to give out today.

Having said that, one should be careful not to extrapolate its performance because Q3 is a traditionally strong quarter because of tourism and it remains to be seen whether the underlying domestic demand will continue to be at similar levels in Q4 and 2014 onwards.

So, good news up until now. We'll have to wait for another few months to see how the heating gasoil season will perform and hence the full year performance in terms of sales volumes.

Moving on to Page 9, we have a chart which gives out in numbers all the qualitative elements that I have discussed about earlier, and effectively we have a comparison for the quarter between 2012 and 2013 and try to identify the main reasons for the changes. So we have a big negative impact coming from the adverse margin environment and a little bit of FX, negative impact because of the exchange rate between the dollar and the euro.

We've got a small loss of value compared to last year, which is due to the crude supply and that is a pricing of Urals plus the overall feedstock mix. And then we have a number of positive drivers, which take our performance back to €74 million for the quarter. Elefsina is clearly the most important one both in terms of numbers, as well as in terms of development.

As you will see later on, we have a fully performing refinery which is performing not only in line with design capacity and specs, but it's actually giving us room to expect even more value from this new refinery. We have got operational improvements throughout the Group. €20 million is the impact for the third quarter.

As you will see in the following page, €15 million come from transformation projects that we launched a few years ago and they are still delivering incremental value and, of course, domestic marketing, which is a big positive variance for the quarter. So, all-in-all, we have a number of positive impacts, which are company control and driven and, of course, we have to suffer the adverse refining environment which drags down our results to €74 million.

The following page shows the Competitiveness Improvements Programs. We have shared this information with you in the past and we will continue to monitor these projects in the next few quarters as we expect this to be delivering anything between €50 million and €70 million in the next 12 months, so in 2014, and that is a big driver of increased profitability going into the next year.

For the quarter, we have got €15 million of additional benefits coming from the four main areas that we have identified. And I think it’s important to note that in terms of the reorganization part we have approved and we are almost completed in terms of implementing it, a reorganization program which we’ll see a much leaner and cost-efficient organization for 2014.

Moving on to the balance sheet, we have a reduction of working capital, which is driven from the lower sales in the domestic market. So, effectively we have to keep lower compulsory stocks compared to last year. I remind you that this is something which takes place in April every year and it’s based on the sales of the previous calendar year hence the release versus the nine months of 2012.

DESFA, is still included as part of the DEPA Group and we equity consolidate the asset. We expect that upon signing of the SPA and completion of the formalities of the unbundling process there will be a write off of about €80 million. This is due to the IFRS treatment and the way the IFRS rules split the book values between DEPA and the surviving businesses versus DESFA which will be sold.

Finally, you can see that the new refinery investment is driving our fixed assets and clearly the depreciation charges, given that we've just completed a major upgrade for Elefsina and for Thessaloniki last year.

Moving on to Page 12; that takes our net debt to about €2.3 billion. It's clear that the deleverage target remains pretty much a key priority for us. It has been delayed due to the weak first half of the year, but as earnings pickup we are resuming the implementation of this target, which combined with cash proceeds from the DESFA sale, are expected to bring us back into a much more comfortable zone in terms of debt levels and of course gearing for the group.

Having covered the overall group numbers, I would like to turn on to Page 14 and go through the main businesses so that we focus on the key drivers for each business. So our refining business in Greece is suffering from the refining margins impact as mentioned earlier.

So even though we've got a much improved business unit performance, it is penalized by the big drop in refining margins, in benchmark margins. We've got the Elefsina being successfully ramped up and you will see that in a couple of pages in terms of what it actually means. And, of course, we have a number of upside potentials which are being identified, given that we are moving away from the previous goal of getting Elefsina up and running, which was the case in the first half of the year.

Now with respect of the cost of crudes, as I mentioned, this is something which reflects exceptional circumstances in this part of the world. We expect that it is something that will be addressed in the next few quarters, either in terms of opting for more sources of crude or rebalancing in the market.

Now, moving on to Page 15 we have our sales. It's clear that exports are the main driver of increased sales, which are up by 14% versus last year. And you can see that out of the 3.4 million tons of sales, 94% is actually covered by our own operation. The mix of products is reflective of the complexity of the assets.

And on the following page you can see how the refiners have operated. So we have improved performance by old refineries but the main driver is Elefsina. Elefsina is expected to be producing about 1 to 1.2 million products per quarter. That is the normal run rate that we would expect to see from Elefsina.

Now you can see that the gross production is 3.7 million tons, where as we report our net production, i.e., our Group wide production as 3.2. This is because of the inter refinery flows that we mentioned earlier and that reflects the margin uplift opportunities coming from the conversion of fuel oil to ULSD or naphtha to gasoline, as a result of running the three refineries as a system rather than individually on its own.

Now you can see on Page 17, the quarterly improvements on the main unit for the new Elefsina refinery. It's clear that the new refinery is on track, we have 97% utilization for the quarter and it's clear that we have further opportunities in the next few quarters. That will involve probably a lot more optimization and testing of the units to make sure that we manage to deliver as much as possible.

Now this page is combined with the following one, which shows the over performance, as we call it, which is effectively the comparison of the refineries yields structure at plus prices compared to what is used to calculate the benchmark refining margin.

So it's clear that we have a big upside compared to benchmarks, something, which is reflective of the design of the refinery and of course of the specific price sets that prevail. We have middle distillates, which is close to 80%...at 76% it's one the leading in Europe as a refinery and we expect that this so called over performance versus benchmarks is something which is systematic and it's not an one-off item that will go away. Clearly our aim is to be able to deliver even higher than that and that is the process of optimizing the new refinery and the new units in the quarters to come.

In terms of domestic marketing, as I mentioned earlier, we have a good set of results that is driven mainly by the positive impact of tourists that comes throughout the various business units. Our marketing has retail, C&I, aviation and marine businesses, all of them have benefited from increased tourism. And of course one should not ignore the benefit of the restructuring and the cost reduction initiatives that we've undertaken in the last couple of years.

Those of you that followed us in the last couple of years, will recall that not so long ago, we committed that, we will be delivering a positive EBIT for the marketing unit, following the big drop of volumes and margins in the Greek market and that is a target that is achieved as of this quarter. Our aim is to maintain this performance, if not improve it in the following few quarters.

The following page shows some key numbers, a breakdown of the domestic marketing units, which combines both our brands EKO and the petrol station network under the BP brand. And you can see that over the last couple of years, the third quarter of 2013 has been clearly the best performance in these last couple of years.

We expect that the tourist impact will take a little bit of that €20 million for the quarter in the next couple of quarter, so we do not expect to have a repetition of this performance in Q4 and Q1. However, it's clear that the business is going in to solid ground in terms of managing the cost base and delivering a positive result overall as a business unit.

International marketing also some positive news, we've got an EBITDA of €16 million for the quarter. This is, if you like, a change of trends. In the first half of the year, we had seen lower performance coming from the crisis in Cyprus, from margin erosion in a number of the markets we operate.

However, with the full utilization of the refining assets we've been able to capture more wholesale business in the markets that we operate, which is giving us not only profitability for the end market companies but it also gives an integrated end-to-end value for the group because of the refinery utilization.

We've been able to manage our cost base in Cyprus and try to offset part of the crisis impact and of course we are managing our businesses in Montenegro and Serbia, as closely as possible, so that we can recover part of the losses experience in the first half of the year.

You can see on the following page some key numbers for each of these businesses and clearly you can see the improvement compared to the last couple of years of results which is shown on Page 22.

Moving on to petrochemicals; again, a solid performance by this business. It's a cyclical business and depends very much on the polypropylene margins, which account for more than 80 to 90% of these business unit results. You can see that the improvement is mainly coming from PP margins; from polypropylene margins and of course good commercial policy and cost control.

In terms of power and gas, our power business has reported a drop in profitability that is on the back of, first of all, an overall drop in the power consumption and lower utilization of the Elpedison plants, as a result of that and as a result of maintenance at our Thisvi plant. The positive news is that we've been able with our joint venture partners to refinance a new €300 million facility, which effectively is quite positive for us because it allows us to focus on delivering more value from these investments.

On DEPA, we have consolidated both DEPA and DESFA results using the equity method, given that the SPA has not been signed yet. We will stop consolidating the results of DESFA as when we sign the SPA for the sale of the unit.

We've had stable performance from DEPA, which is supported both by volumes and by trading and of course we have the new tariffs being applied to DESFA as of February 2013 affecting the performance for that business. As I mentioned earlier, the local approvals from the shareholders, and that is how it should be perceived,

The "*Elegktiko Synedrio*", the Greek State Court of Audit, have cleared the way for the SPA signing. That doesn't mean that regulatory approvals have been obtained. It's a totally different process and that is something which has commenced and we expect that's going to take some time before we can close this transaction.

Clearly, the speed at which this will take place is something which will depend on the authorities in Greece and primarily in Europe. We hope that it will be completed swiftly as it's in everybody's benefit, but it is not something that the company can control.

Now, this concludes the discussion on the business and the key drivers and developments for the quarter. I will not go through the financial results pages. And at this point in time, we would like to open up the call for any questions you may have.

Q&A

OPERATOR: The first question is from Katsenos Nikos of Alpha Finance. Please go ahead, sir.

KATSENOS N: Yes, hello and thank you for the presentation. I would rather focus on the working capital changes on a quarter-by-quarter basis, apparently as far as I can understand there is a deterioration of around €400 million in terms of cash flow quarter-on-quarter. And thus far, as I can see, this is in part due to an increase in receivables and in part due a reduction in payables.

And I wonder whether you could elaborate a little bit on this, and what I mean is, that given the seasonality that you mentioned and higher end product prices in the third quarter compared to the second quarter, I understand the receivables but I cannot understand really the payables reduction given the higher crude oil prices quarter-on-quarter?

And I wonder whether this could also have to do with a change in terms of credit policy from the supplier's side. And secondly, following on this, it looks like the year would probably end with a negative free cash flow generation and I wonder whether this would imply any scrapping of dividend for this year's earnings? Thank you.

SHIAMISHIS A: Thank you very much, Nikos. So the first question is working capital, which I will tackle in a minute. The other one is full year cash flow and dividends. Okay. On the working capital, the receivables is significantly up, mainly because at the end of September we have...we are still heavy in the tourism periods with a lot of marine fuels and a lot of retail business receivables out in the market and that is something which is traditionally the case. Q3 always carries a bigger working capital in terms of both inventories and receivables.

The payables element that you are looking at effectively is clearly a timing. It can't...it doesn't necessarily mean a change of commercial terms. On the contrary, I would say that commercial terms are becoming a little bit more flexible and beneficial for us as we move out of the Greek crisis and clearly as we have demonstrated that the refinery is operating properly and we are back in business. So we are clearly out of the woods with respect to liquidity.

However, just to give you an idea, a cargo of crude can be as much as $100 million as a payment. So it really has to do with the timing of payments. It can be the case that we can get beneficial terms in paying cash and take the benefit in increased margin, which we have done in the last few months or extend payment terms to the normal 30 day payment terms that we have for crude and take the interest course. So there is nothing systematic behind that, other than the seasonality in receivables.

Now the full year cash flow is something which will depend very much on how the heating gas oil will develop. If we have a good season in terms of heating gas oil, then I would expect to have a slightly increased working capital in terms of receivables and maybe stocks as well.

It's early days to say how these will go because of the magnitudes of these movements. I mean if you have the working capital element being a significantly higher percentage compared to the earnings part of the cash flow is very difficult to predict.

Now in terms of dividends, it's still early days, but we have reported in the first half of the year a net loss for the year, so any dividend discussed will have to be considered after the end of the year, until we have a clear idea of where we will end. It's very difficult to make any comments about dividends at this point in time.

KATSENOS N: Okay. Thank you.

OPERATOR: The next question is from Mr. Lofting Matt of Nomura. Please go ahead, sir.

Lofting M: Yeah, thanks. Thanks for the presentation and congrats on the improved numbers for Q3. Couple of questions, if I could please? Firstly, on the sort of the marketing side, you've highlighted pretty clearly the pickup also the contribution from tourism in the improved numbers in Q3. I wonder if you could just sort of quantify sort of the contribution of that seasonal effect had on Q3 numbers in the context, I guess, that sort of seasonal benefit reduces through the next sort of six months or so?

Secondly, just on DEPA or I just wonder if you could make any comment in terms of progress outside of closing the sale on the DESFA side around the possible divestment over the rest of that business unit or whether you have sort of on hold there pending the sort of the closure of DESFA side. Thanks.

SHIAMISHIS A: Thank you very much, Matt. On the first part which is the tourism impact on domestic marketing, I would probably say that we have a 20% to 30% benefit on the reported EBITDA number. So out of the €20 million, I would say that anything between €5 million and €6 million is the benefit of tourism. That is an estimation because it's very difficult to differentiate the impact on the infrastructure and the underlying demand. But I think it's a safe number.

On DEPA, I am afraid I cannot give you a lot more information other than the fact, that we are focusing on competing and closing DESFA and we are in discussions with the majority shareholder as to the next steps. I don't think that we are in a position to add more color to that and we are exploring our options.

LOFTING M: Okay, great. Thanks very much.

OPERATOR: The next question is from Mr. Patricot Henri of UBS. Please go ahead, sir.

PATRICOT H: Yes, hello everyone. Thank you for taking my questions. Just two from me. The first one on depreciation. Depreciation in figures seems to be lower at around €40 million and was €60 million in 1Q and 2Q. What's driving that and what do you expect the average depreciation to be going forward? And second question on the Performance Improvement Plan, we had... you made an improvement of €15 million in 3Q. How much do you expect to do in 4Q and in 2014? Thank you.

SHIAMISHIS A: Thank you very much. On depreciation, we have two conflicting drivers. The first one is the new refinery upgrade, which is adding to the depreciation, and the second one is the fact that the main Aspropyrgos refinery, as well as a lot of the retail assets are pretty close to the depreciation life, their useful economic life.

So we have assets which are becoming fully depreciated and being moving out and being moved out of the depreciation charge. For example, we have depreciation and amortization of assets acquired as part of the BP transaction, which is petrol stations with about five years of life, on average it was about 3.5 years and we are amortizing the value assigned to them over that period.

Going forward, I think it's going to be closer to the €40 million rather than the €60 million. In the next couple of quarters we will see that number stabilizing at anything between €40 million and €50 million depending on the smaller assets contribution.

On the performance initiatives, we have mentioned in the past that our focus has been mainly in the last year or so to get Elefsina up and running safely, which we did, and making sure that we hit the production targets and yields that we paid for.

Now with that behind us, we can go back and renew the focus and the effort on the transformation initiates on the cost competitiveness. In the fourth quarter I would not expect to see a significantly different number than the third quarter i.e. we can probably generate another 10 or so million of incremental benefits.

But moving on into 2014 we have identified an opportunity of about €100 million, which we expect that a significant part of that will be captured in 2014.

Now a lot of these benefits come in the form of improved operations and they cannot be delivered from one day to the other. For example, it may require a small investment. Some of the benefits will have to wait until a turnaround takes place so that we improve the performance of some of the units. Out of the €100 million, I would expect that more than 50% will be captured by the end of 2014.

Now, if we are, so to speak, lucky and we have an implementation plan which is faster, we can probably make it to an even bigger percentage. But I think it's safe to assume that at least 50% of that benefit will be realized by the end of 2014.

PATRICOT H: Okay. Thank you.

OPERATOR: The next question is from Kearney, Ide of GLG Partners. Please go ahead.

Kearney, I: Hello. Hi. Thanks for taking my call. I just had a question that you made some comments about the fourth quarter refining margins. On a holistic level, are you expecting the fourth quarter to be better than the fourth quarter of 2012, or is it just going to be improving sequentially, because obviously refining margins will soon be pretty weak?

SHIAMISHIS A: Hello, there. Unfortunately, I will agree with you. The refining margins will be weak. No, the comment was made on what we have seen up until today. Just to give you the numbers that we're looking at for Aspropyrgos, which is the FCC cracking margin, we had an average of $1 per barrel for Q3. Up until yesterday, the average for Q3 year-to-date...quarter-to-date...

Kearney, I.: Yeah.

SHIAMISHIS A: $1.7 per barrel.

Kearney, I.: Okay.

SHIAMISHIS A: For Elefsina, which is a Hydrocracking, we had $2.9 per barrel. The average quarter-to-date, it's about $4.6 per barrel. So it is an improvement. However, as I said unfortunately you're right, it's below last year's numbers. So it doesn't look that we will be taking the full advantage of the refining margins. However, on average, if one projects $1 to $1.5 per barrel of improved margins versus Q3, you should extrapolate that to about $20 million to $30 million of additional EBITDA per quarter.

Kearney, I.: Sequentially. Okay.

SHIAMISHIS A: Yes.

Kearney, I.: But then, you'll see some weak...we shouldn't expect to see sort of marketing where it was presumably in Q4, because the mix will be weaker, right, it will be more fuel dominated and less transport. So just to sort of, I mean, kind of going back to my question, will it be...I mean, should I sort of be thinking about maybe Q4 matching last year's Q4 or are you saying it'll be better, 2012?

SHIAMISHIS A: Yes.

Kearney, I.: Just in a rough sense, I appreciate that it's early in the quarter and then lots can change, because it is the nature of the business.

SHIAMISHIS A: It's very difficult to give a projection, but if we assume an extrapolation of the situation we have seen up until today, I would expect our performance to be at least as good as last year's Q4.

Kearney, I.: Okay, fantastic. Thank you.

SHIAMISHIS A: Thank you.

OPERATOR: We'll have a follow-up question from Mr. Lofting Matt of Nomura. Please go ahead, sir.

LOFTING MATT: Hi, thanks. Just one quick follow-up question, please, I just wondered if you could give us a flavor and thinking about sort of the maintenance program perhaps for 2014, I assume the requirements Elefsina for next year relatively limited post for the completion of the upgrade program there, but perhaps across the other refining assets. Thanks.

SHIAMISHIS A: Yeah. The only thing which is penciled in now for 2014, actually it's a little more than penciled in, it's scheduled, is Aspropyrgos, which will have a turnaround in spring 2014. However, I have to qualify that, because our turnarounds are always scheduled for spring and they can be changed depending on margins outlooks. So if, for example, we see a reason to pushback or accelerate the turnaround, usually it is pushing it back, we will do so and, of course, it makes economic sense.

Now, on Elefsina, we don't have anything major scheduled. Clearly, we will need to be very careful about the new units. We are watching them very carefully. There may be the occasional repairs for specific units or improvements. But we don't foresee something major for Elefsina.

As you may recall, we had an early turnaround at the beginning of the year, which was there to identify, to correct, if you like, issues identified during the first six months of operations. We do not expect to see any similar turnaround for Elefsina in 2014.

LOFTING M: Perfect, very clear. Thanks.

OPERATOR: Mr. Shiamishis. There are no more questions registered at this time. You may proceed with your closing statements. Thank you.

SHIAMISHIS A: Once again, I would like to thank everybody for taking the time to join our conference call for the third quarter. It's clearly very good for us to be able to come back with a set of better news than what we have been giving out in the last couple of quarters.

Clearly, the year-to-date numbers are still affected by the earlier part of the year, but even with what is described as the worst historical margins for FCC refiners, and the challenges that we face in refining, we have been to deliver an EBITDA of about €70 million to €80 million. That shows the quality of the assets and the quality of the market position that we have, both domestically, as well as in East Med.

We expect that the coming quarters are not going to be easier. There are fundamental issues with respect to European refining. Clearly, we have the disadvantage compared to US refiners, both in terms of feedstock pricing and energy costs, and that is something which means that which will require us to work twice as hard as our competitors in other parts of the world. However, we have been able to demonstrate that we can do that.

We can take the challenges and at the end of the day, focus on making sure that our very good quality of asset is probably operating. Our cost base is down to a competitive level. And at the end of the day, deliver the value promised to all stakeholders.

Once again, thank you for the time and we look forward to talking to you on the full year results. Thank you.