

OTE Group Q4 2022 Results

FEBRUARY 2023



GROUP OF COMPANIES

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In addition to figures prepared in accordance with IFRS, OTE also presents alternative performance measures, including, among others, EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin, free cash flow, adjusted free cash flow, net debt, adjusted net debt, Capex and adjusted Capex. These alternative performance measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with IFRS. Alternative performance measures are not subject to IFRS or any other generally accepted accounting principles. The purpose and calculations of all 'Adjusted' data and the Alternative Performance Measures presented are detailed in the Alternative Performance Measures Section in the Quarterly Press Releases.

All figures in 2021 adjusted to reflect only continuing operations; TELEKOM ROMANIA operations along with certain significant commercial transactions (MVNO agreement and handset sales) that existed between TELEKOM ROMANIA and TELEKOM ROMANIA MOBILE (Romania mobile) until the completion of the sale of TELEKOM ROMANIA have been treated as discontinued operations. The sale was concluded on September 30, 2021.



Strategy: The 7 Pillars of our Strategic Plan



Digital Transformation

Our goal: to be the leader for Digital Transformation in Greece and a role-model in Europe with superior Customer Experience & Operational Efficiency



DIGITAL @CUSTOMER

Digital Interplay

- One App primary touchpoint for all customer interactions
- Pure digital Mobile Rate plan
- Boost online sales
- Contextual digital campaigns

Digitalize Service Processes

- Order2Bill: self-service ordering
- Fault2Repair: self-service fault handling

Simplify Portfolio

- Simplify Product & Tariff portfolio
- Simplify customer journeys
- Converged & simplified IT stack



DIGITAL @NETWORK

Simplification

- Decommissioning of legacy platforms

Autonomous Network Operation

- Predictive Maintenance
- Artificial Intelligence @ Network

Digitalize Field Service

- Autonomous Field Service
- Field technicians digitalization



DIGITAL @COMPANY

Internal Interactions

- Enterprise Mobile App for employees
- Tools for collaboration

Digital Processes

- Processes simplification & automation
- Digitalized & unified workflows
- Digital Signatures

Digital Culture & Skills

- Growth mindset
- Digital Skills & Learning
- Innovation culture

2022 ESG Targets- Performance



CLIMATE CHANGE

OTE Group contributes to DT Climate Change Targets:

- Net Zero for direct and indirect energy consumption including up to 95% reduction by 2025
- 100% Renewable electricity (2021 onwards)
- 25% Emission reduction per customer for value chains emissions by 2023 (vs 2017)
- Net Zero emissions across the value chain (scope 1-3) by 2040

RESOURCE EFFICIENCY

Sustainable Waste Management

- **Zero** ICT waste to landfill (2022 onwards)
- **Take back schemes of mobile devices:**
 - Ratio (%) of mobile devices collected vs sold in previous year: 12% by 2024 (vs 2022)
 - Reach approx. 400,000 items of mobile devices (2022-2024)



Zeroplastic

- **Retain single use plastic culture** in major buildings in 2022



Sustainable Packaging

100% sustainable packaging:

- Own branded newly launched CPEs (by mid 2022)



Paper Reduction

- **25% paper reduction** (2020-2023)



DIGITAL INCLUSION

Impact ~15 mil. peoples' lives through digital inclusion initiatives by 2024 (from 2021)

2022 PERFORMANCE

- Scope 1 & 2: **86%** CO2 reduction (vs 2017)
- **100%** Renewable Electricity: **423** GWh
- Scope 3: data will be available in the 2022 Integrated Report
- **100%** of ICT waste sustainably managed
- **11%** of mobile devices collected vs sold in 2021
- **> 155,000** pcs collected for recycling
- **~39%** of 2024 target (of pcs) achieved
- **> 1.1 mil. pcs** of single-use plastic avoided
- **1st** sustainably packaged own branded CPE launched
- Guidelines in specs for own newly launched/ refurbished CPEs
- **20%** reduction of paper consumption vs 2020
- **~4.4 mil paper sheets** (22t of paper) reduced vs 2020
- **> 9 mil.** beneficiaries (direct & indirect) since 2021
- **61%** of the 2024 target achieved

Sustainability Strategic Priorities: Commitments 2023 onwards



CLIMATE NEUTRALITY

OTE Group¹ contributes to DT Climate Change Targets:

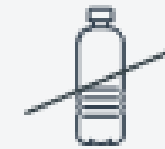
- Net Zero for direct and indirect energy consumption including up to 95% reduction by 2025
- 100% Renewable electricity (2021 onwards)
- 25% Emission reduction per customer for value chains emissions (2017-2030)
- Net Zero emissions across the value chain by 2040



CIRCULAR ECONOMY

Sustainable Waste Management

- Zero ICT waste² to landfill (2022 onwards)
- Take back schemes of mobile devices³:
 - Ratio (%) of mobile devices collected vs sold⁴ 12% by 2024
 - Reach approx. 400,000 items of mobile devices (2022-2024)
- CPEs' take back schemes: retain sustainable management 2022 onwards



Zeroplastic

- Retain single use plastic culture in major buildings



Sustainable Packaging

- 100% sustainable packaging
- Own branded newly launched CPEs (by mid 2022)
- 3rd Party connected devices in 2025



Paper Reduction

- 25% paper reduction⁵ (2020-2023)

INCLUSION & EQUAL OPPORTUNITIES IN THE WORKPLACE

- At least 30% women at top and senior managers' positions by 2024⁶



DIGITAL SOCIETY

- Impact ~15 mil. peoples' lives through digital inclusion initiatives by 2024 (from 2021)

Sustainability & ESG Indices, Rankings and Ratings

The OTE Group responds to sustainability & ESG analysts' questions and assessments. OTE is included in several national and international sustainability/ESG indices, rankings and ratings.



FTSE4Good

OTE, since 2008, meets the requirements and is included in the FTSE4Good Index Series, which evaluates and monitors in detail listed companies in terms of their performance on Environmental, Social and Governance issues.

MSCI
ESG RATINGS



CCC B BB BBB **A** AA AAA

OTE has been upgraded to 'A' from 'BBB' in MSCI ESG Ratings assessment as of November 2022, according to its ESG performance. MSCI ESG Research provides in-depth research, ratings and analysis of the environmental, social and governance-related business practices of thousands of companies worldwide.



RATED BY
ISS ESG

Prime

Since 2018, OTE has been awarded with the "Prime" status. This title is awarded to companies if the overall ESG Corporate Rating letter grade meets or exceeds the industry-specific (C+ for Telecommunications) defined by ISS ESG's Industry Classification Matrix.



Since 2010, OTE has been participating in the CDP on Climate Change by communicating the required information to its platform. In the 2022 evaluation, OTE received a 'B' (Management) score. Companies that score a B have addressed the environmental impacts of their business and ensure good environmental management.



As of January 2023, OTE has been included, for the fourth consecutive year, in the Bloomberg LP Gender-Equality Index (GEI). Bloomberg GEI tracks the performance of public companies committed to disclosing their efforts to support gender equality through policy development, representation, and transparency.

ATHEX ESG Index

OTE is included in the ATHEX ESG Index, since July 2021. Initially, in 2021, 35 companies were included in the Index., which monitors the stock market performance of Athens Stock Exchange listed companies that adopt and promote ESG practices.

OTE Group
Q4 2022 Results

Financial Review



Highlights

GROUP

Q4 '22

FY '22

+1.1%

REVENUES

+3.6%

REVENUES

- Solid Group Performance
- Further growth in Greece

ADJ. EBITDA (AL)

+4.0%

- FY positive performances in Greece and Romania
- Strong Margin at 39.0%

Free Cash Flow

€597m

TARGET ACHIEVED

+23.8%

€425m

SHAREHOLDERS REMUNERATION FOR 2023

- €250m in Dividends. Proposed Dividend €0.5765/share, +3.3%
- €175m in Share Buy Backs

GREECE

Positive momentum continues



+2.2%

REVENUES



+3.2%

ADJ. EBITDA (AL)



40.8%

MARGIN



FTTH subscribers
+27k at 137k



+3.0% mobile service revenues



FTTH network
911k homes passed

ROMANIA MOBILE

€73.0m

Q4'22 REVENUES

€38.0m

FY ADJ. EBITDA (AL)



+25%

Group Overview

Q4 2022

€885m

REVENUES (YOY +1.1%)

€332m

ADJ. EBITDA (AL) (unchanged)

€199m

ADJ. CAPEX (YOY +24.2%)

€138m

FCF (YOY +37.0%)

12M 2022

€3,455m

REVENUES (YOY +3.6%)

€1,348m

ADJ. EBITDA (AL) (YOY +4.0%)

€638m

ADJ. CAPEX (YOY +14.2%)

€597m

FCF (YOY +23.8%)

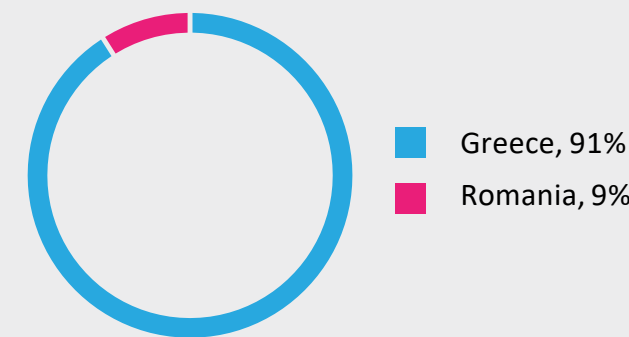
€6.3b

MARKET CAP
AS OF 31 DECEMBER 2022

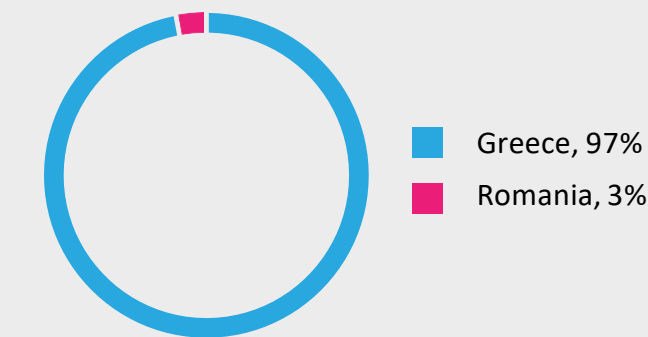
OTE Group is the largest telecommunications provider in the Greek market with presence also in Romania. OTE is among the largest listed companies in the Athens Stock Exchange.



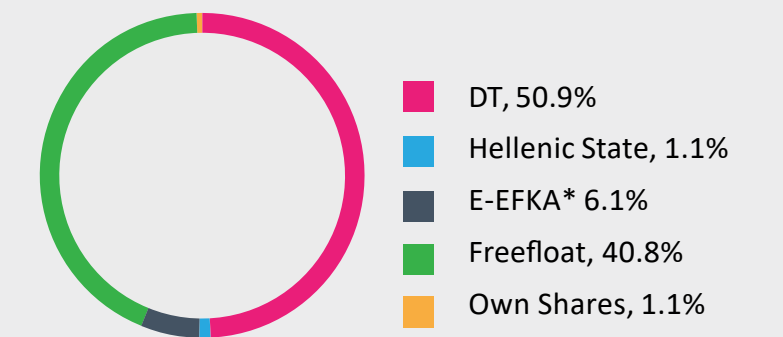
REVENUES



ADJ. EBITDA (AL)



SHAREHOLDERS



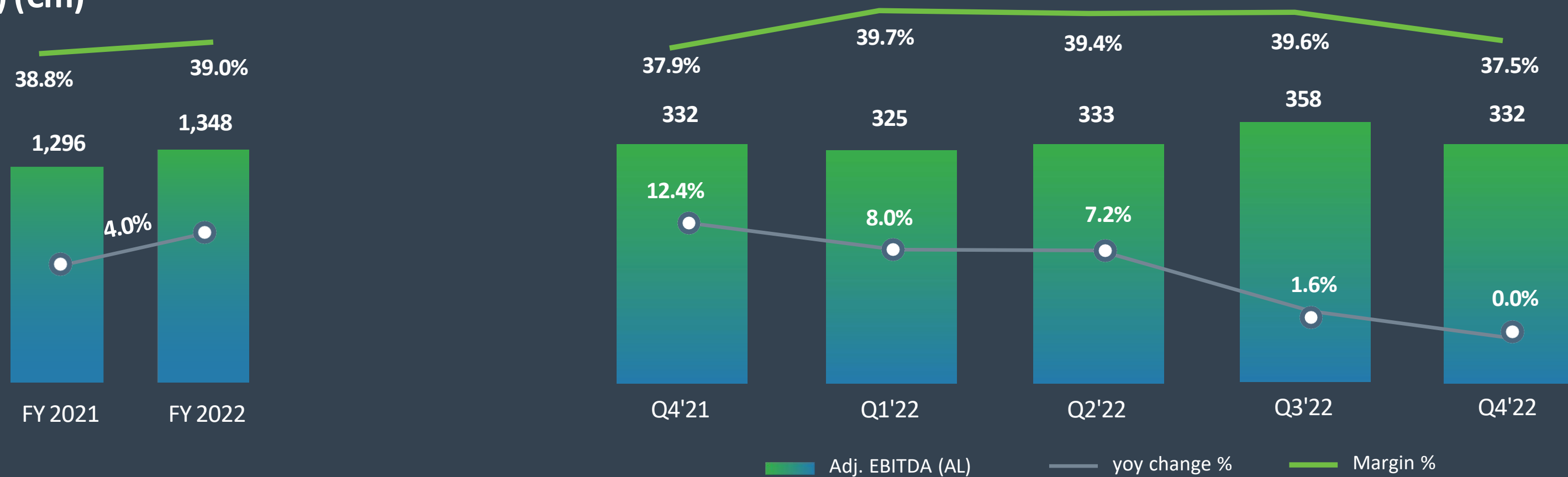
*The stake of e-E.F.K.A includes 19,606,015 shares transferred by Hellenic Republic in 2009

Revenues & Adj. EBITDA (AL)

Total Revenues (€m)



Adj. EBITDA (AL) (€m)

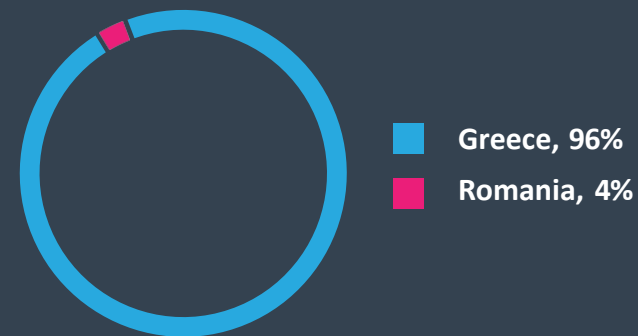


Capex

Adjusted Capex (€m)



Per Country (€m)



Q4 2022

€187m

GREECE

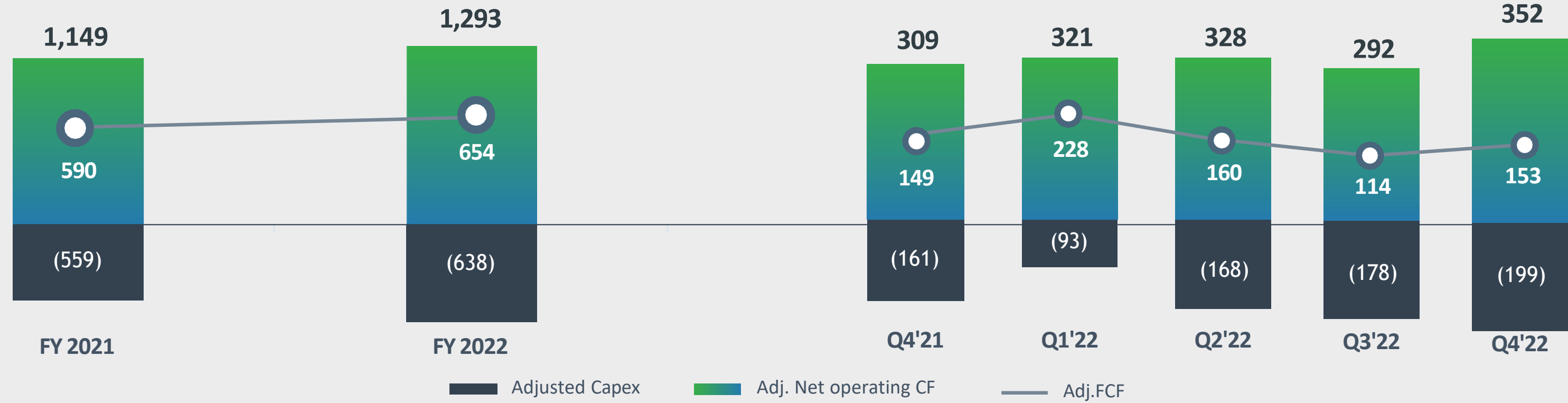
€13m

ROMANIA

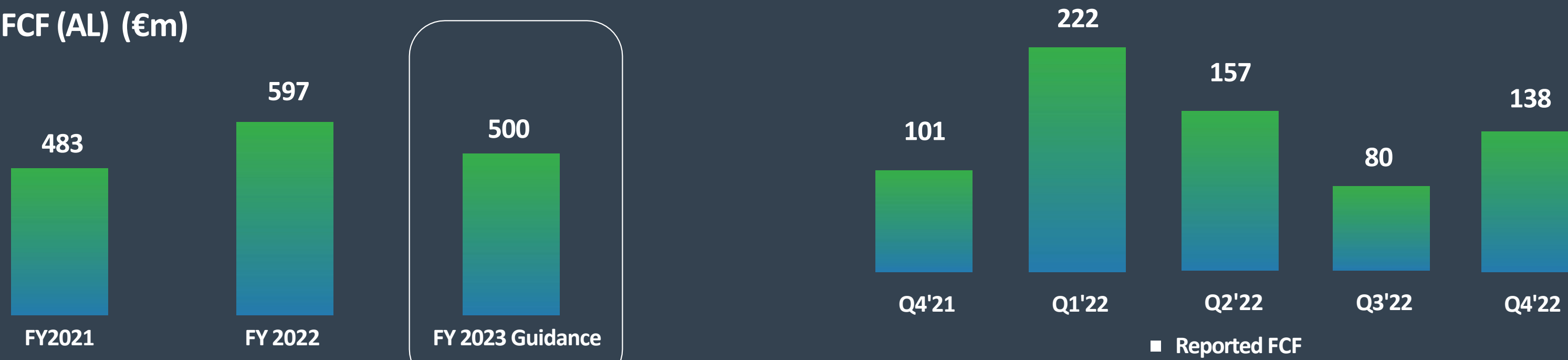
- FTTH footprint at 911k households and businesses as of December 31, 2022
- FTTH: 1.4 million homes and businesses by end of 2024
- FTTH: 3 million homes and businesses by end of 2027
- 4G coverage at 99%
- 5G population coverage:
 - > 80% 2022
 - 90% 2023 Target

Cashflow

Adjusted FCF (AL) (€mn)

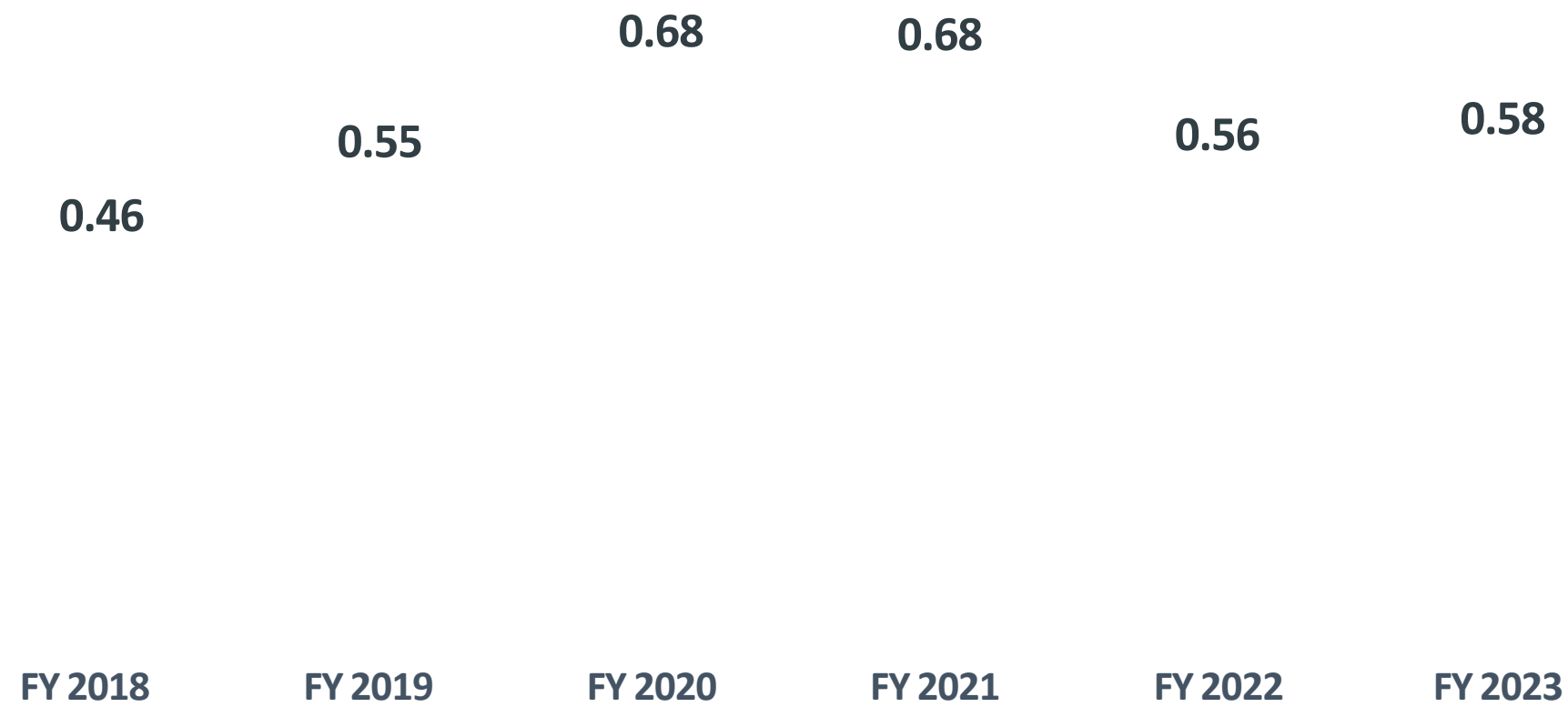


Reported FCF (AL) (€m)



Shareholder Remuneration Policy

Dividend per Share (€)



Total Shareholders Payout for 2023

€425m

DIVIDEND

€175m

SBB

€250m

Shareholder Remuneration Policy

70%-100%

FCF Distribution through a combination of dividends and share buybacks

€425m

€250m Dividends; €0.5765 Dividend/share will be paid on July 11, 2023
€175m in Share Buybacks

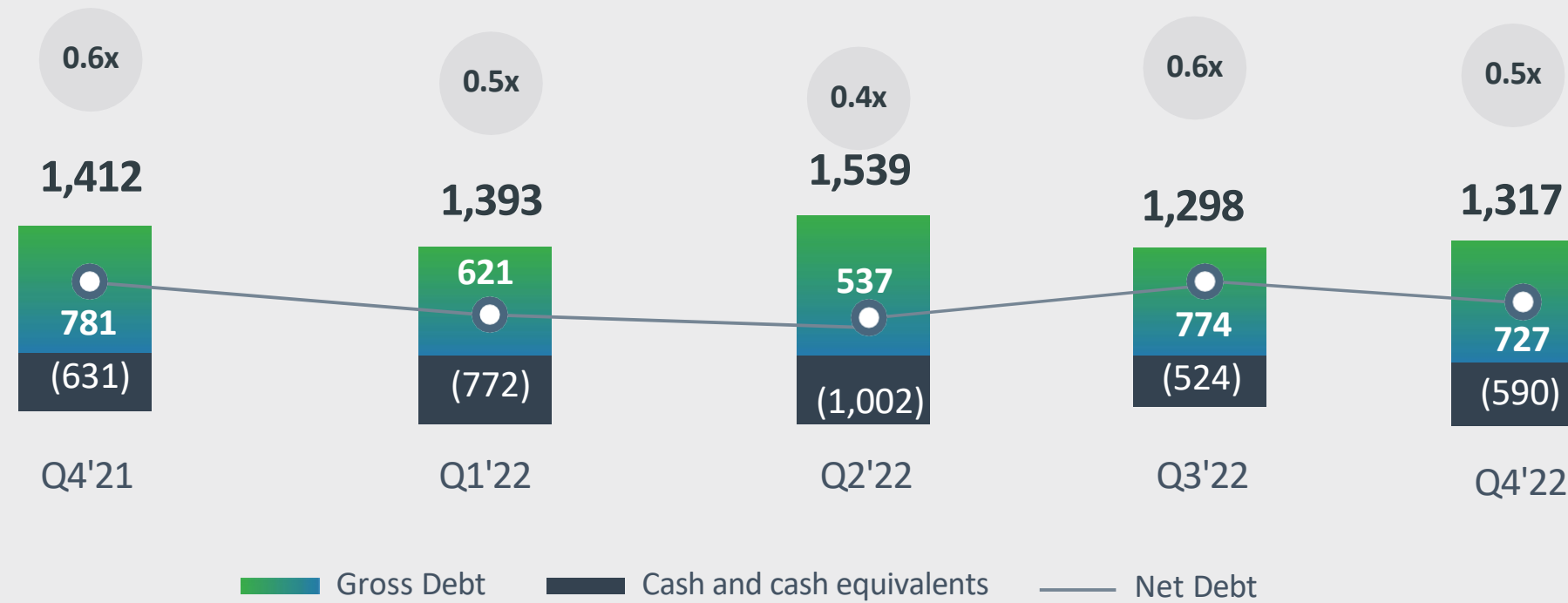
4,753,092

Own Shares as of December 31, 2022

433,664,596

Total number of shares

Debt and Liquidity Profile

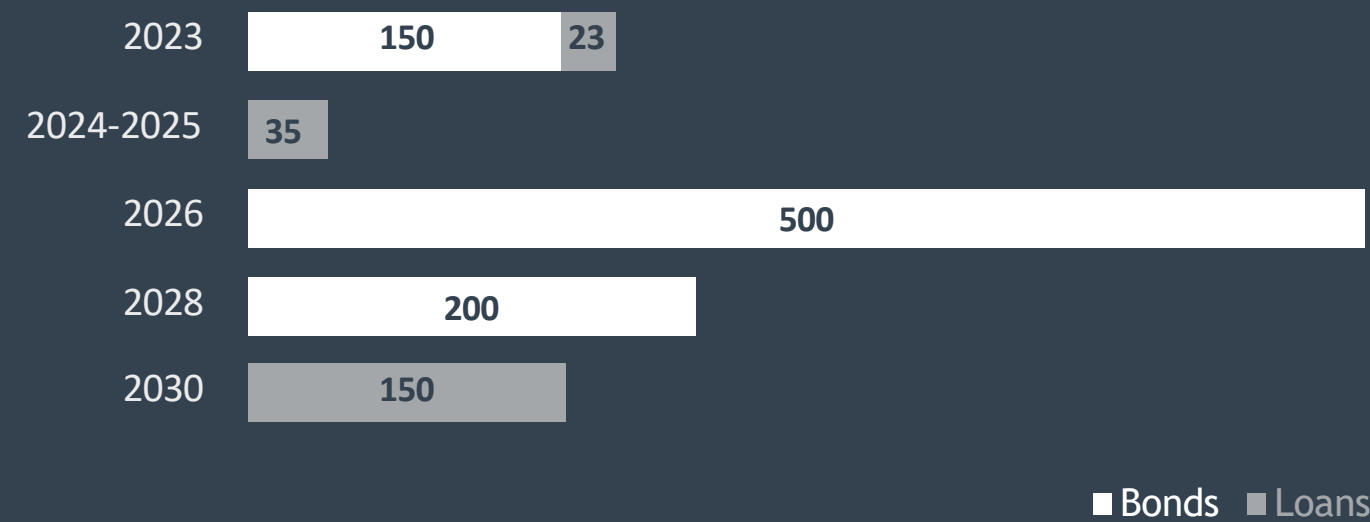


Net Debt/EBITDA

Net Debt stood at **€727m**

Net Debt/EBITDA (AL) stood at **0.5x**

Debt Maturity Profile (€m) (Nominal amounts)



S&P on OTE: "BBB" - Positive Outlook

Bonds

- €150m** 2023 Bond (June) 0.666%
- €500m** 2026 Bond (Sep) 0.875%
- €200m** 2028 Bond (May) 0.627%

Loans

- €58m** EIB / COSMOTE
- €150m** EBRD LOAN (2030 Jul) 1.561%

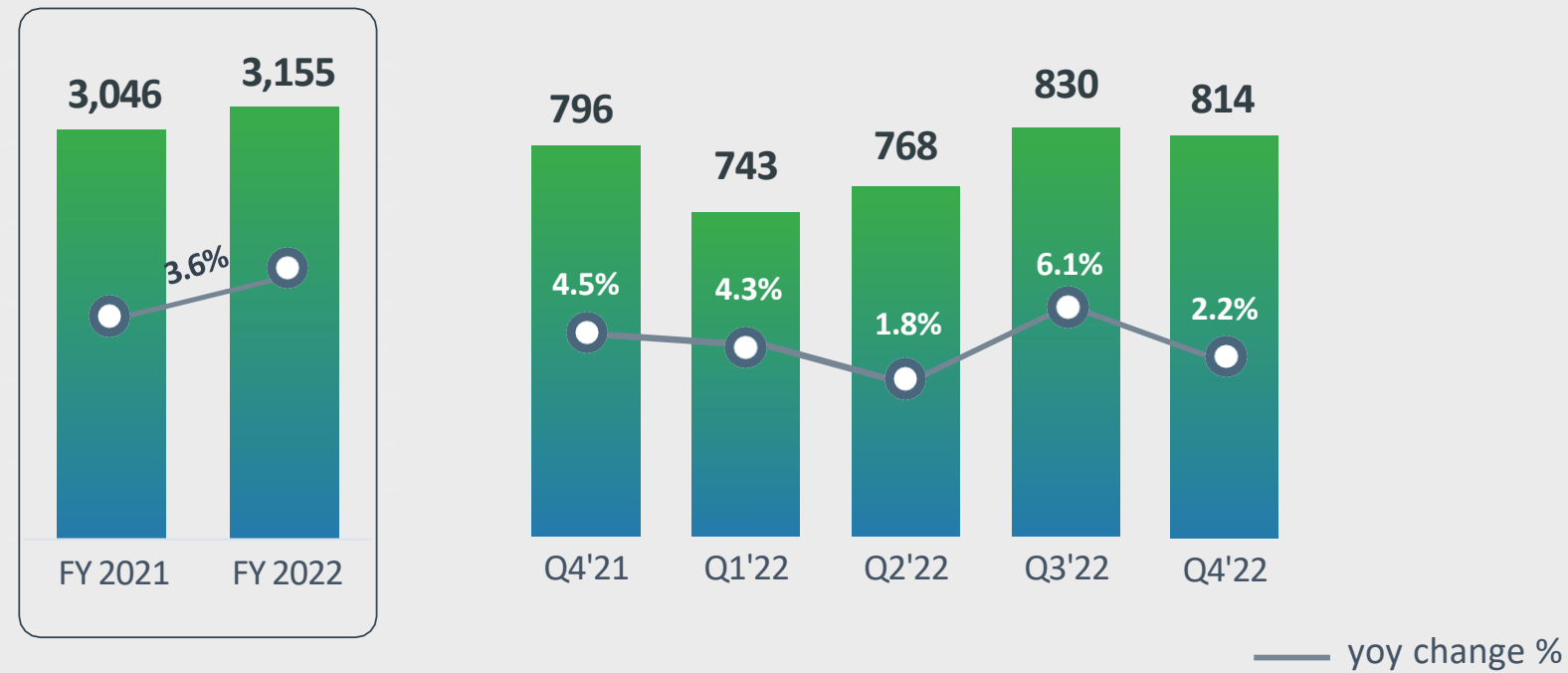
OTE Group
Q4 2022 Results

Greece

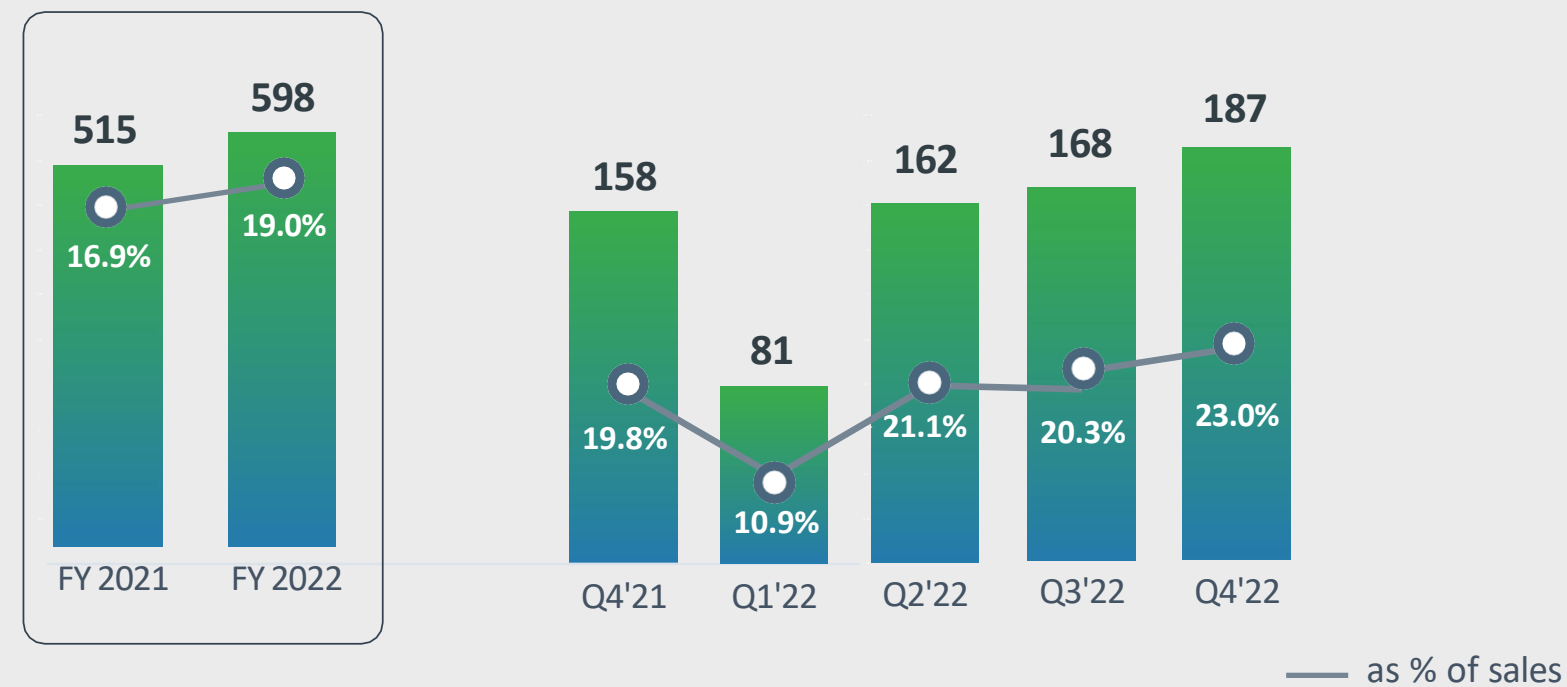


Greece – Financial Overview

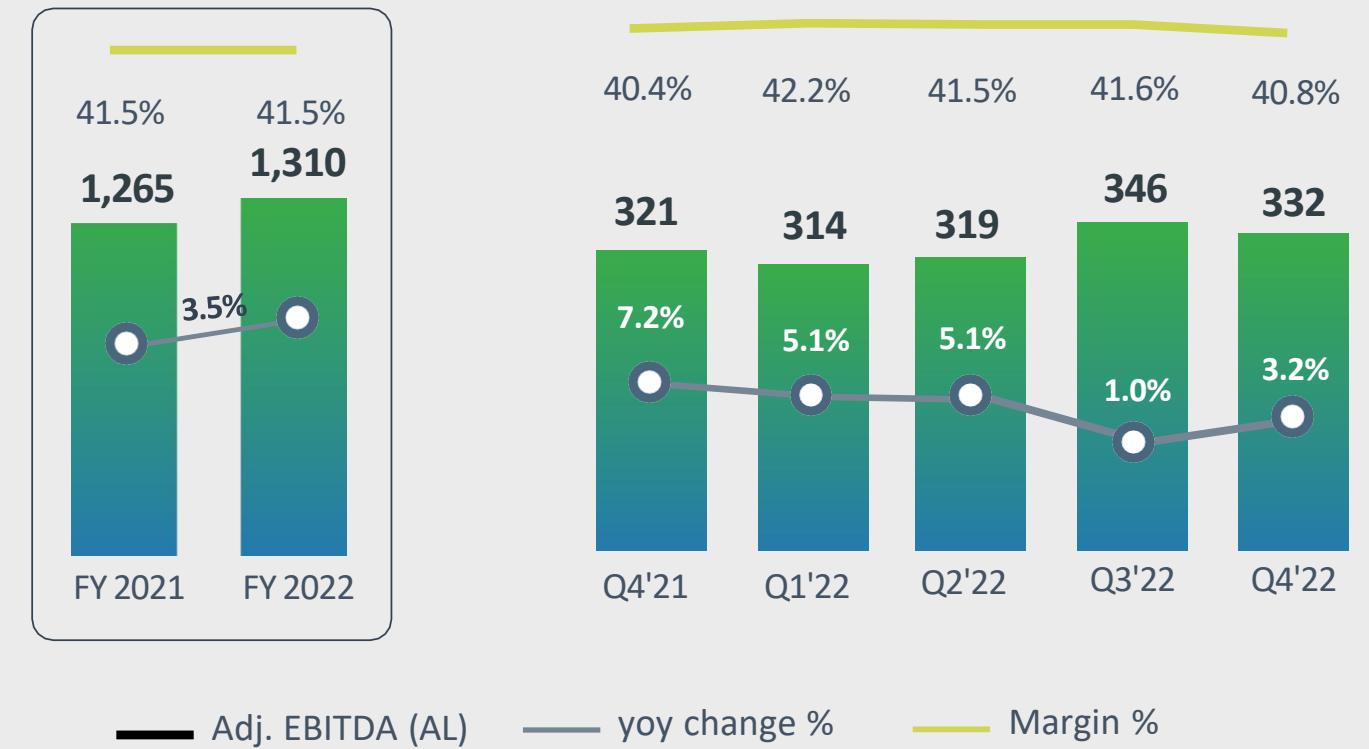
Total Revenues (€m)



Adjusted Capex (€m)



Adj. EBITDA (AL) (€m)

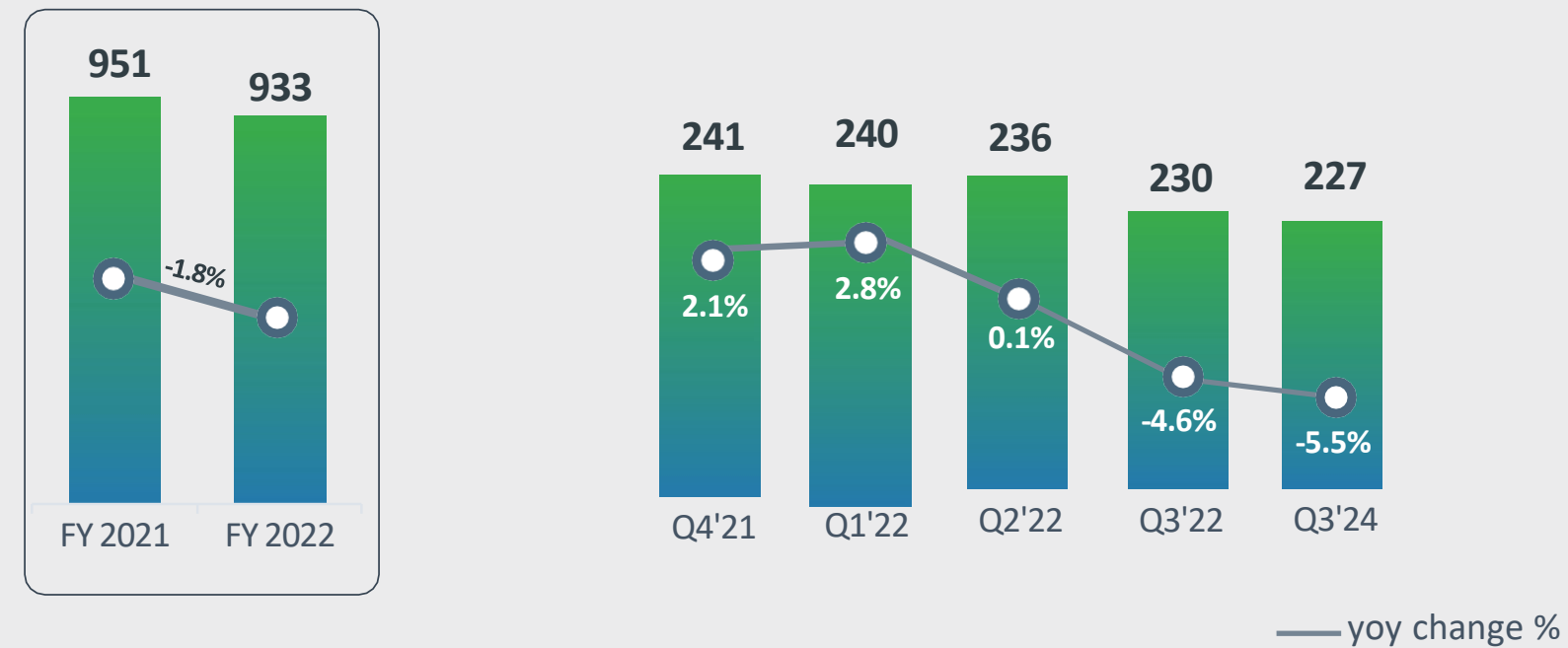


Revenue up 2.2%, on strong mobile service revenues and ICT segment

Adj. EBITDA (AL) up 3.2%; yielding a margin of 40.8%

Greece – Financial Overview

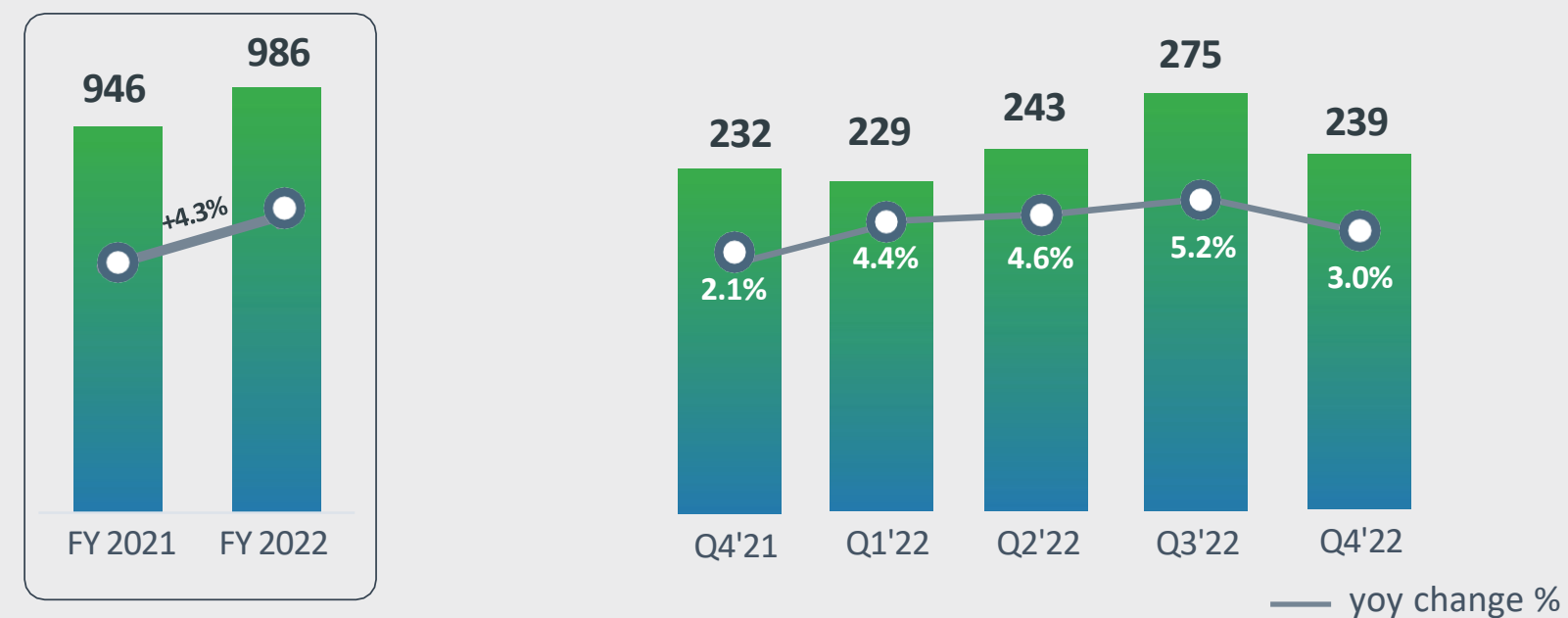
Retail Fixed Revenues (€m)



Retail fixed service revenues decreased by 5.5%:

- Voice - switch from traditional services to data communication
- Broadband - doubling of broadband speeds and competitive offerings

Mobile Service Revenues (€m)



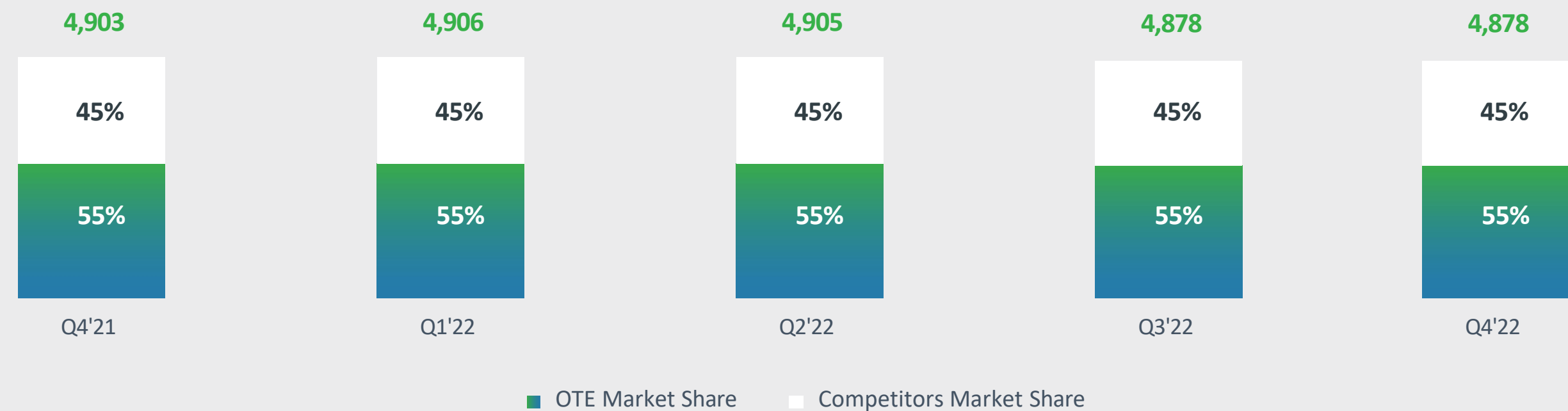
Mobile Service revenues up 3.0%:

- Positive growth for both Postpaid and Prepaid segment
- Ongoing execution of more for more strategy
- Full Year visitor revenues achieved record levels up 48% compared to 2021 and exceeding 2019 pre-pandemic levels by more than 20%

Greece – Fixed KPIs

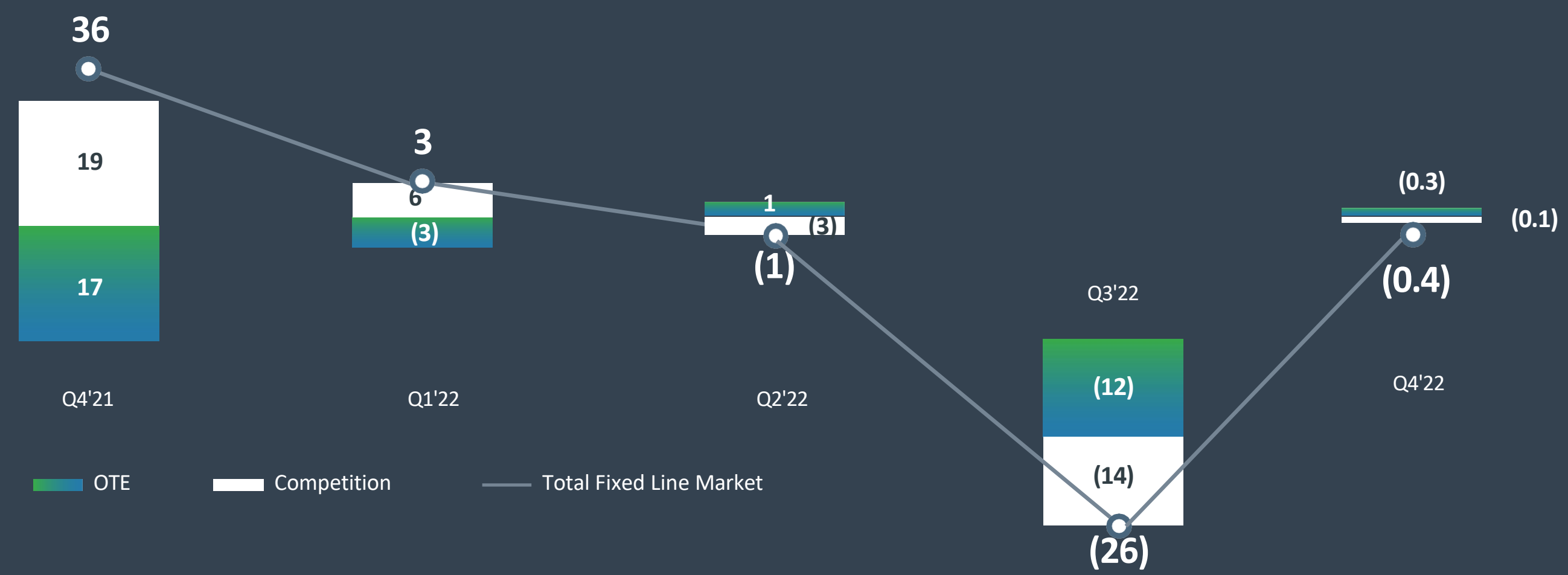
Fixed Voice Market Evolution (000)

OTE Fixed Lines at 2,701k



based on company's estimates

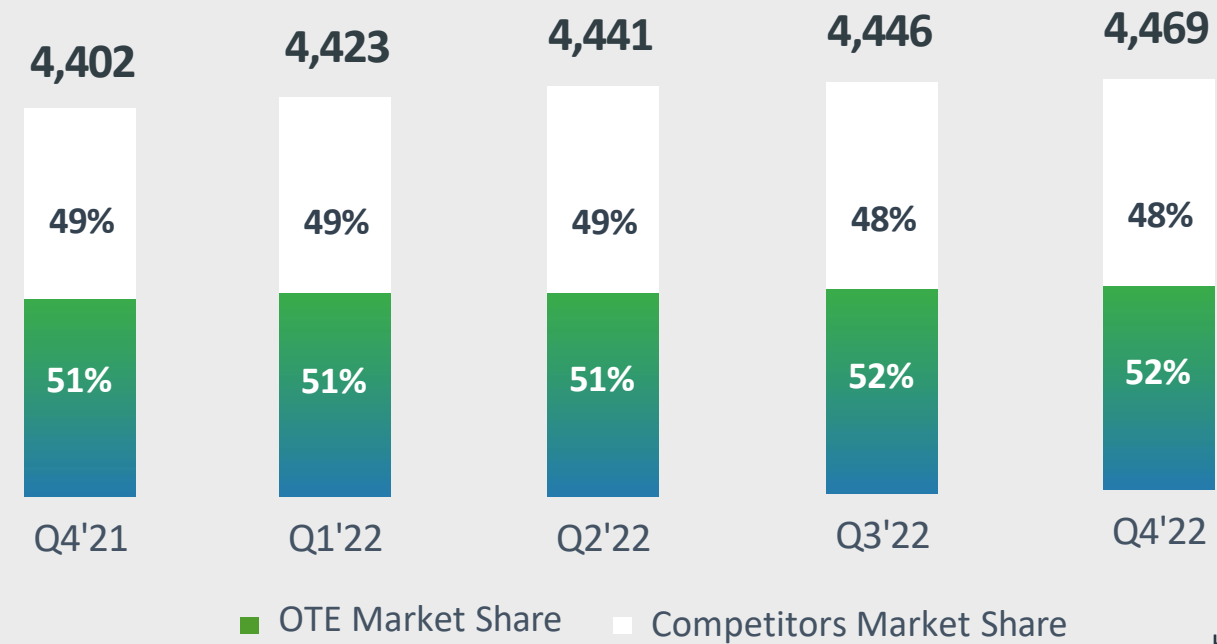
Net Additions (000)



Greece – Broadband KPIs

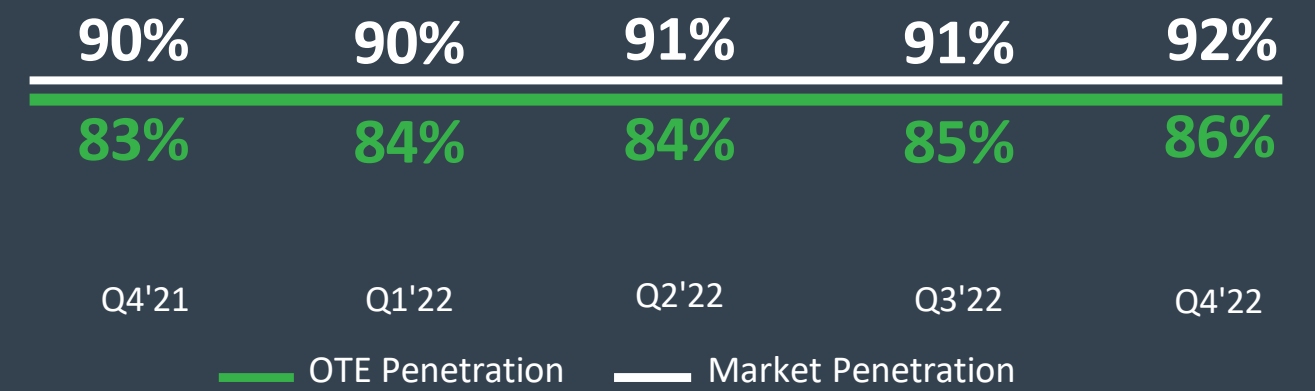
Broadband Market Evolution (000)

OTE Broadband Lines at 2,318k

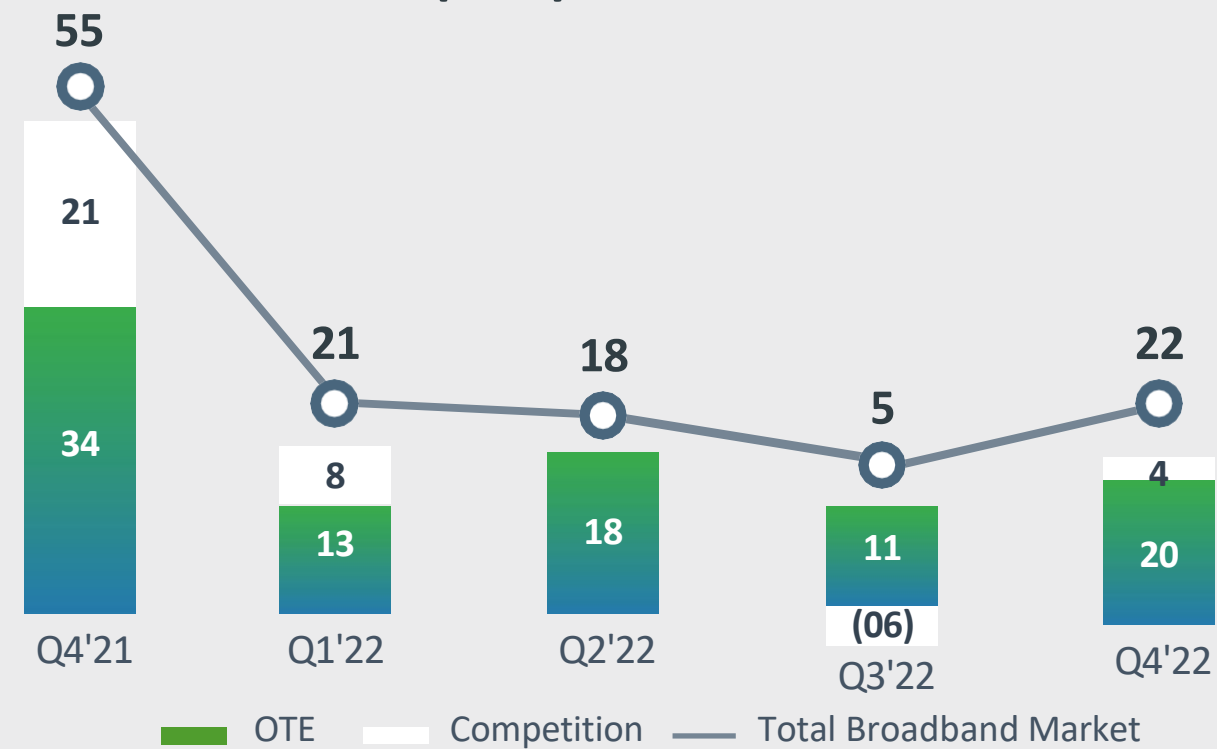


based on company's estimates

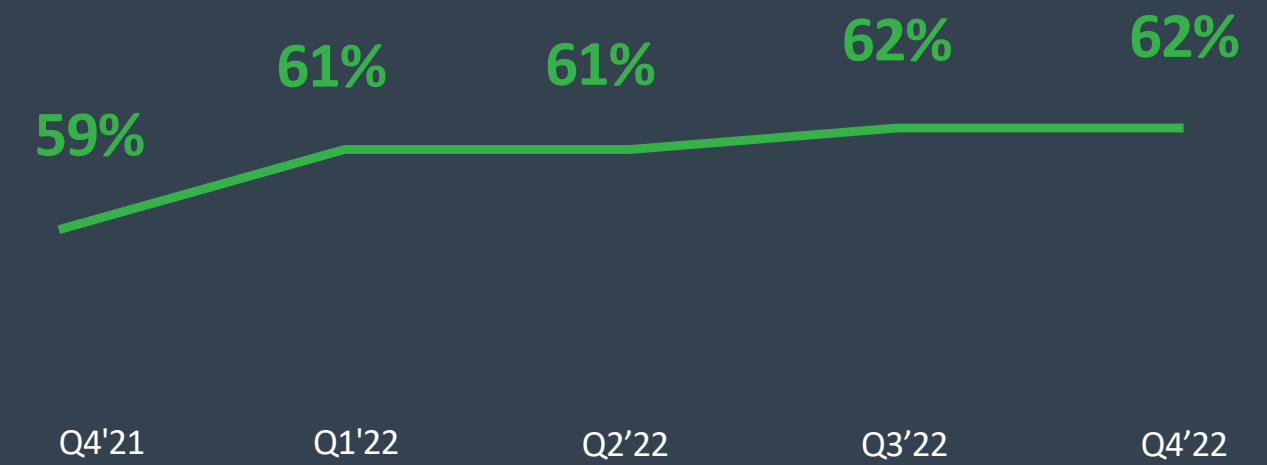
Market Penetration



Broadband Net Additions (000)



FMC B2C* Penetration (000)

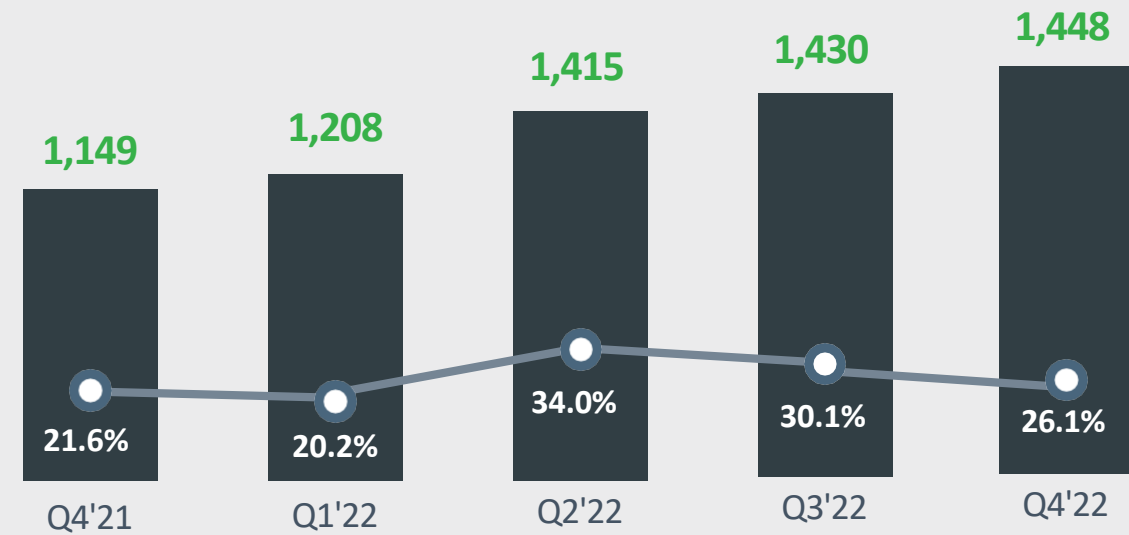


*B2C Broadband lines

Greece – Fiber KPIs

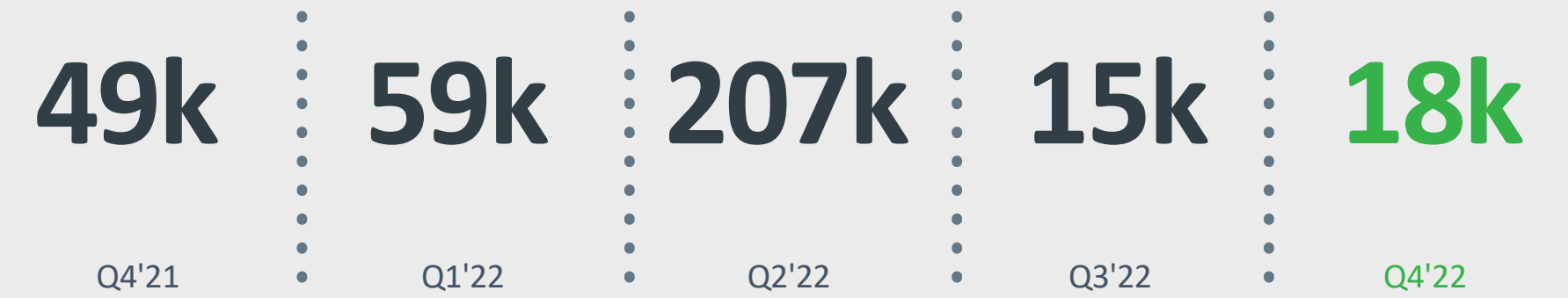
Fiber Subscribers (000)

44% of fiber subs enjoy speeds of 100Mbps or more

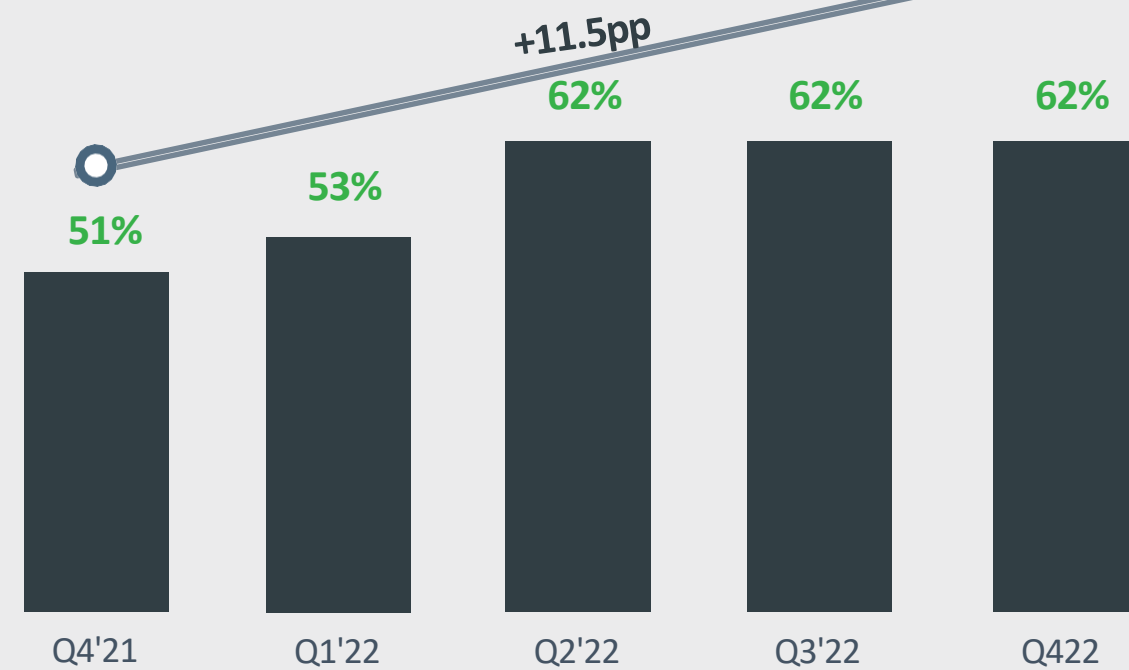


— yoy change %

Fiber Subscribers additions



Fiber Penetration (on Broadband)

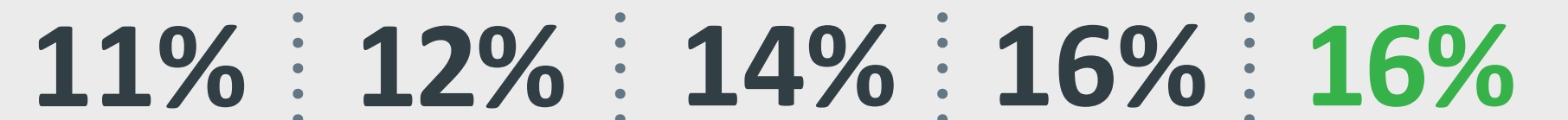


FTTH Homes Passed

OTE Retail FTTH subscribers at 137k

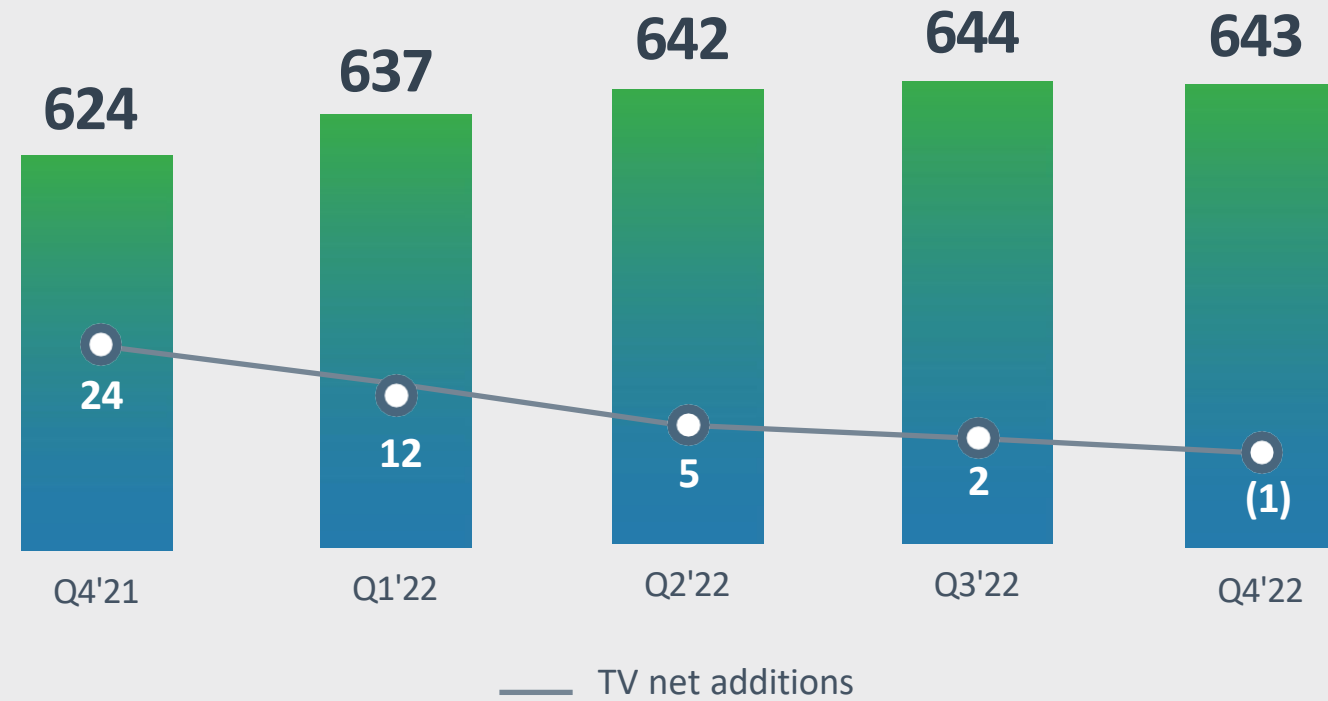


Utilization on homes passed by OTE's infrastructure



Greece – COSMOTE TV

TV Subscribers (000)



Q4'22: +3.0% yoy

- UEFA Champions League and Europa League TV rights renewed for 2021-2024
- 8/14 Greek Superleague football teams
- Agreement for the broadcasting rights of the leading football team of the Greek league, Olympiakos, for three years
- Renewal of Greek Football Cup broadcasting rights
- Italian Lega Serie A rights up to 2023-2024 period

TV Market

Exclusive premium content through PayTV offerings

Despite low penetration levels – TV market segment shows signs of maturity

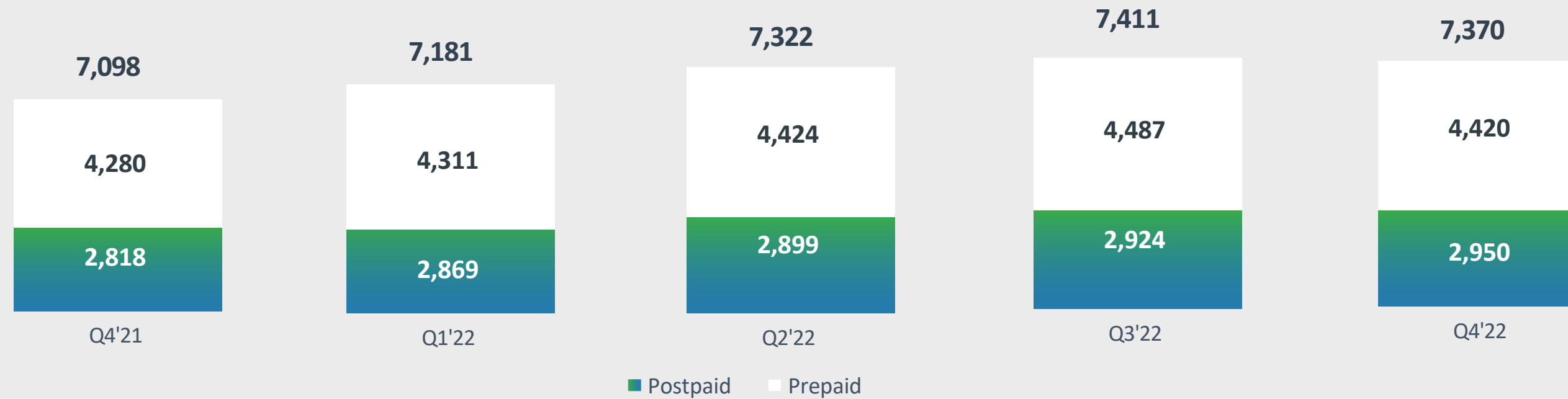
OTT players gain traction

Pay TV Penetration
Q4' 22

c.29.1%

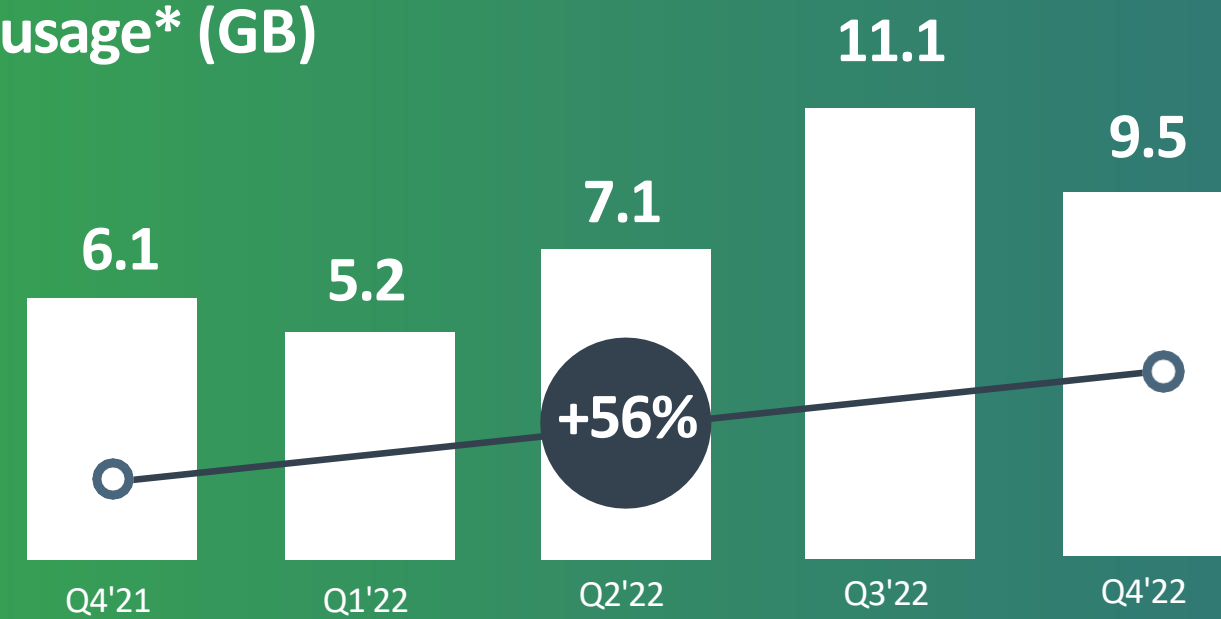
Greece – Mobile KPIs

Total Subscribers (000)



Q4'22: Post Paid +4.7% yoy

Avg.Data usage* (GB)



Q4'22: +56% yoy

Another positive quarter for postpaid segment, up +4.7%

+63% in Data Traffic of Handset Internet

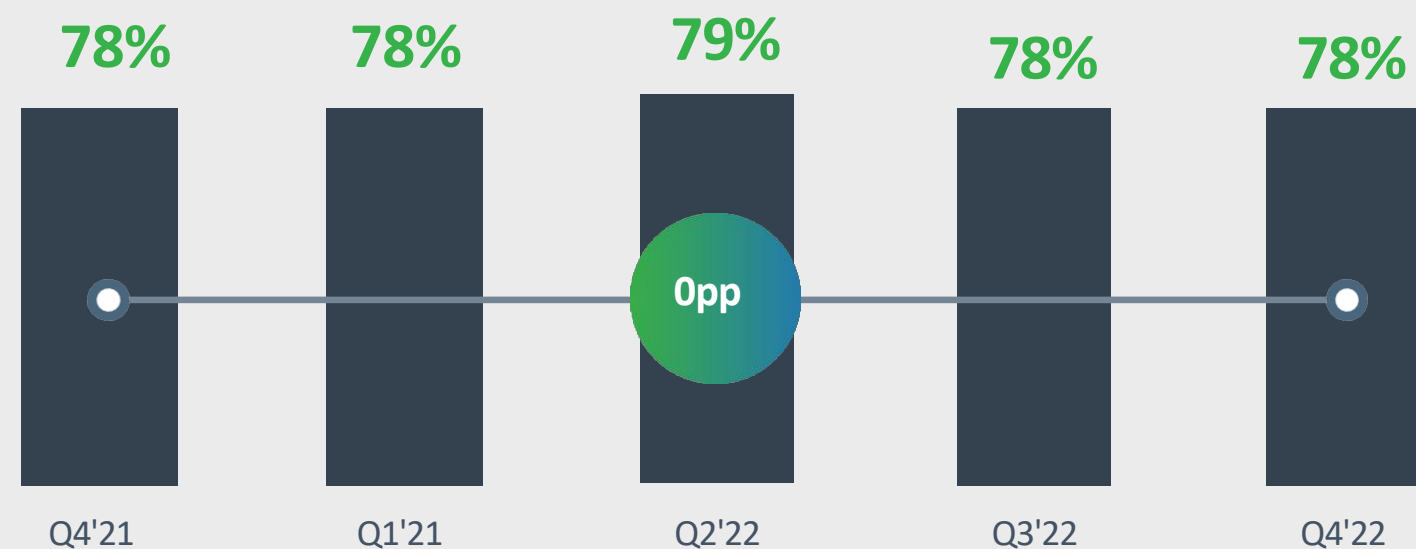
“COSMOTE Neo” the first fully digital mobile in Greece

Average data usage up +56% at 9.5 GB per subscriber

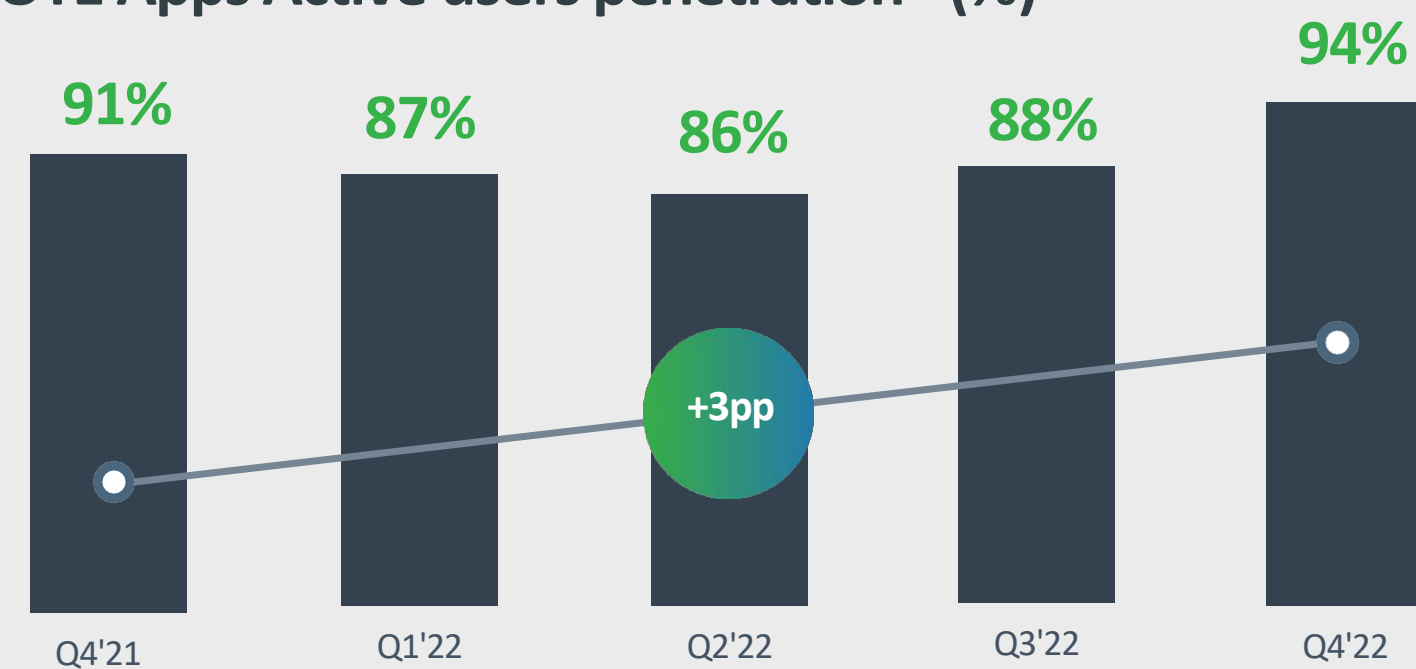
*Handsets Internet Data Usage/GB of use per HI subscriber

Greece – Digitalization

Smartphone penetration (%)



COSMOTE Apps Active users penetration* (%)



*Penetration as % of Smartphone users

COSMOTE app users at 3.9 million by end of the quarter - the major digital contact point with the customer.

Mobile data bundle subscription renewal, bill payment, and ordering functionality for additional OTE services

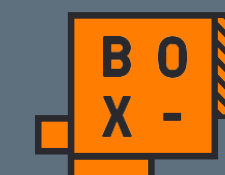
Remote Wi-Fi router management, parental control features and management of short-digit premium value-added services

“COSMOTE Neo”, the first fully digital mobile

The push towards digitalization is driving a new wave of transformation and increasing operational efficiencies



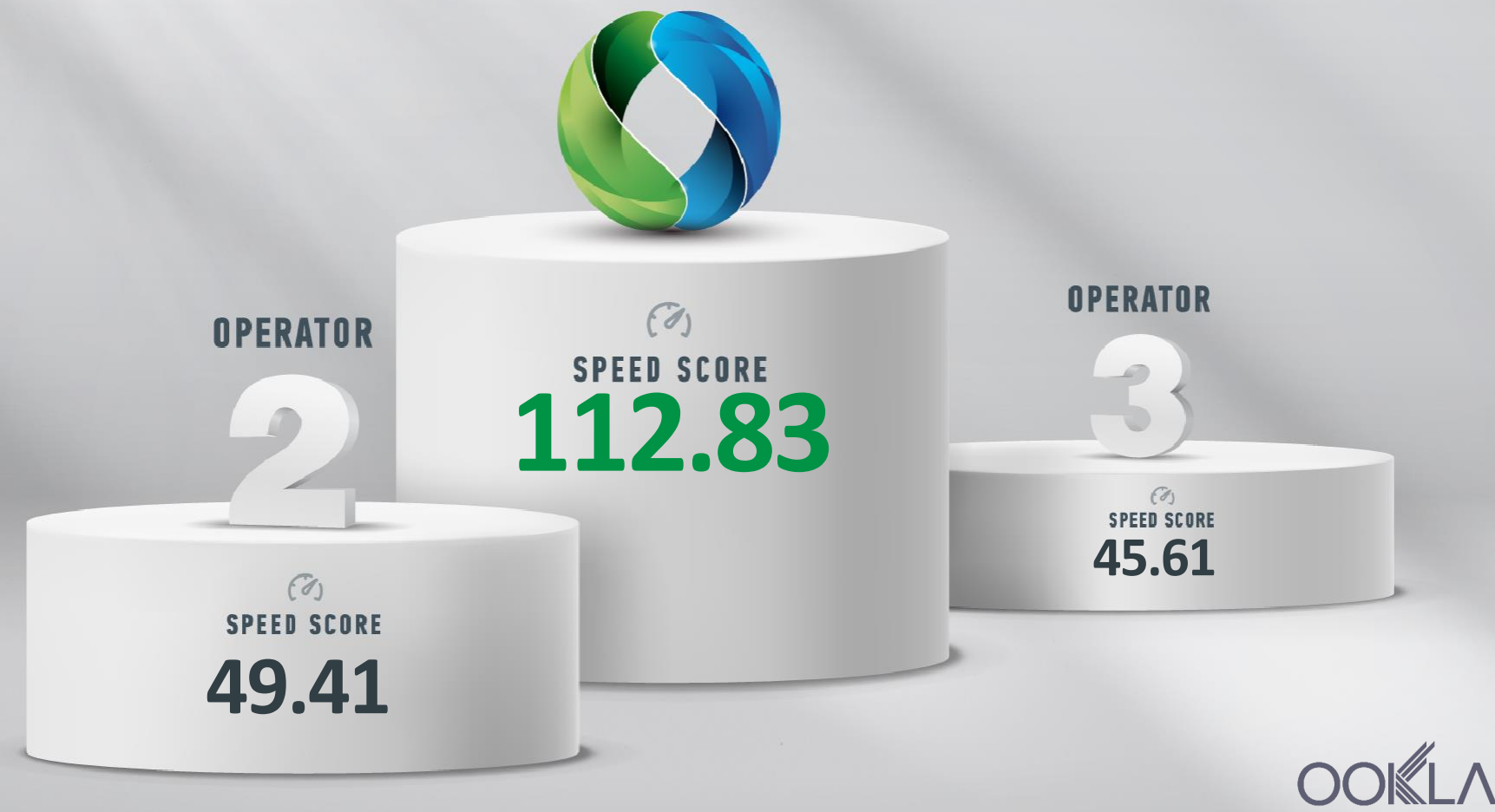
“Payzy”, e-payment and transaction solutions via mobile



“BOX”, food delivery platform

Mobile Network Superiority in Greece

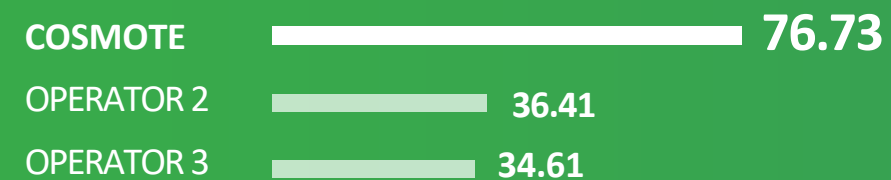
OOKLA:
COSMOTE Fastest Mobile Network for 6th consecutive year



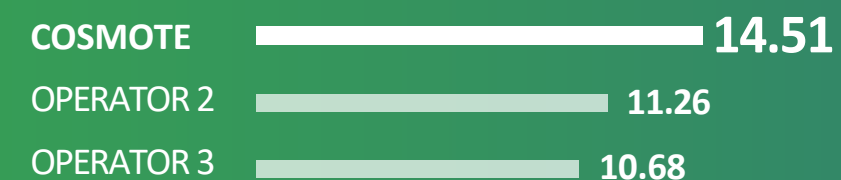
P3 Best in Test certification, for 8th consecutive time, for its mobile internet and voice services in Greece



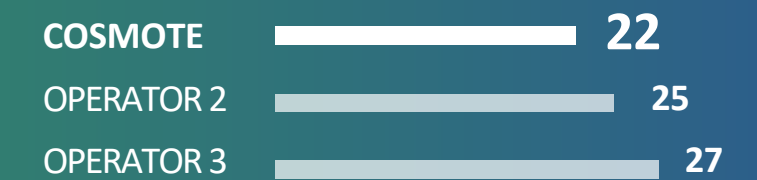
AVERAGE DOWNLOAD SPEED (MBPS)



AVERAGE UPLOAD SPEED (MBPS)



AVERAGE LATENCY (MS)



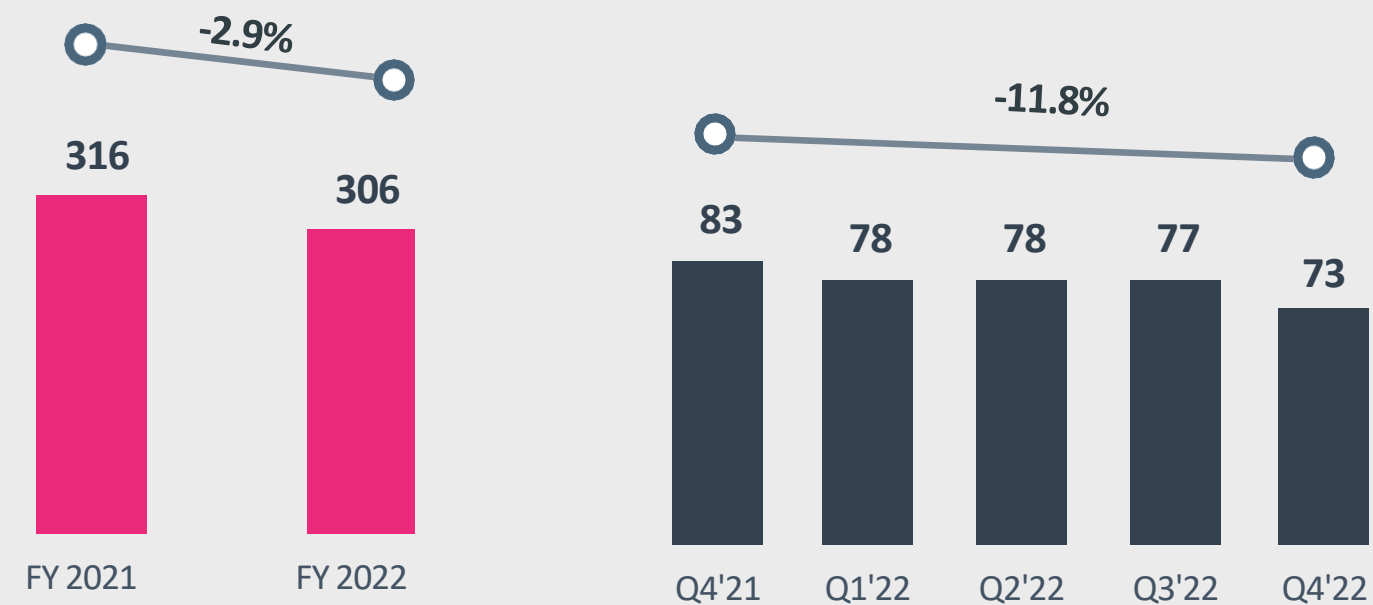
OTE Group
Q4 2022 Results

Romania Mobile

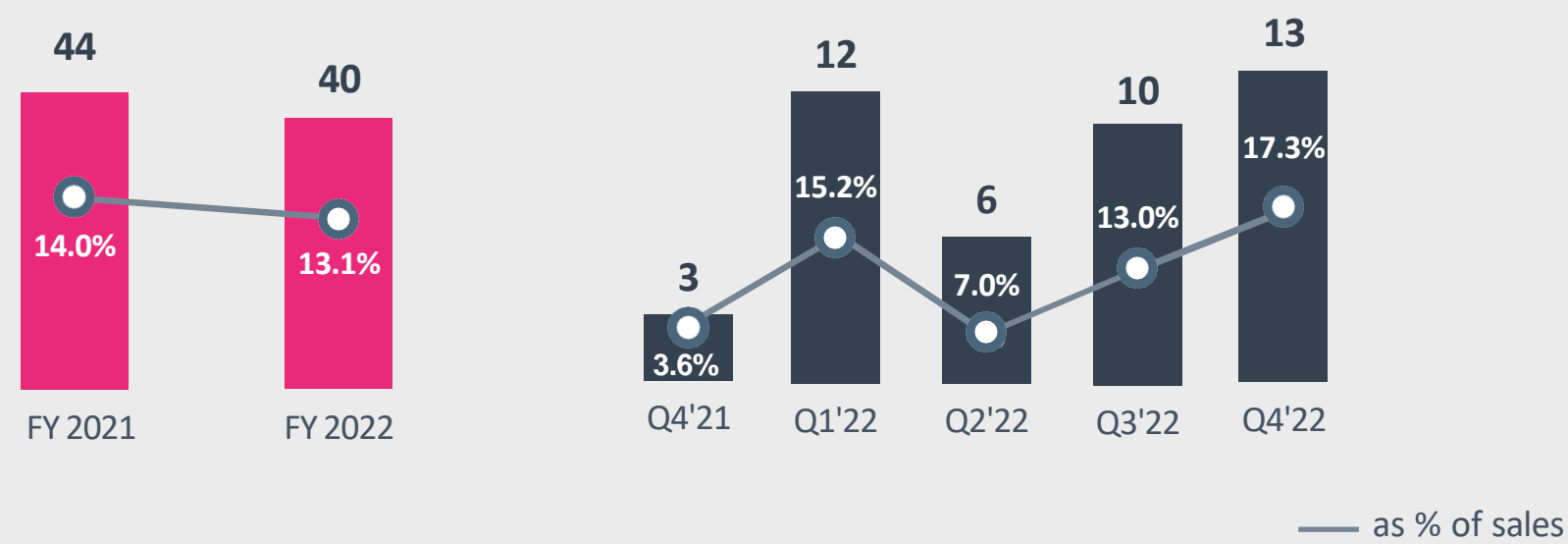


Romania – Financial Overview

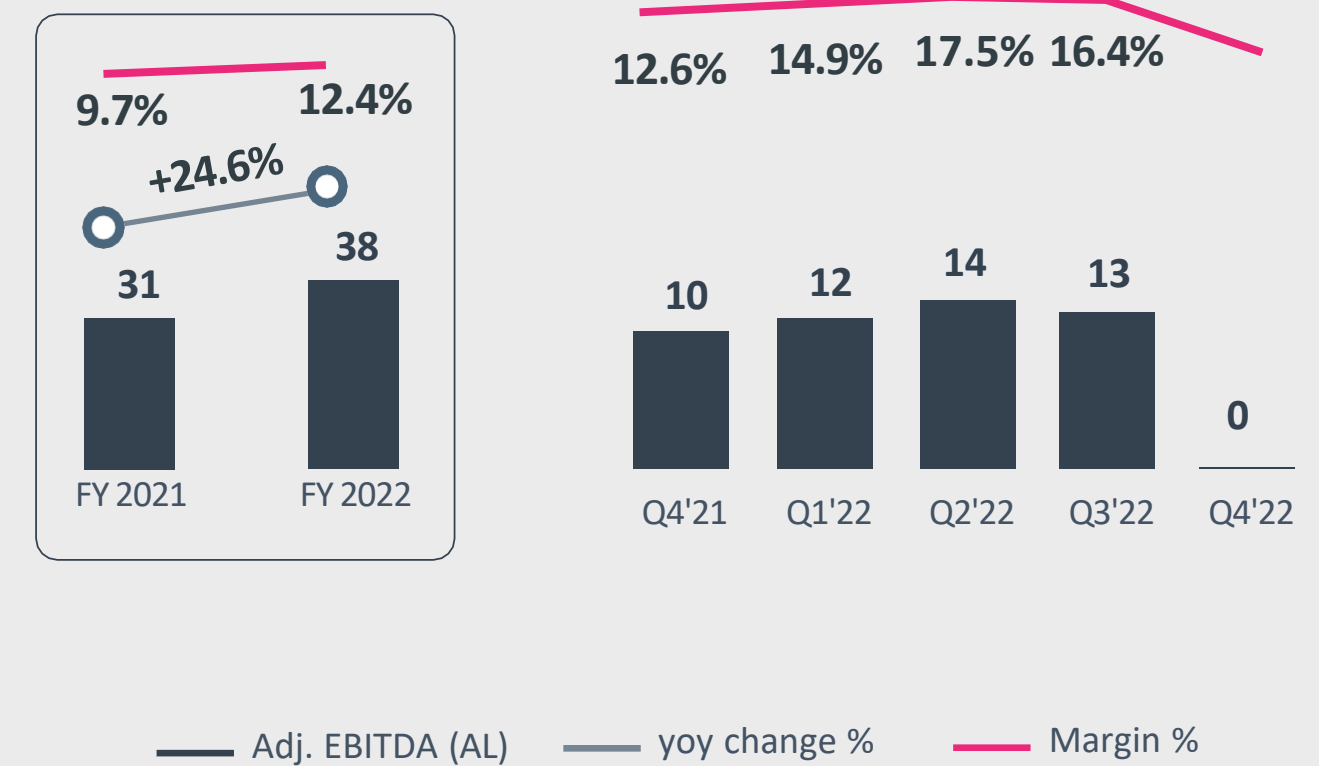
Total Revenues (€m)



Adjusted Capex (€m)



Adj. EBITDA (AL) (€m)

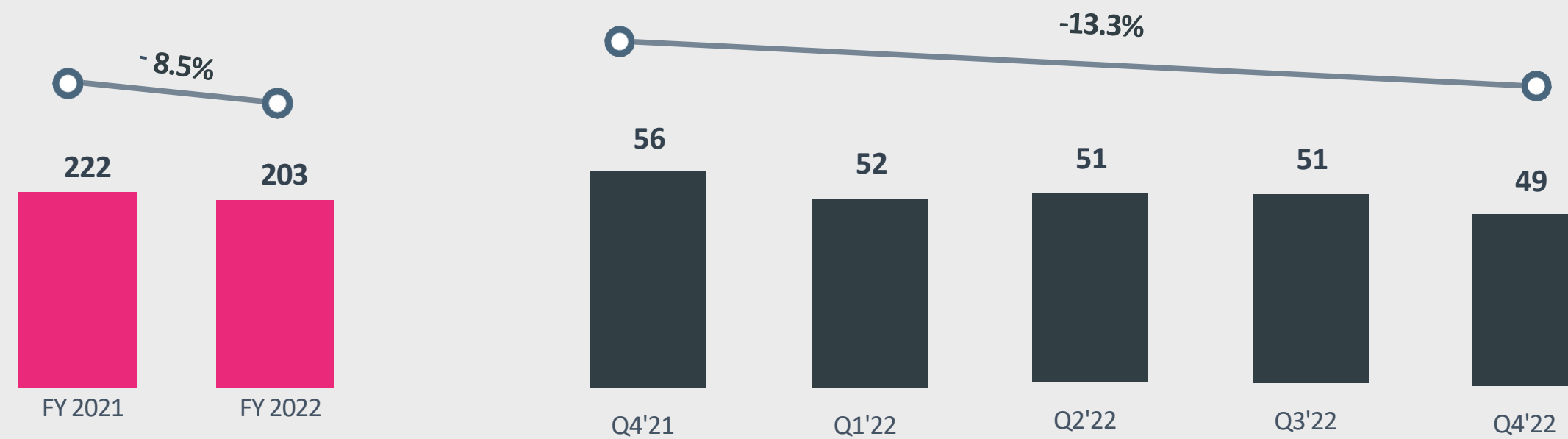


Revenues down 11.8% on Mobile Termination Rate cuts and certain MVNO activities in Q4'21

Solid Full Year 2022 Adj. EBITDA (AL) growth of 24.6%, to €38m

Romania – Financial Overview

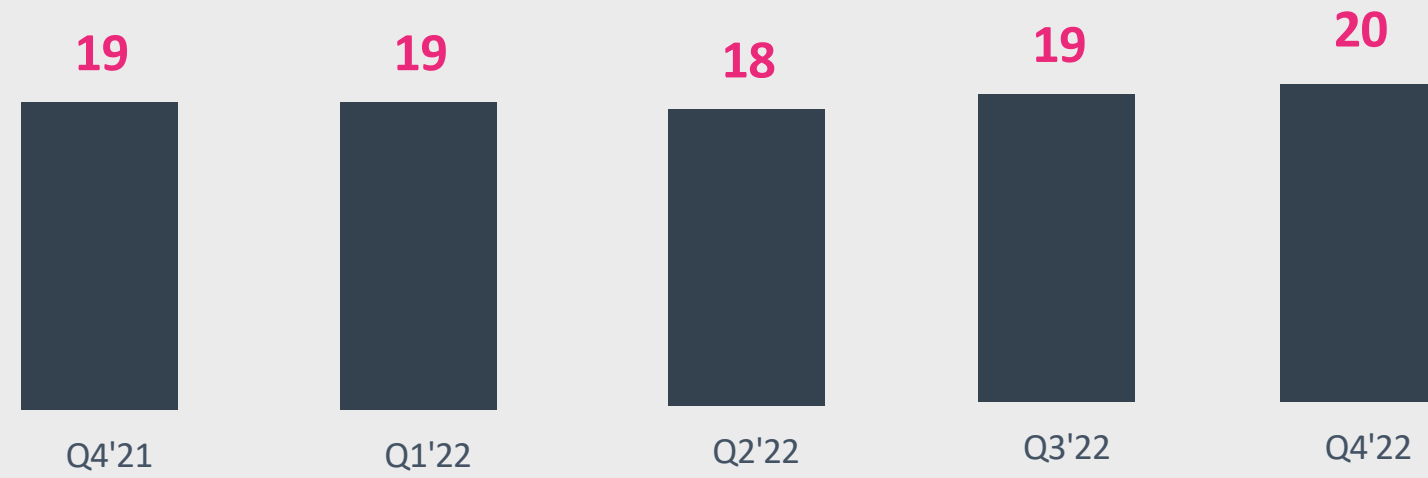
Mobile Service Revenues (€mn)



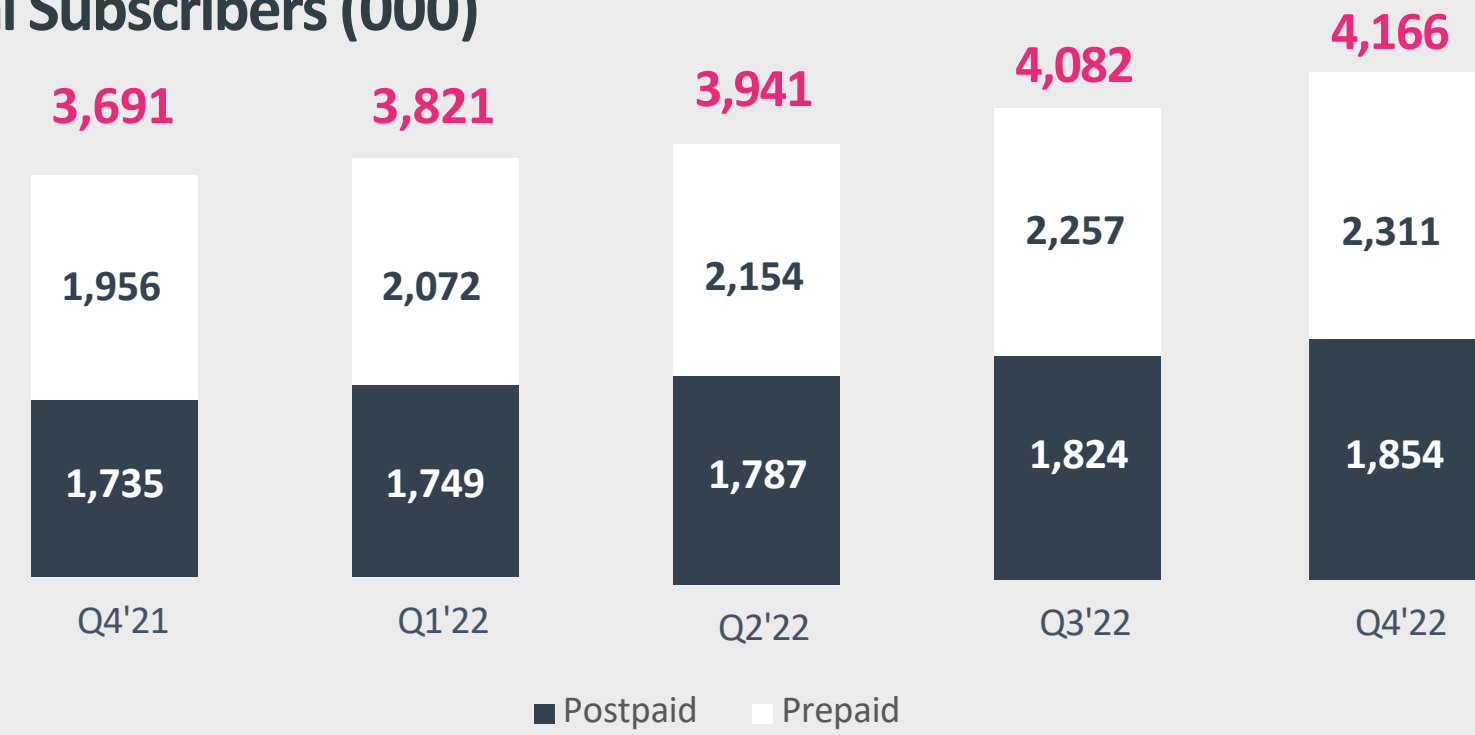
- Mobile Service revenues were down 13.3%, due to the reduction in MTR, as well as retention initiatives related to subsidy offerings
- Postpaid subscriber base posted further growth; +6.9%

Romania – Mobile KPIs

Data Revenues (€m)

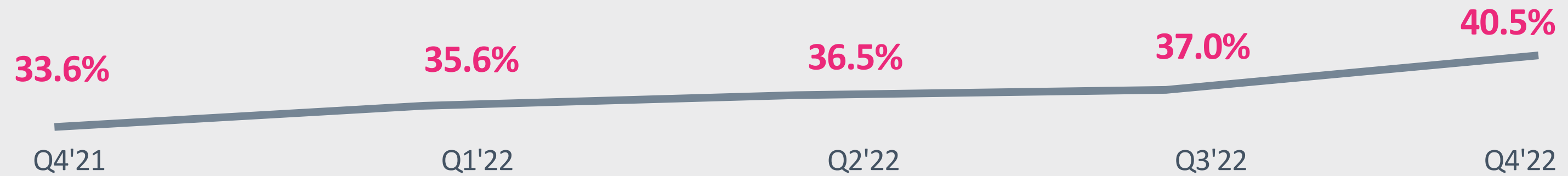


Total Subscribers (000)



Q4'22: Post Paid +6.9% yoy

Data Revenues as % of Service Revenues



THANK YOU

