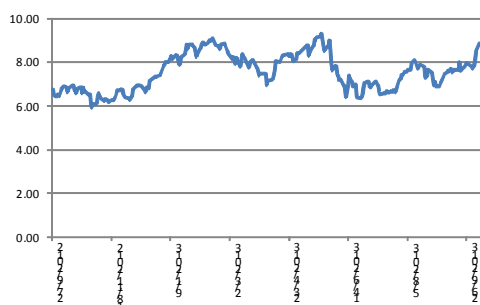


Valuation & Research Specialists (VRS)
Equity Research Team
info@valueinvest.gr

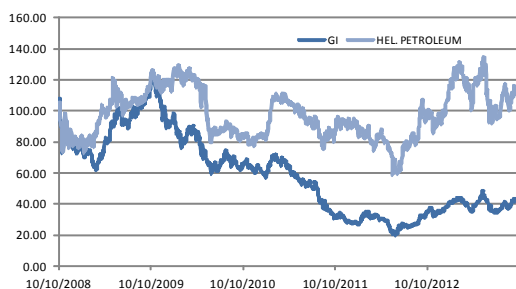
Share Price (8/10/2013)		€ 8.85
# of Shares (,000)		305,635
Market Cap (in € mn)		2,704.87
A.D. Volume (p)		107,087
Beta Co-efficient		0.68
Statistical Data		
Max 52 week		9.30 €
Min 52 week		5.91 €
1-M Rtn		18.95%
6-M Rtn		10.63%
12-M Rtn		35.11%
Shareholders' Structure August 30, 2013		
HRADF *		35.48%
POIH Investment Ltd		40.98%
Other Investors & Free Float		23.54%
* Hellenic Republic Asset Development Fund		

Source: VRS Calculations, Athens Exchange.

Stock Price Performance (1 year, in €)



Stock Versus General Index (Last 5 Years)



HELLENIC PETROLEUM S.A.

[Bloomberg Ticker: ELPE:GA, Reuters Ticker: HEP:AT]

Business Sector: Oil Refineries / Oil Trading / Fuels Marketing

Business Profile – Growth Drivers – Investment & Valuation Highlights

- Hellenic Petroleum (the Company or the Group) is an oil refiner also engaging in oil trading and fuels marketing. The Group is based in Greece and has presence and / or operations in 7 countries in the South East Europe. Indicatively, Hellenic Petroleum is present in the markets of Bulgaria, Cyprus, FYROM, Montenegro and Serbia among others. The Group employed 2,964 persons as of June 30, 2013, in Greece. Hellenic Petroleum was founded in 1998 and was listed on Athens Exchange in 1998. The stock is also listed in the London Stock Exchange.
- The Group's strategy consists of the following major axes: (1) Sustainable growth and competitiveness; (2) Effective control of the Group's cost structure; (3) Focus on operation improvements; and (4) Strong export orientation.
- Over the past years, the Group completed an investment program of EUR 3 billion, of which EUR 1.4 billion were channeled for the upgrading of Elefsina refinery, Greece.
- According to the management, the total annualized benefit deriving from performance improvement programs exceeded EUR 250 million in 2012 as compared to 2008.
- Furthermore, the Group completed in 2012 the refinancing of its credit facilities amounting to EUR 1.2 billion via new loans of over EUR 900 million. The Group also proceeded with a Eurobond issue of EUR 500 million in April 2013.
- Hellenic Petroleum holds a 35% interest in DESFA, the natural gas transmission system operator in Greece. DESFA, which is also owned by Hellenic Republic Asset Development Fund (HRADF), is under privatization having received an offer of EUR 400 million for the 66% stake of its share capital from SOCAR, Azerbaijan's national oil and gas company. Hellenic Petroleum's share of the consideration for its 35% interest in DESFA amounts to EUR 212 million. The proposed transaction is subject to customary regulatory approvals from the competent authorities in Greece and the EU.
- The Greek State has announced its intention to sell its ~35% stake, via HRADF, in Hellenic Petroleum.

First Half 2013 Financial Results

(€ million)	H1 2013	%	H1 2012
Revenues	4,797.2	-6%	5,078.9
Gross Profit	64.1	-77%	274.9
EBT	-211.0	-445%	61.2
EAT	-177.7	-518%	42.6

Source: IFRS Consolidated Financial Statements.

* Note: Gross profit is calculated by deducting cost of sales (including depreciation) from revenues.

Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means. Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

HELLENIC PETROLEUM S.A.

[Bloomberg Ticker: ELPE:GA, Reuters Ticker: HEP:AT]

Business Sector: Oil Refineries / Oil Trading / Fuels Marketing

BASIC FINANCIAL INDICATORS

(in € mn)	Sales	EBITDA	EBT	EATAM	P/E (x)	P/BV (x)	EV/EBITDA (x)	DEBT/EQUITY (x)	ROE %
2009	6,756.7	433.0	242.4	176.3	15.3	1.1	9.5	0.8	7%
2010	8,476.8	501.0	298.7	187.4	14.4	1.1	9.1	1.0	8%
2011	9,307.6	335.0	163.4	117.7	23.0	1.1	13.1	1.1	5%
2012	10,468.9	298.0	114.5	81.2	33.3	1.1	15.3	1.2	3%

Notes: (1) EATAM and equity are calculated excluding minorities. (2) P/E, P/BV and EV/EBITDA are based on current share price. n/c stands for non calculable.

Source: Official Consolidated Financial Statements (based on IFRS), VRS Calculations.

Consolidated Revenue Breakdown - Segment

(€ million)	1st Half 2013	2012
Refining	4,529.3	10,154.4
Marketing	1,572.2	3,867.6
Exploration / Production	0.9	0.0
Petrochemicals	159.5	370.5
Other, Inter-Segment	-1,464.7	-3,923.6
Total Consolidated Sales	4,797.2	10,468.9

Source: IFRS Consolidated Financial Statements.

Consolidated Operating Profit Breakdown

(€ million)	1st Half 2013	2012
Refining	-172.3	106.1
Marketing	-1.4	-12.1
Exploration / Production	-1.9	-6.3
Petrochemicals	19.3	29.2
Other, Inter-Segment	-0.3	2.8
Total Cons. Operating Profit	-156.6	119.7

Source: IFRS Consolidated Financial Statements.

Working Capital Ratios

in EUR million	2009	2010	2011	2012
Sales	€ mn 6,756.67	8,476.81	9,307.58	10,468.87
Cost of Sales (net of depreciation)	€ mn 5,918.16	7,507.84	8,501.61	9,758.74
Gross Profit Margin	% 12.41%	11.43%	8.66%	6.78%
Net Income / Profit	€ mn 176.26	187.42	117.67	81.23
Net Profit Margin	% 2.6%	2.2%	1.3%	0.8%
Cash & Cash Equivalents	€ mn 491.20	595.80	985.49	901.06

Stock Days

Days	85	78	49	46
Stock Inventory	€ mn 1,373.95	1,600.63	1,141.19	1,220.12
Debtors Days	49	40	37	28
Debtors - Receivables	€ mn 915.68	938.84	945.82	791.30
Creditors Days	64	72	70	70
Creditors - Suppliers	€ mn 1,033.85	1,472.71	1,640.60	1,872.63

Operating Cycle (Days)

Days	134	118	86	73
Cash Cycle (Days)	70	47	16	3

Source: Official Consolidated Financial Statements, VRS Calculations.
Gross profit is calculated by deducting cost of sales (net of depreciation) from revenues.

Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means. Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

VALUATION & RESEARCH SPECIALISTS (VRS)

Value Invest - www.valueinvest.gr Investment Research & Analysis Journal – www.iraj.gr

DISCLOSURE STATEMENT (1)

VALUATION & RESEARCH SPECIALISTS (VRS) is an independent firm providing advanced equity research, quality valuations and value-related advisory services to local and international business entities and / or communities. VRS services include valuations of intangible assets, business enterprises, and fixed assets. VRS's focus business is in providing independent equity research to its institutional and retail clients / subscribers.

VRS is not a brokerage firm and does not trade in securities of any kind. VRS is not an investment bank and does not act as an underwriter for any type of securities.

VRS accepts fees from the companies it covers and researches (the "covered companies"), and from major financial institutions. The sole purpose of this policy is to defray the cost of researching small and medium capitalization stocks which otherwise receive little research coverage. In this manner VRS can minimize fees to its clients / subscribers and thus broaden investor's attention to the "covered companies."

VRS analysts are compensated on a per-company basis and not on the basis of their recommendations. Analysts are not allowed to solicit prospective "covered companies" for research coverage by VRS and are not allowed to accept any fees or other consideration from the companies they cover for VRS. Analysts are also not allowed to trade in the shares, warrants, convertible securities, or options of companies they cover for VRS.

Furthermore, VRS, its officers, and directors cannot trade in shares, warrants, convertible securities or options of any of the "covered companies." VRS accepts payment for research only in cash and will not accept payment in shares, warrants, convertible securities or options of "covered companies" by no means.

To ensure complete independence and editorial control over its research, VRS follows certain business practices and compliance procedures, which are also applied internationally. Among other things, fees from "covered companies" are due and payable prior to the commencement of research and, as a contractual right, VRS retains complete editorial control over the research process and the final equity analysis report.

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

DISCLOSURE CHECKLIST

Covered Company	Bloomberg	Reuters	Stock Price	Date	Disclosure
HELLENIC PETROLEUM S.A.	ELPE:GA	HEPr.AT	€ 8.85	October 8, 2013	2, 3

1. VRS has acted as financial consultant for the covered company within the past 24 months.
2. VRS has sent the research report to the covered company, prior to publication or dissemination, for factual verification.
3. VRS has changed the contents of the initially sent report, with respect to: factual changes have been made.
4. VRS has received compensation from the covered company for the preparation of this research report.
5. VRS produces research reports for this company on systematic basis.
6. VRS produces research reports for this company on demand basis.
7. VRS has produced a research report for this company within the past 12 months.

Please contact VALUATION & RESEARCH SPECIALISTS for further information on Equity Research Related Fees.

VALUATION & RESEARCH SPECIALISTS (VRS)

Value Invest - www.valueinvest.gr Investment Research & Analysis Journal – www.iraj.gr

DISCLOSURE STATEMENT (2)

The current research report as well as other statements that VRS may proceed with may include future statements, regarding the future financial performance of a company or another entity or product, as well as strategies and expectations. Statements about the future may typically include expressions such as “trend”, “prospect”, “opportunity”, “course”, “believe”, “possibly”, “expect”, “current”, “intention”, “estimate”, “forecast”, continuation, “remain”, “maintain”, “target” and other similar expressions or future or hypothetical verbs such as “will”, “must”, “could”, “may be” and other expressions.

VALUATION & RESEARCH SPECIALISTS (VRS) caution that forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Forward-looking statements speak only as of the date they are made, and VRS assumes no duty to and does not undertake to update forward-looking statements. Actual results could differ materially from those anticipated in forward-looking statements and future results could differ materially from historical performance.

In addition to factors previously disclosed in VRS reports and those identified elsewhere in this communication, the following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance: (1) the introduction, withdrawal, success and timing of business initiatives and strategies; (2) changes in political, economic or industry conditions, the interest rate environment or financial and capital markets, which could result in changes in demand for products or services or in the value of assets under management; (3) the impact of increased competition; (4) the impact of capital improvement projects; (5) the impact of future acquisitions or divestitures; (6) the unfavorable resolution of legal proceedings; (7) the extent and timing of any share repurchases; (8) the impact, extent and timing of technological changes and the adequacy of intellectual property protection; (9) the impact of legislative and regulatory actions and reforms and regulatory, supervisory or enforcement actions of government agencies; (10) terrorist activities and international hostilities, which may adversely affect the general economy, domestic and local financial and capital markets, as well as specific industries; (11) the ability to attract and retain highly talented professionals; (12) fluctuations in foreign currency exchange rates; (13) the impact of changes to tax legislation and, generally, the tax position of the covered company.

COMPLIANCE WITH EU DIRECTIVES and GREEK LAWS

VRS prepares its equity research reports in a best effort to comply with the provisions of the EU Directive 2003/6/EK of the European Commission (L 339/73/24.12.2003, L 096/16/2003), the Guidelines 2003/125/EK and the Decision 4/347/12.7.2005 of the Hellenic Capital Markets Committee, as well as with the provisions of article 14, Greek Law 3340/2005, and the relevant clarifications with regard to the legal obligations of equity analysts. VRS analysts are certified by the Hellenic Capital Markets Committee. The latter may request from VRS analysts to justify their views and conclusions with regard to this research report.

ANALYST CERTIFICATION

The views expressed in this report accurately reflect the personal views of the undersigned analyst(s) about the subject issuer and the securities of the issuer. In addition, the undersigned lead analyst(s) has not and will not receive any compensation for providing a specific recommendation or view in this research report.

VRS Equity Research Contributors

Nicholas Georgiadis, ngeorgiadis@valueinvest.gr
Christophoros Makrias, cmakrias@valueinvest.gr
Georgios A. Savvakis, gsavvakis@valueinvest.gr
Maria Papadopoulou, mpapadopoulou@valueinvest.gr
Constantina Bourelia, cbourelia@valueinvest.gr
Michail Rizos, mrizos@valueinvest.gr

Investment Research & Analysis Journal

Dr. Efstratios Livanis
Assistant Editor

Please contact **VALUATION & RESEARCH SPECIALISTS** for further information on Equity Research Related Fees.