



Μέλος του Χρηματιστηρίου Αξιών Αθηνών
Μέλος του Χρηματιστηρίου Παραγώγων Αθηνών
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Σοφοκλέους 7-9, Αθήνα 105 59/7-9 Sofokleous Str. Athens Greece 105 59
Τηλ./Tel. +30 210 3213913, 3237711-13
Φαξ/Fax +30 210 3216115
Email: nchryso@otenet.gr
Web: www.chrysochoidis.gr

EQUITY RESEARCH/ UPDATE/ HELLENIC TELECOM. ORGANIZATION (OTE) /TELECOM

07/08/15

We remain positive on OTE's fair estimated price of 7.50Euros/Share on the back of HY15 results.

Regarding Q2' 15 results, OTE has increased its Sales in Fixed Line Sector mainly from the positive contribution of Internet and Cable TV products in Greece and the project for broadband connection in rural areas of Romania. In the Mobile sector the sales were lower due to the challenging and competitive environment in the markets of Romania and Albania.

We pinpoint that HY15' operating costs were slightly increased due to the lower operating margin for the Broadband project in Romania and for the offered product mix in the Mobile sector in the markets of Romania and Albania. Also operating costs are affected from an 85.7 m expense for the early retirement program which Group believes that could contribute positive in the operating income for the period 2015 to 2019.

We stick to our base scenario which incorporates stable sales of c. 4bn euros for the period 2015 to 2019 and Cash Flow generation of c.750mn euros. Management's efforts are oriented towards the preservation of strong Operating Cash Flows and profit margins respectively.

Symbol: HTO AG.

Market: ATHENS STOCK EXCHANGE

THESIS: FV

FAIR EST.VALUE: 7.20Euros/Share

Closing Price (07/08/15): 7.45Euros/Share
Market Cap. 3.808m

P/E: 14

Expected P/E: 15

Ρήτρα Περιορισμού Ευθύνης:

Απαγορεύεται η αναδημοσίευση του παρόντος χωρίς την άδεια της Ν. ΧΡΥΣΟΧΟΪΔΗΣ ΧΡΗΜΑΤΙΣΤΗΡΙΑΚΗΣ Α.Ε.Π.Ε.Υ. Οι απόψεις που περιέχονται βασίζονται σε πηγές που θεωρούνται αξιόπιστα. Η Ν. ΧΡΥΣΟΧΟΪΔΗΣ ΧΡΗΜΑΤΙΣΤΗΡΙΑΚΗ Α.Ε.Π.Ε.Υ. δεν ευθύνεται για την εγκυρότητα, ορθότητα ή αξιοπιστία τους και διατηρεί το δικαίωμα αλλαγής τους χωρίς πρότερη ειδοποίηση. Τόσο η Ν. ΧΡΥΣΟΧΟΪΔΗΣ ΧΡΗΜΑΤΙΣΤΗΡΙΑΚΗ Α.Ε.Π.Ε.Υ. όσο και οι διευθύνοντες και υπάλληλοι της δεν φέρουν ουδεμία ευθύνη για οποιαδήποτε συνέπεια των πληροφοριών αυτών. Το παρόν δεν αποτελεί προσφορά, προτροπή ή πρόταση για αγορά ή πώληση μετοχών ή άλλων κινητών αξιών. Οι επενδύσεις που αναφέρονται ενδέχεται να μην είναι οι ενδεδειγμένες για ορισμένους επενδυτές.

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