

OTE

OTE in Focus

OTE: The largest telecoms player in
Europe's fastest-growing region

September 2006

Forward-Looking Statement

Any statements contained in this document that are not historical facts are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect the Company's future financial results are discussed more fully in the Company's filings with the U.S. Securities and Exchange Commission (the "SEC"), including the Company's Annual Report on Form 20-F for 2005 filed with the SEC on June 30, 2006. OTE assumes no obligation to update information in this presentation.

Note: In this presentation, the caption "EBITDA" is used to signify "Operating income before depreciation and amortization" and the caption "EBITDA margin" to signify "Operating income before depreciation and amortization as a percentage of Operating Revenues"

OTE

- | Corporate Profile
- | Financial and Operational Highlights
- | Outlook
- | Appendices

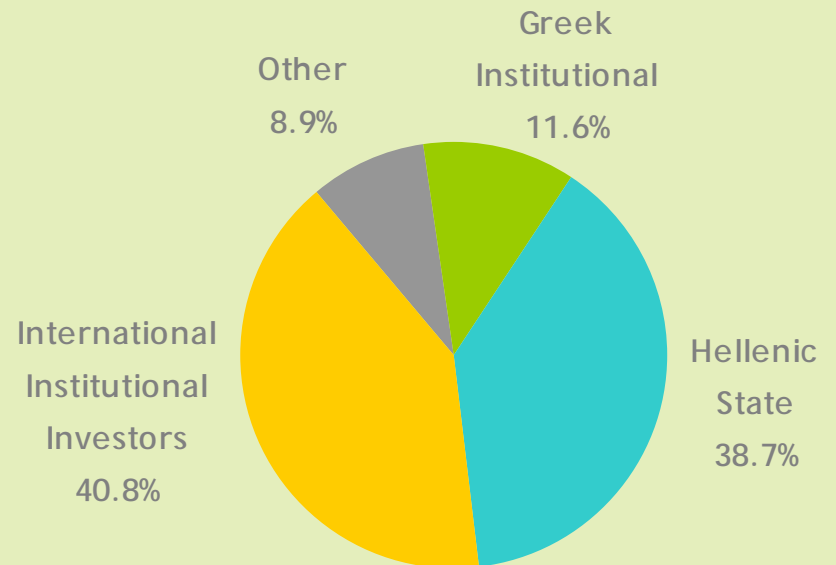
O.T.E

| Corporate Profile

OTE Overview

- Leading full-service telecommunications operator
- Group revenue approx. €2.8 billion (H1 2006)
- Listed on Athens (HTO GA), London (OTES LI), and New York Stock Exchange (OTE)
- Market capitalization: approx. €9 billion (Sep 2006)

Shareholder Structure (30 June 2006)



OTE

Voice, Mobile and Data Leader in Southeast Europe

BULGARIA

Challenger

Mobile market share: 39.%

Customers (000's): 2,688

GREECE

Incumbent/ Leader

Fixed-line market share (voice): 73%

Total Lines (000's): 6,196

ADSL Subscribers (000's): 300

ISP market share: 42%

Mobile market share: 37.4%

Customers (000's): 4,882

FYROM

Challenger

Mobile market share: 33%

Customers (000's): 432.7



ROMANIA

Incumbent/ Leader

Fixed-line market share
(voice): 86.3%

ADSL

Subscribers (000's): 41.5

Mobile market share: 4%
Customers (000's): 531.6

ALBANIA

Dominant Leader

Mobile market share: 52%

Customers (000's): 849.5

OTE is also present in
Armenia and Serbia

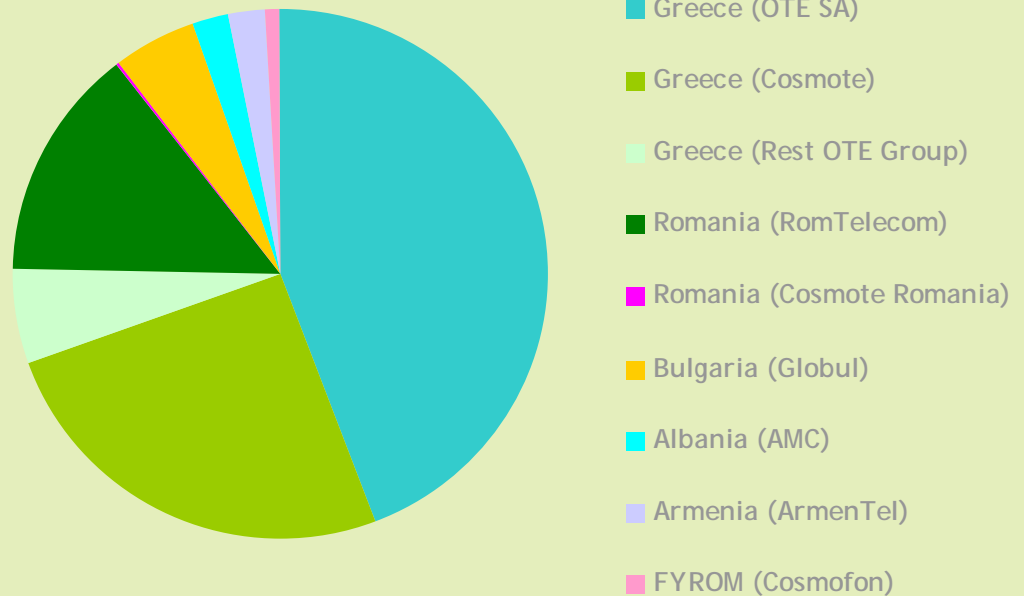
OTE Group Key Financial Figures

IFRS € million	2004	2005	H1 06 (unaudited)	H1 06/05 %diff.
Revenues	5,219.3	5,475.1	2,818.6	5.5%
Operating Income/(loss)	614.1	24.0	465.8	20.4%
Pre-tax Profit/(loss)	516.8	3.3	433.9	4.8%
Net Profit/(loss)	117.1	(216.8)	221.9	12.9%
EBITDA	1,681.7	1,131.4	1,030.1	8.5%
EBITDA margin	32.2%	20.7%	36.5%	1.0pp
CAPEX as % of Revenues	16.2%	12.4%	14.2%	5.3pp
EPS	0.2389	(0.4424)	0.4527	12.9%
Market Cap (EoP)	6,484.5	8,830.5	8,447.8	-

OTE Group Revenue

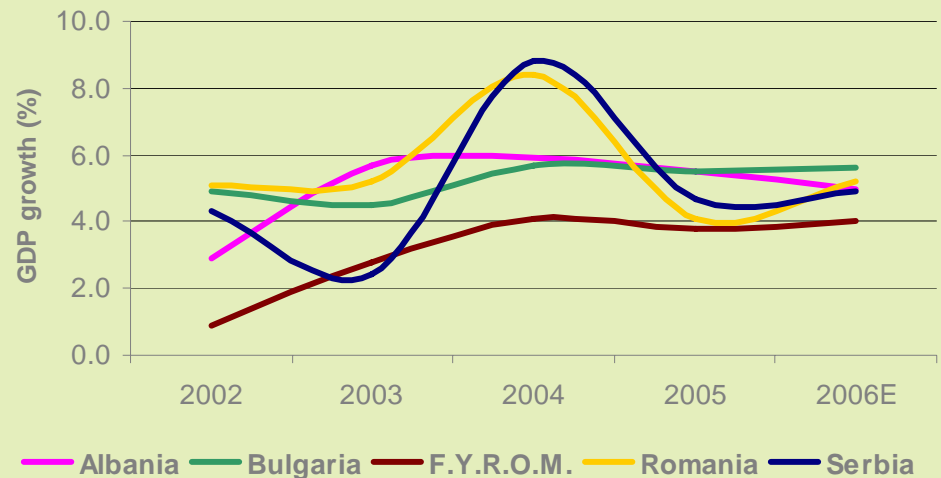
Revenue Mix by Region (H1 06)

- Fully integrated operator
- Large exposure to mobile assets
- Additional growth potential from leading positions in SEE region



Why Southeast European exposure matters

- Southeast Europe comprises of series of rapidly developing countries whose GDP growth is outpacing the rest of the world
- Dynamic, well-educated SE European populations are embracing market economics
- Greece and Greek companies have long enjoyed close economic ties with many SE European countries
- Outdated infrastructures inherited from Communist regimes are being replaced by state-of-the-art network technologies
- Bulgaria and Romania are scheduled to enter the EU in 2007



* Source: IMF, World Economic Outlook Database, April 2006

OTE

OTE Group Strategy 2005-2007

Greek Fixed Line

- Contain revenue erosion
 - Advanced product and services meeting customer demands
 - Improve customer relationships
- Drastically reduce cost base:
 - Productivity - bring number of lines per employee up to best practice
 - Cut Operating Expenses

Greek Mobile

- Retain leadership in maturing Greek market

International Mobile

- Leverage broad footprint in South Eastern Europe
- Accelerate development and profitability

Romanian Fixed Line

- Complete reorganization and transformation plan
- Migrate to new generation network

Group

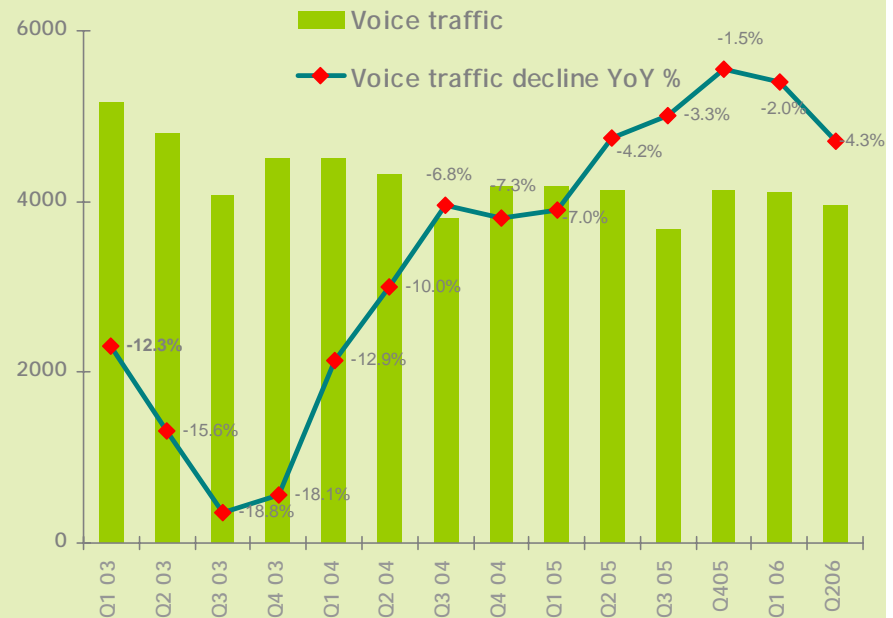
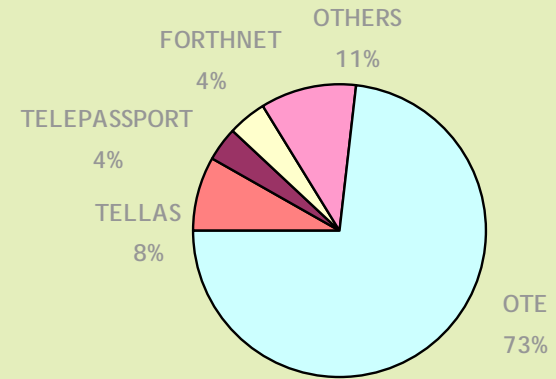
- Exploit synergies from recent corporate streamlining initiatives
- Cultivate uniform OTE Group culture

OTE

| Financial & Operational Highlights

Greek Fixed Line Competitive Environment

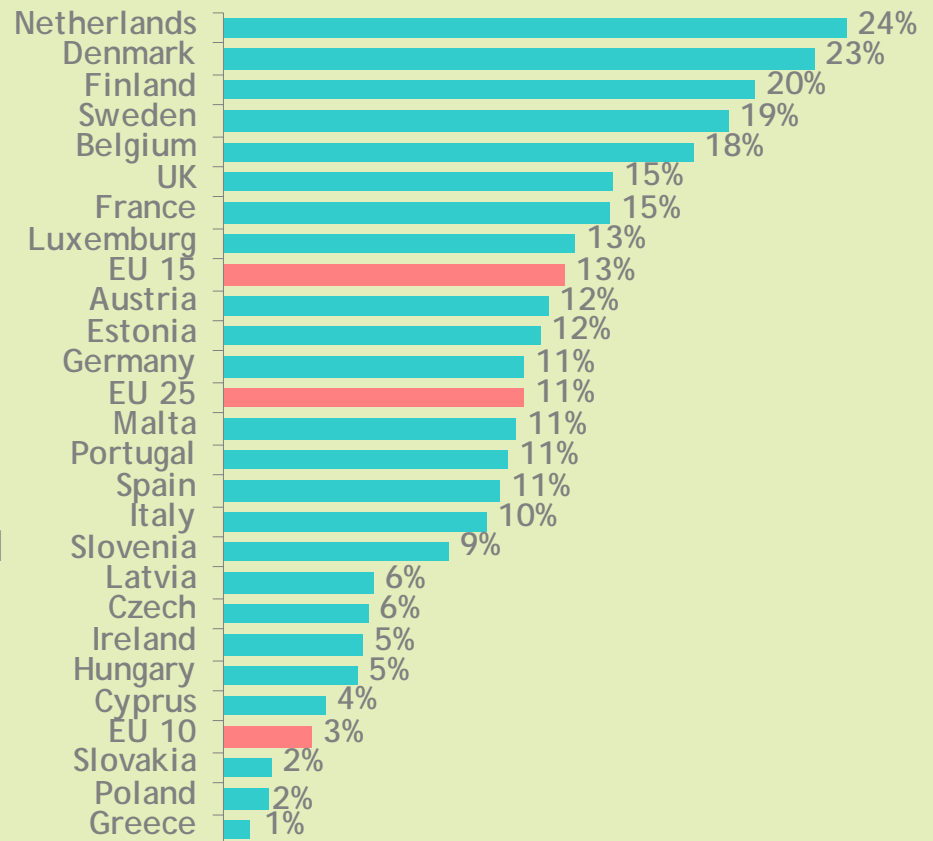
- Greek market deregulated since 2001
- Significant traffic erosion in 2003 and 2004 due to:
 - Aggressive competition from new entrants
 - Fixed-to-mobile substitution
 - Regulatory decisions
- Slowdown in erosion lately due to:
 - New OTE discount packages
 - Lack of investment from alternative carriers
 - Volatile regulatory environment



Greek Fixed-Line Broadband Penetration

- Broadband penetration lowest of all European markets ...
- ...combined with absence of competition from cable...
- ...creates significant untapped potential
- Penetration has increased from 1% to approx. 3.0% currently

Broadband penetration rate as % of population



October 2005

OTE

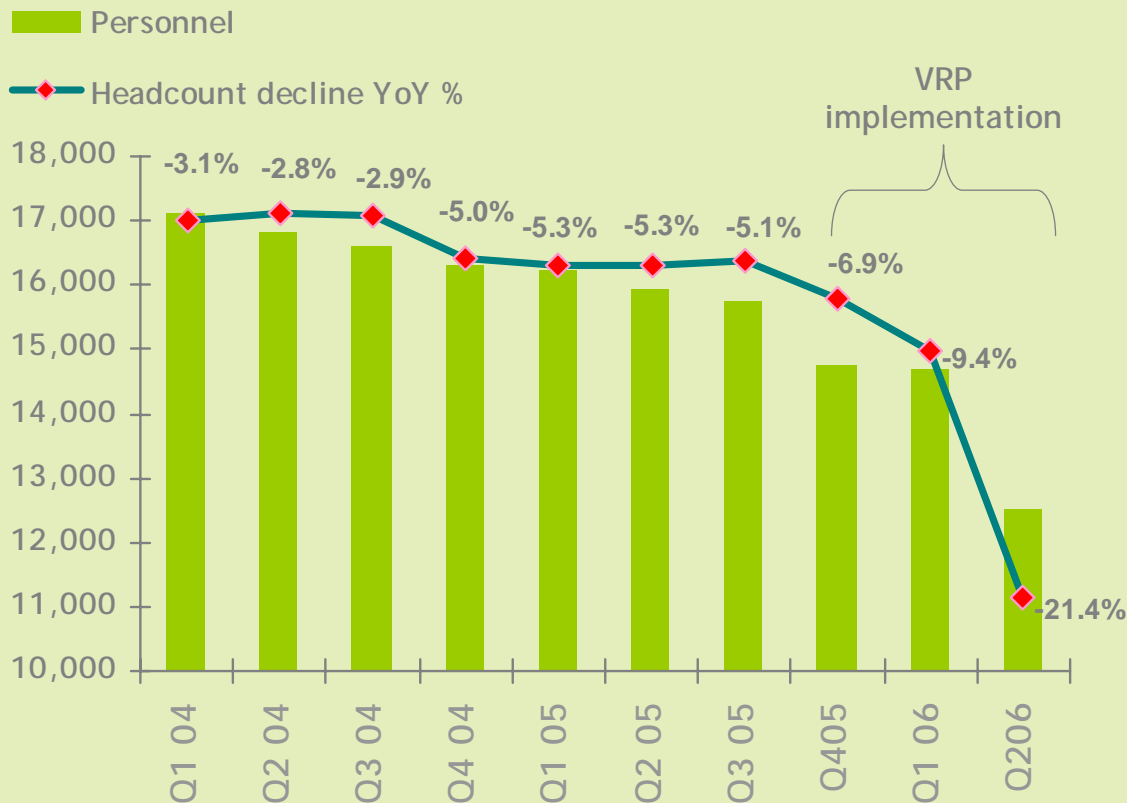
'05/'06 Voluntary Retirement Plan

Under OTE's Voluntary Retirement Plan, which was launched in October 2005:

- A total of approximately 5,500 employees will leave until October 2006
 - ✓ 635 employees under the first tranche of the Voluntary Plan
 - ✓ 4,859 employees under the second tranche of the Plan
- The total accounting cost of the VRP was €939.6 million.
- The Voluntary Retirement Plan will be financed with:
 - ✓ OTE cash flows
 - ✓ State contribution, subject to EU approval: Govt will contribute a 4% stake of OTE's share capital to pension fund

OTE

'05/'06 Voluntary Retirement Plan



- By June 30, 2006 more than 3,200 employees had left the company
- The limited positive impact of VRP on staff costs in the first two quarters of the year due to Authority approval delays...
- ... will be more evident in subsequent quarters

OTE Fixed Line Reorganization Plan

Actions

- Heavy investment in CRM & transformation of OTE from a technology-driven to a customer-centric organization
- Headcount reduction, restructuring & reorganization providing solid platform for change & planning
 - Headcount down from 18,545 at '01 year-end to 14,741 at '05 year-end, and 12,511 at H1 06
 - Complete overhaul of regional and divisional structures (from 12 to 4 regional divisions and from 58 to 28 regional departments)
 - Streamlined head-office organization (managerial positions down 30%)

Main Targets

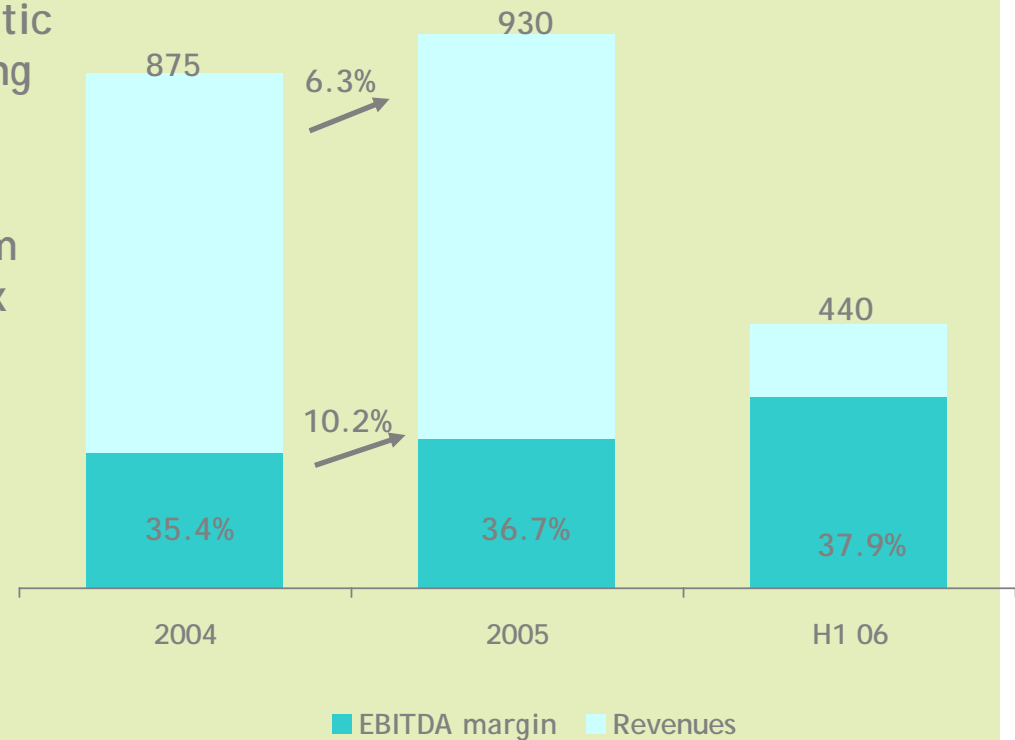
- Control Revenue erosion
- Operating expense reduction
- Improvement in customer satisfaction
- Reduction of organizational complexity

OTE

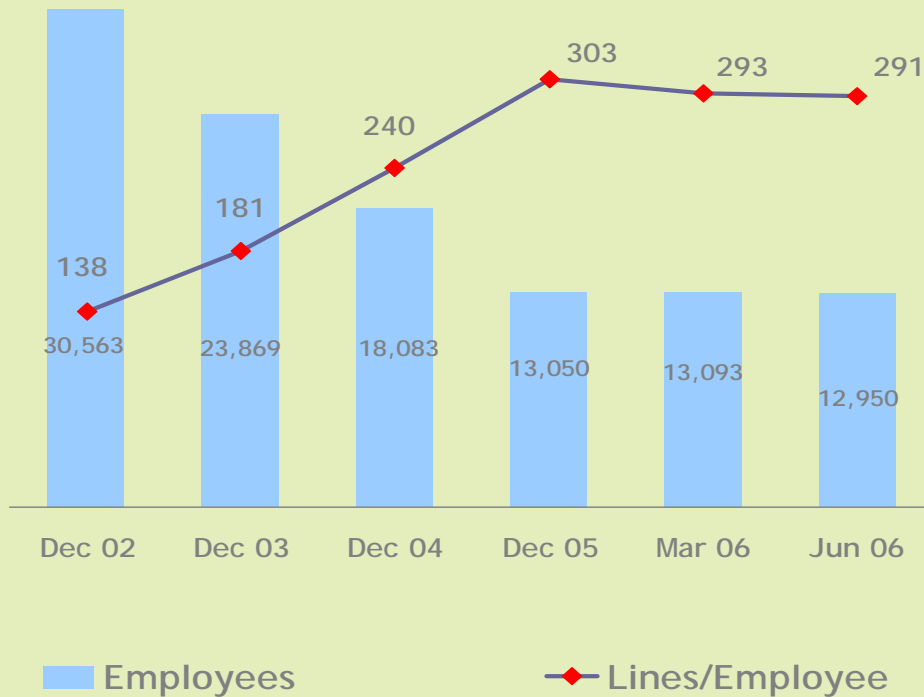
RomTelecom Financial Highlights

- OTE Group owns 54% of RomTelecom
- Euro-denominated pricing for domestic tariffs introduced in 2004, minimizing FX exposure
- Over the past two years RomTelecom has implemented an aggressive Opex reduction program
- ...leading to improved operating margins
- Key projects scheduled for '06 are proceeding according to plan

Revenues (€million) & EBITDA margin
(Stand-Alone)



RomTelecom - Romania



- More than 50% headcount reduction since Dec 2002...
- ...additional VRP targeting over 1,000 employees already launched

COSMOTE Group profile

COSMOTE Overview

- Started operations in 1998 as the third mobile operator in Greece
- Leading mobile operator in Greece in terms of total and contract subscribers with market share of c.37.5%
- Listed on Athens (COSMO GA), London (CMBD LI) Stock Exchanges
- OTE owns 67.0% of COSMOTE
- Customer base has grown from 4.5 million in 2003 to approx. 9.4 million in H1 2006

COSMOTE Group strategy

- Enhance growth profile
- Optimize maturity profile of operations
- Maximize operational efficiency to improve profitability margins
- Enhance value

OTE

COSMOTE Growth Profile

COSMOTE
Greece

- Mature operation with strong cash flows and improving profitability

AMC

- Continuing fast growth, high margins and positive cash flows

GLOBUL

- Strong revenue and profit growth, with significant further potential

COSMOFON

- New operation, with positive EBITDA and on turnaround path

COSMOTE
Romania

- Start up venture, with strong growth prospects

- Sustainable growth outlook

- Value creation dynamics

OTE

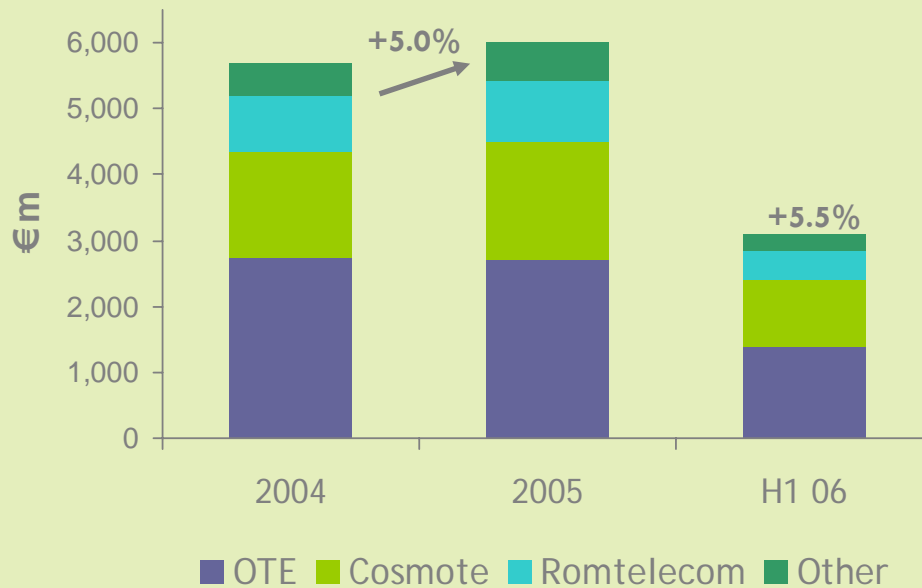
COSMOTE Key Financial Figures

IFRS € million	2004	2005	H1 06 (unaudited)
Equity	999.5	756.9	699.4
Net Debt	84.5	995.1	1,317.4
Total Assets	1,679.0	2,549.2	2,711.0
Revenues	1,587.8	1,797.6	1,037.1
EBITDA	675.1	754.5	394.6
Net Profit	309.1	339.9	156.7
CAPEX as % of Revenues	13.7%	14.4%	19.4%
EPS	0.93	1.02	0.47
Market Cap (EoP)	4,800	6,244	5,873

OTE

OTE Group Trends

OTE Group Revenue Trends



- Group revenues have posted consistent increases, fuelled mainly by mobile telephony, ADSL, monthly rentals and telecom equipment sales.

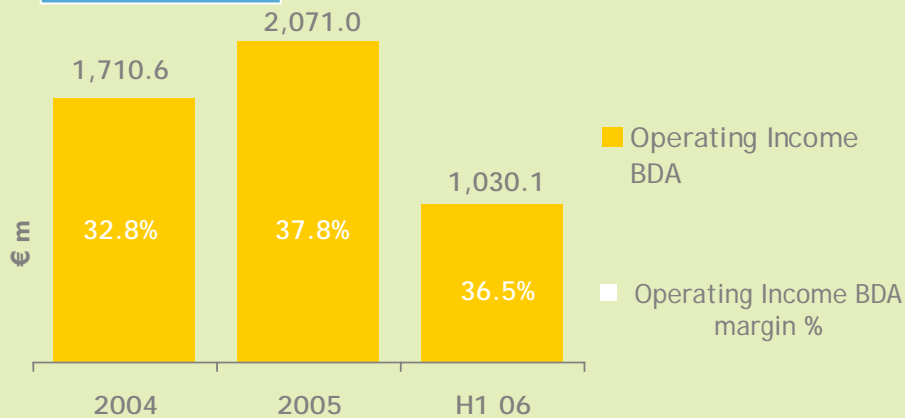
OTE Group Cash Flow Trends



- OTE has achieved significant reduction in Capital Expenditure over the last years
- All procurement now passes through fully competitive tender, electronic auctions and other competitive process
- Entrance of new suppliers and increased competition between suppliers
- Horizontal expansion of procurement coverage gained by centralization
- This has enabled OTE to consistently improve Free Cash Flow

OTE

OTE Group Trends



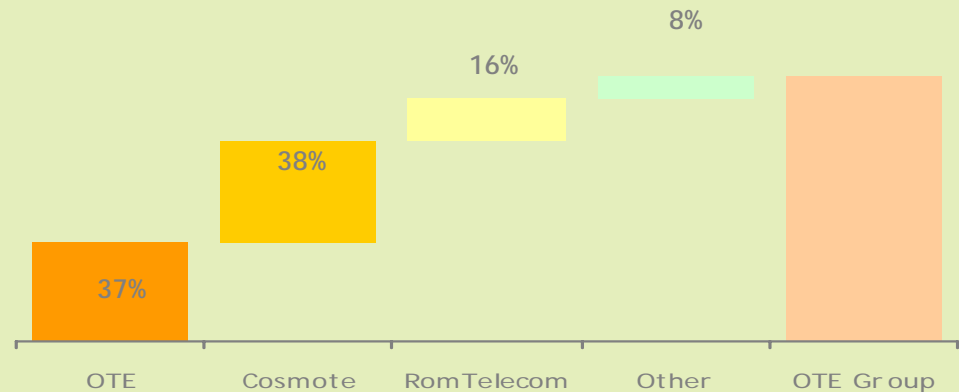
Operating Income before D&A Margin Trends

- Margins (excluding VRP) improved in 2005...
- ...from exceptionally low levels reached in 2004
- Starting from H2 06, the OTE VRP and reorganization plan effect will lead to improved margins

Operating Income before D&A Trends

- Declining profitability in Greek Fixed Line ...
- ... and improved performance by Cosmote
- ... have changed the earnings mix by segment

H1 06 Operating Income BDA* mix



* 2004 & 2005 Operating Income BDA in the above graphs do not include VRP charges

Conclusion and Outlook

- Greek Fixed Line
 - Reinvigorated commercial strategy to combat traffic erosion
 - Implementation of Voluntary Retirement Plan and resolute attack on cost base
 - Ambitious reorganization to transform the company

- Romanian Fixed Line
 - Accelerate implementation of restructuring plan
 - Protect revenue base as new products and services are rolled out

- Mobile Operations
 - Leverage benefits from combining Greek and international operations under single management
 - Re-launch Cosmote Romania

Recent Corporate Highlights

- **April 2006:** OTE increases its participation in Cosmote's share capital to 67%
- **May 2006:** Cosmote announces its intention to acquire Germanos SA, one of the most successful telecommunications retailers in Greece and SE Europe
- **June 2006:** OTE receives offers for its 90% stake in Armentel
- **August 2006:** OTE Plc's Global Medium Term Note Program increased by €1.5 billion
- **August 2006:** Cosmote received the approval from EETT for the acquisition of Germanos S.A
- **August 2006:** OTE announces ADSL access speed upgrades, free of charge

IFRS € million	2004	2005	H1 06 (unaudited)
Equity	4,831.4	4,513.4	4,610.9
Net Debt	2,308.2	1,927.7	1,996.1
Total Assets	1,679.0	2,549.2	11,038.8
CAPEX	843.6	680.2	399.4
Cash Flow from Operations	1,395.5	1,532.8	788.8

OTE

For more information please contact
OTE Investor Relations:

Dimitris Tzelepis, Head of IR

Tel: +30 210 611 1574

Fax: +30 210 611 1030

or visit:

www.ote.gr/english/investorrelations