

# OTEGlobe

## Wholesale / Key Accounts

Fixed

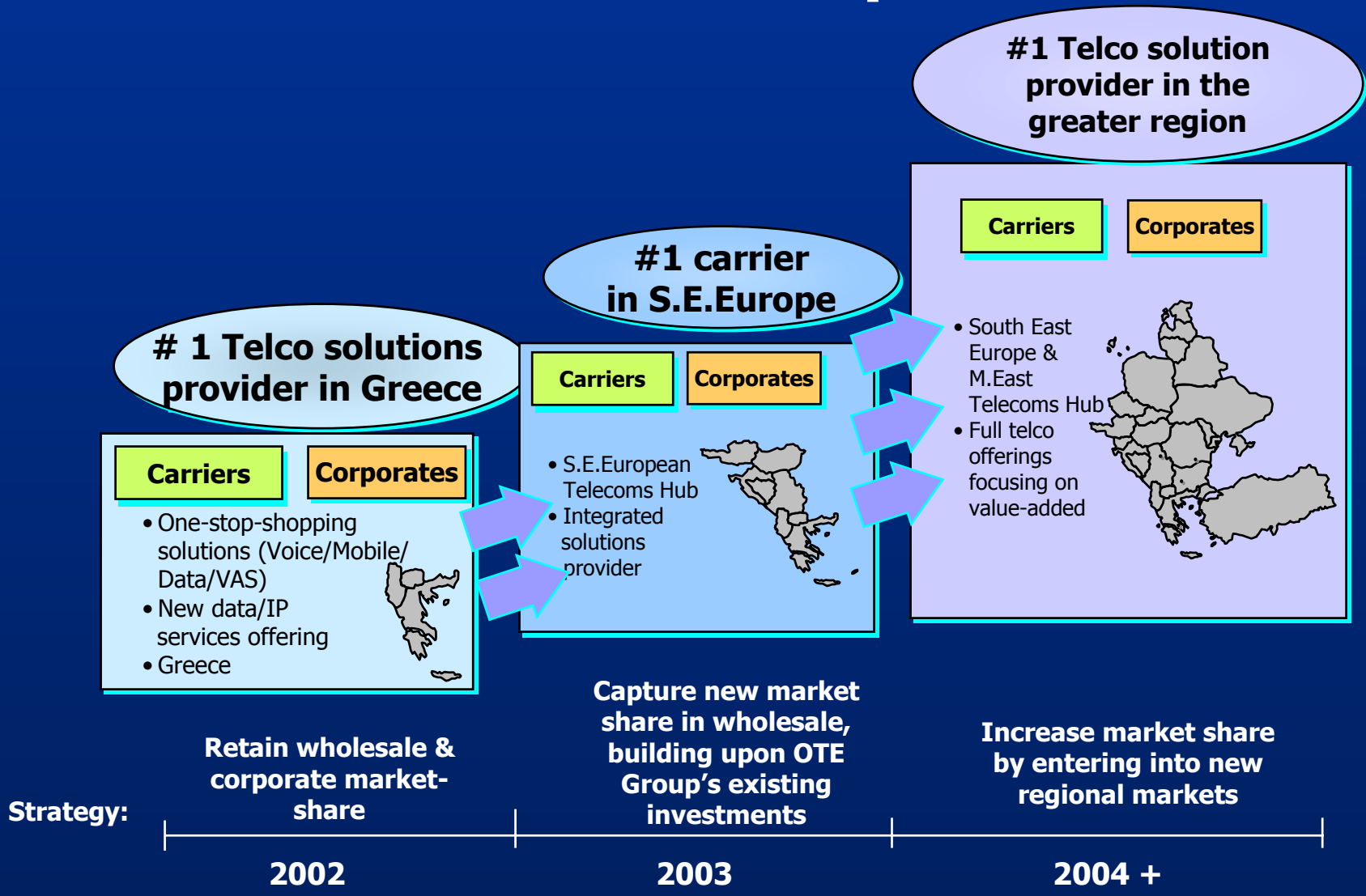
Further strengthen competitiveness in domestic wireline

- Establish strict cost control and optimize capex
- Emphasize orientation to customer

*Analyst & Investor Day  
Athens - June 28, 2002*

**Anastasios Angeloglou**  
**OTEGlobe CEO**

# Roadmap



**Our goal is to become #1 Telco solutions provider**



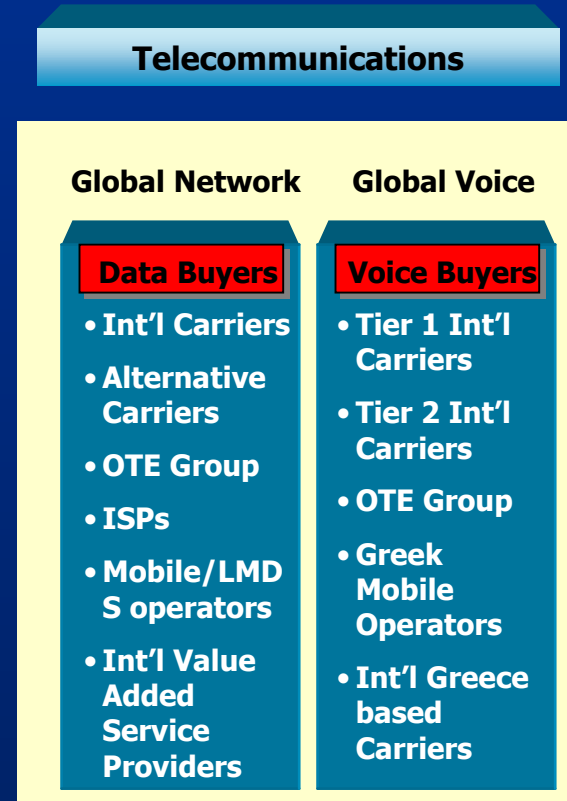
# Addressing the Market

## Corporates



Our customers derive from 8 major industries, including the telecommunications sector

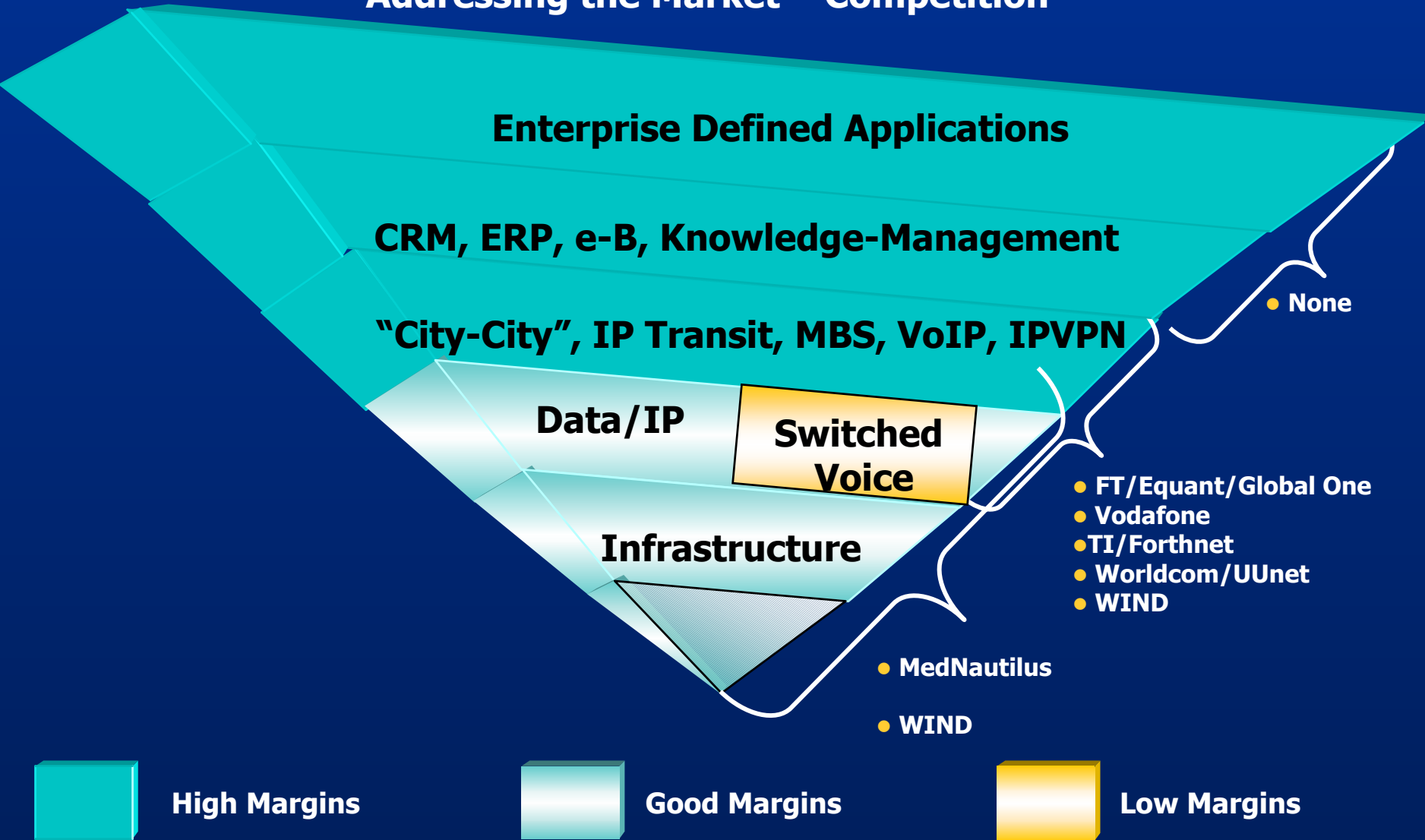
## Carriers



Customer Focused Approach

# Our Services Strategy and Competition

## Addressing the Market – Competition



# Competitive pressure highest in international offering

- Competitors targeting international services (wholesale data and voice, data/IP)
- Telecom Italia subsidiaries represent highest threat when their synergies are fully leveraged
- Med Nautilus represents highest threat for our international services, followed by ISC/AUCS, Telecom Italia and Equant

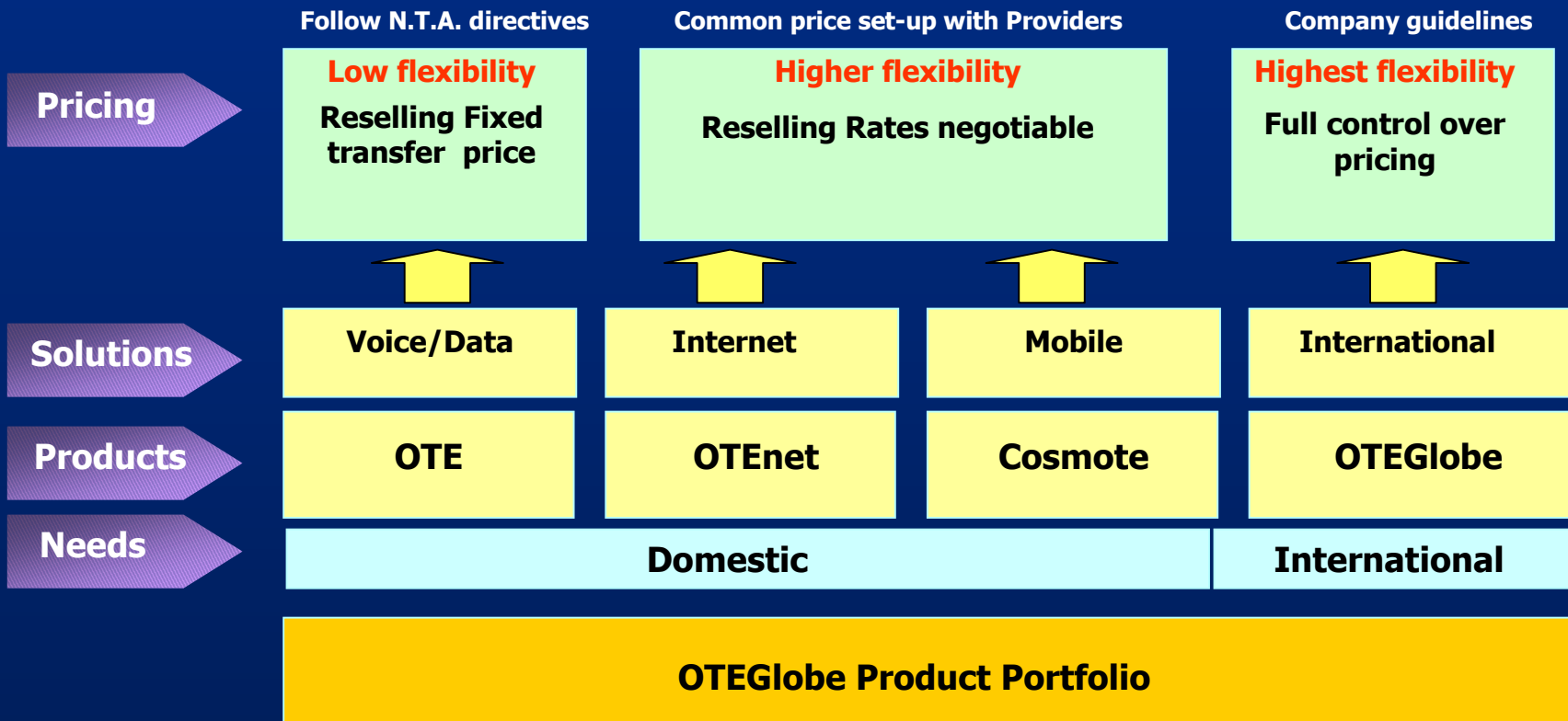
	National Services	International Services
		4
		
		6
		5
	2	
		
		1
		2
	4	7
		
		
		3
	3	
	1	

# Addressing Corporate Market

One face to the customers leveraging Group synergies and bundled offerings

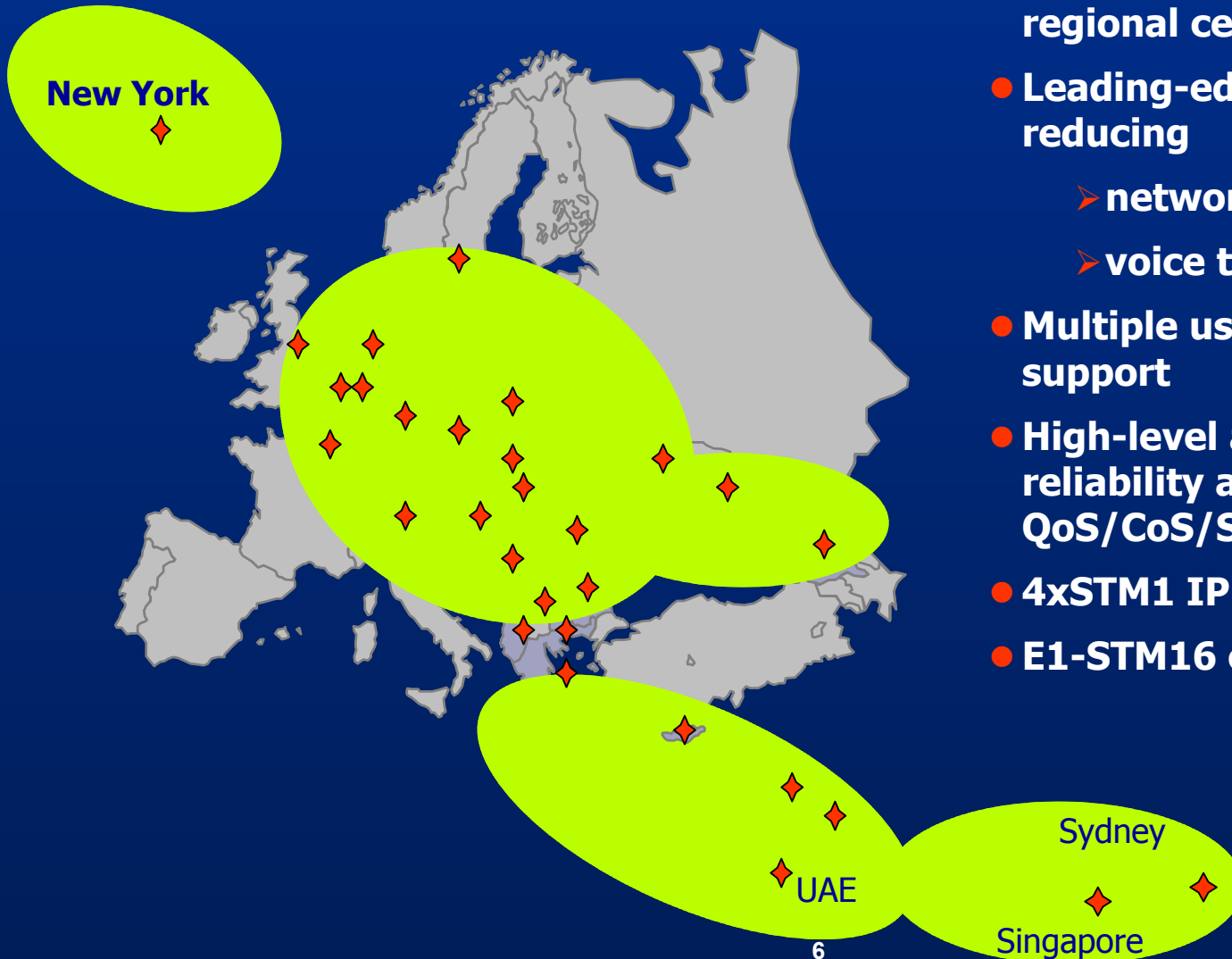
Key Accounts

## OTEGlobe Integrated Solutions



# Addressing Carrier Market – The Tools

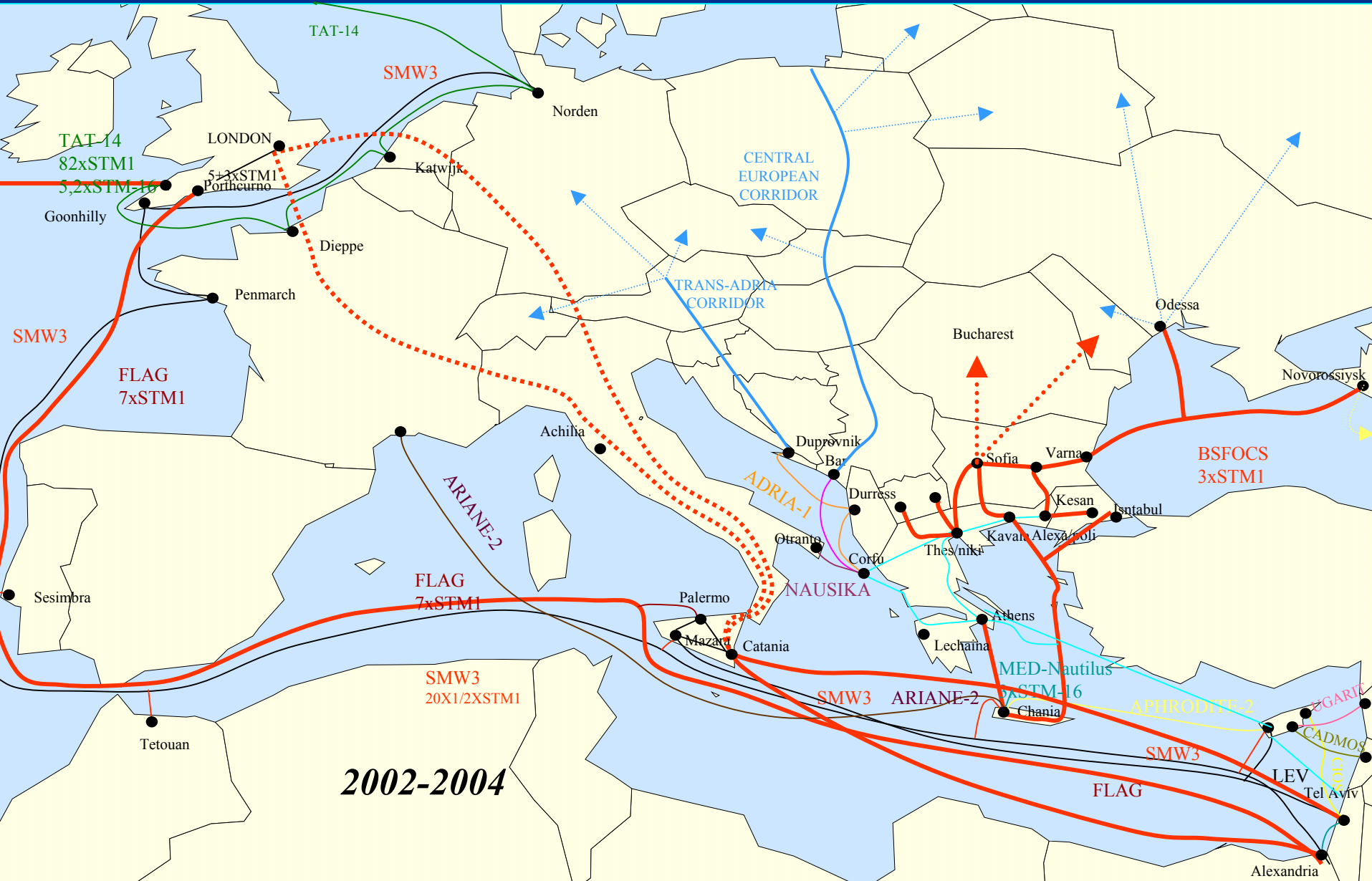
## International Data/IP network



- 22 International business & regional centers to cover
- Leading-edge technology reducing
  - network operating costs
  - voice termination costs
- Multiple user applications support
- High-level availability, reliability and security, with QoS/CoS/SLA
- 4xSTM1 IP Ports London-N.Y.
- E1-STM16 capacity offerings

# Addressing Carrier Market

## International network capacity



# Addressing Carrier Market

## From Traditional PTT to Modern Carrier



# Presentation Structure

- **OTE's Strategic Focus**
- **Fixed Line**
  - **Commercial**
  - **Technical**
  - **Information Technology**
  - **IP Services**
  - **Wholesale / Key Accounts**
- **International Investments**
  - **Overview**
  - **RomTelecom**
  - **GloBul**
- **COSMOTE**
- **Group Financial Insight**
- **Closing Remarks**