

#### OTP BANK PLC.

CONSOLIDATED FINANCIAL STATEMENTS
IN ACCORDANCE WITH
INTERNATIONAL FINANCIAL REPORTING
STANDARDS AS ADOPTED BY THE EUROPEAN UNION

FOR THE YEAR ENDED 31 DECEMBER 2012

### OTP BANK PLC. CONSOLIDATED FINANCIAL STATEMENTS

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#### INDEPENDENT AUDITORS' REPORT

To the shareholders and Board of Directors of OTP Bank Plc.

#### Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of OTP Bank Plc. (the "Bank") and its subsidiaries for the year 2012, which financial statements comprise the consolidated statement of financial position as at December 31, 2012 - which shows total assets of 10,113,466 million HUF, - and the related consolidated statement of recognized and consolidated statement of comprehensive income – which shows a net profit for the year of 122,586 million HUF -, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with the Hungarian National Standards on Auditing and effective Hungarian laws and other regulations pertaining to audit. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Member of Deloitte Touche Tohmatsu

#### Opinion

In our opinion, the consolidated financial statements give a true and fair view of the financial position of OTP Bank Plc. and its subsidiaries as at December 31, 2012, and its financial performance and its cash flows for the year then ended, in accordance with International Financial Reporting Standards as adopted by the European Union.

#### Other Reporting Obligation: Report on the Consolidated Business Report

We have examined the accompanying consolidated business report of OTP Bank Plc. for the year 2012.

Management is responsible for the preparation of this consolidated business report in accordance with the Hungarian Accounting Act.

Our responsibility is to assess whether the accounting information in the consolidated business report is consistent with that contained in the consolidated financial statements prepared for the same business year. Our work with respect to the consolidated business report was limited to assessing the consistence of the consolidated business report with the consolidated financial statements, and did not include a review of any information other than that drawn from the audited accounting records of the Bank.

In our opinion, the consolidated business report of OTP Bank Plc. for the year 2012. corresponds to the figures included in the consolidated financial statements of OTP Bank Plc. for the year 2012.

Budapest, March 29, 2013

Cion Cabor

Deloitte Auditing and Consulting Ltd. 1068 Budapest, Dózsa György út 84/C.

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Nagyváradiné Szépfalvi Zsuzsanna

registered statutory auditor 005313

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# OTP BANK PLC. CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2012 (in HUF mn)

|  | Note        | 2012       | 2011       |
|--|-------------|------------|------------|
| Cash, amounts due from banks and balances with                                   |             |            |            |
| the National Banks   | <i>4</i> .  | 602,521    | 595,986    |
| Placements with other banks, net of  |             |            |            |
| allowance for placement losses   | 5.          | 356,866    | 422,777    |
| Financial assets at fair value through   |             |            |            |
| profit or loss   | 6.          | 222,874    | 241,282    |
| Securities available-for-sale  | 7.          | 1,411,177  | 1,125,855  |
| Loans, net of allowance for loan losses  | 8.          | 6,464,191  | 7,047,179  |
| Associates and other investments   | 9.          | 7,936      | 10,342     |
| Securities held-to-maturity  | <i>10</i> . | 429,303    | 124,887    |
| Property and equipment   | 11.         | 251,393    | 241,797    |
| Intangible assets  | <i>11</i> . | 237,749    | 249,869    |
| Other assets   | <i>12</i> . | 129,456    | 140,553    |
| TOTAL ASSETS   |             | 10,113,466 | 10,200,527 |
| Amounts due to banks, the Hungarian Government, deposits from the National Banks |             |            |            |
| and other banks  | <i>13</i> . | 534,324    | 646,968    |
| Deposits from customers  | <i>14</i> . | 6,550,708  | 6,398,853  |
| Liabilities from issued securities   | <i>15</i> . | 643,123    | 812,863    |
| Financial liabilities at fair value through profit or loss                       | <i>16</i> . | 122,032    | 230,149    |
| Other liabilities  | <i>17</i> . | 457,231    | 376,937    |
| Subordinated bonds and loans   | 18.         | 291,495    | 316,447    |
| TOTAL LIABILITIES  |             | 8,598,913  | 8,782,217  |
| Share capital  | 19.         | 28,000     | 28,000     |
| Retained earnings and reserves   |             | 1,534,572  | 1,439,095  |
| Treasury shares  | 21.         | (53,802)   | (54,386)   |
| Non-controlling interest   | 22.         | 5,783      | 5,601      |
| TOTAL SHAREHOLDERS' EQUITY   |             | 1,514,553  | 1,418,310  |
| TOTAL LIABILITIES AND<br>SHAREHOLDERS' EQUITY                                    |             | 10,113,466 | 10,200,527 |

Budapest, 29 March 2013

Dr. Sándor Csányí hezátigaté Chairman and Chief Executive Officer

#### OTP BANK PLC. CONSOLIDATED STATEMENT OF RECOGNIZED INCOME FOR THE YEAR ENDED 31 DECEMBER 2012 (in HUF mn)

| Loans  |  | Note       | 2012                                  | 2011             |
|--|--|------------|---------------------------------------|------------------|
| Placements with other banks   34,1071   266,870  | Interest Income:                                     |            |                                       |                  |
| Securities available-for-sale         78,624         73,941           Securities held-to-maturity         20,204         7,719           Amounts due from banks and balances with the National Banks         6,749         6,504           National Banks         6,749         6,504           Securities held for trading         1,827         1,225           Total Interest Income         1,827         1,223           Amounts due to banks, the Hungarian Government, deposits from the National Banks         294,631         209,289           Deposits from eustomers         237,898         212,439           Liabilities from issued securities         4,033         50,936           Subordinated bonds and loans         11,923         1,938           Total Interest Expense         5,8,23         229,470         645,465         630,816           Provision for impairment on loan and placement losses         5,8,23         229,470         67,309           NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT         0         148,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         24,162         3,771         146,522           For eign exchange gains, et         2,505         2,23         2,24  | Loans  |            | 795,475                               | 758,679          |
| Securities held-to-maturity         20,204         7,719           Amounts due from banks and balances with the National Banks         6,504         6,504           Securities held for trading         1,827         1,725           Total Interest Income         1,243,956         1,115,438           Interest Expense:         294,631         209,289           Amounts due to banks, the Hungarian Government, deposits from tevational Banks and other banks         294,631         209,289           Deposits from customers         237,898         212,439           Liabilities from issued securities         45,033         50,936           Subordinated bonds and loans         11,1923         11,958           Total Interest Expense         598,485         984,622           NET INTEREST INCOME         598,485         984,622           NET INTEREST INCOME         5,8,23         229,470         249,364           (Gains) / Losses on loans related to early repayment         23         (2,400)         67,309           NET INTEREST INCOME AFTER PROVISION FOR INTER         18,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         203,499         184,089           Expense from fees and commissions  | Placements with other banks                          |            | 341,071                               | 266,870          |
| Amounts due from banks and balances with the National Banks Securities held for trading         6,749 (1,243,950)         1,217.25 (1,725)         1,223,950         1,175.28         1,175.28         1,175.28         1,175.28         1,175.28         1,175.28         1,175.28         1,175.28         1,175.28         1,175.28         1,175.28         2,175.28         2,175.28         2,175.28         2,175.28         2,175.28         2,175.28         2,175.28         2,175.28         2,175.28         2,175.28         2,175.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,294.70         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.28         2,275.29         2   | Securities available-for-sale                        |            | 78,624                                | 73,941           |
| National Banks         6.749         6.504           Securities held for trading         1.827         1.725           Total Interest Income         1.827         1.725           Interest Expense:         1.115,438           Amounts due to banks, the Hungarian Government, deposits from the National Banks         294,631         209,289           Deposits from customers         237,898         212,439           Deposits from customers         237,898         212,439           Liabilities from issued securities         5,033         50,936           Subordinated bonds and loans         11,923         11,923           Interest Expense         58,823         229,470         249,364           NET INTEREST INCOME         5,8,23         229,470         249,364           Provision for impairment on loan and placement losses         5,8,23         229,470         249,364           RET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT         418,485         314,143           Income from fees and commissions         203,499         184,093           Expense from fees and commissions         203,499         184,092           Prorigin exchange gains, net         3,171         50,031           Net profit from fees and commissions         2         235,557  | Securities held-to-maturity                          |            | 20,204                                | 7,719            |
| Sceutities held for trading         1,827<br>(1,243,950)         1,175,488           Total Interest Expense:         Interest Expense:           Amounts due to banks, the Hungarian Government, deposits from the National Banks and other banks         294,631         209,289           Deposits from customers         337,898         212,439           Liabilities from issued securities         54,033         11,923           Subordinated bonds and loans         11,923         11,938           Total Interest Expense         598,485         484,622           NET INTEREST INCOME         630,816           Provision for impairment on loan and placement losses         5,8,23         229,470         249,364           (Gains) / Losses on loans related to early repayment         23         (2,490)         67,309           NET INTEREST INCOME AFTER PROVISION FOR INTERIEST         418,485         314,143           Income from fees and commissions         2         20,3499         184,089           Expense from fees and commissions         2         20,3499         184,085           Expense from fees and commissions         2         20,3499         184,085           Net profit from fees and commissions         2         20,3499         184,085           Net profit from fees and commissions         2  |  |            |                                       |                  |
| Interest Expenses  |  |            |                                       |                  |
| Interest Expense:  |  |            |                                       |                  |
| Amounts due to banks, the Hungarian Government, deposits from the National Banks and other banks and other banks 294,631 209,289 Deposits from customers 237,898 212,439 Liabilities from issued securities 54,033 50,936 Subordinated bonds and loans 11,923 11,958 Total Interest Expense 598,485 484,622 NET INTEREST INCOME 645,465 630,816 (Gains) / Losses on loans related to early repayment 23, (2,490) 67,309 NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT ON LOAN AND PLACEMENT LOSSES 418,485 314,143 Income from fees and commissions 203,499 184,089 Expense from fees and commissions 24, 154,337 146,522 Foreign exchange gains, net 3,171 50,031 Net (Josses) / gains on securities 2,304,094 1,131 1,002 Gains on real estate transactions 2,803 947 Release of provision (provision for impairment) on securities available-for-sale and securities held-to-maturity 5,505 (945) Other operating expense 25, 23,987 27,252 Other operating expense 25, 23,987 27, |  |            | <u>1,243,950</u>                      | <u>1,115,438</u> |
| Deposits from the National Banks and other banks   294,631   209,289   212,439   212,439   212,439   212,439   212,439   213,585   214,439   214,631   237,898   212,439   214,631   237,898   212,439   214,631   237,898   212,439   214,631   237,898   214,439   249,364   249,365   248,622   249,165   249,364   249   |  |            |                                       |                  |
| Deposits from customers         237,898         212,439           Liabilities from issued securities         54,033         30,936           Subordinated bonds and loans         11,928         11,958           Total Interest Expense         598,485         484,622           NET INTEREST INCOME         645,465         630,816           Provision for impairment on loan and placement losses         5,8,23.         229,470         249,364           (Gains) / Losses on loans related to early repayment         23.         (2,490)         67,309           NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT         ON LOAN AND PLACEMENT LOSSES         418,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         24.         154,337         146,522           Foreign exchange gains, net         3,171         50,031         146,522           Foreign exchange gains, net         2,803         947           Release of provision (provision for impairment)         2,803         947           Release of provision (provision for impairment)         2,803         947           Other operating expense         25.         23,987         27,252           Other operating expense         25.         23,987 </td <td>deposits from the National Banks</td> <td></td> <td></td> <td></td>   | deposits from the National Banks                     |            |                                       |                  |
| Liabilities from issued securities         54,033         50,936           Subordinated bonds and loans         11,923         11,928         484,622           NET INTEREST INCOME         645,465         630,816           Provision for impairment on loan and placement losses         5,8,23         229,470         249,364           (Gains) / Losses on loans related to early repayment         23         (2,490)         67,309           NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT         ON LOAN AND PLACEMENT LOSSES         418,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         203,499         184,089           Expense from fees and commissions         24         154,337         146,522           Foreign exchange gains, net         3,171         50,031         Net (losses) / gains on securities         (235)         13,290           Gains on real estate transactions         1,131         1,002         1,002         1,131         1,002           Dividend income         2,803         947         1,131         1,002         1,002         1,131         1,002         1,002         1,002         1,002         1,002         1,002         1,002         1,002         1,002         1,002   |  |            |                                       |                  |
| Subordinated bonds and loans         11.923         11.958           Total Interest Expense         598,485         484.622           NET INTEREST INCOME         645,465         630,816           Provision for impairment on loan and placement losses         5.8.23         229,470         249,364           (Gains) / Losses on loans related to early repayment         23         (2,490)         67,309           NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT           ON LOAN AND PLACEMENT LOSSES         418,485         314,143           Income from fees and commissions         203,499         184,082           Expense from fees and commissions         24         154,337         146,522           Net profit from fees and commissions         24         154,337         146,522           Foreign exchange gains, net         3,171         50,031         16,022           Met (losses) / gains on securities         23,03         947           Release of provision (provision for impairment)         28,03         947           Other operating available-for-sale and securities wailable-for-sale and securities available-for-sale and securities parallalle for-sale and securities parallalle for-sale and securities parallalle for sale and securities parallalle for sa   |  |            | ,                                     |                  |
| Total Interest Expense         598,485         484,622           NET INTEREST INCOME         645,465         630,816           Provision for impairment on loan and placement losses         5,8,23         229,470         249,364           (Gains) / Losses on loans related to early repayment         23         (2,490)         67,309           NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT ON LOAN AND PLACEMENT LOSSES         418,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         24         154,337         146,522           Foreign exchange gains, net         3,171         50,031         50,31         146,522           Foreign exchange gains, net         2,803         947         148,485         13,290         13,290         13,290         13,290         13,290         13,290         13,290         13,290         13,290         13,290         13,290         13,290         13,290         13,290         13,290         146,522         147         146,522         147         146,522         147         146,522         147         146,522         147         146,522         148         148         148         148         148         148         148         148   |  |            |                                       |                  |
| NET INTEREST INCOME         645,465         630,816           Provision for impairment on loan and placement losses         5,8,23         229,470         249,364           (Gains) / Losses on loans related to early repayment         23         (2,490)         67,309           NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT ON LOAN AND PLACEMENT LOSSES         418,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         24         154,337         146,522           Net profit from fees and commissions         24         154,337         146,522           Foreign exchange gains, net         3,171         50,031         1,131         1,002           Net (losses) / gains on securities         (235)         13,290         6ains on real estate transactions         1,131         1,002           Dividend income         2,803         947         84         94         94           Release of provision (provision for impairment) on securities available-for-sale and securities available-for-sale and securities available-for-sale and securities available-for-sale and securities available for-sale and securi  |  |            |                                       |                  |
| Provision for impairment on loan and placement losses (Gains) / Losses on loans related to early repayment 23. (2,490) 67,309         249,364 (Gains) / Losses on loans related to early repayment 23. (2,490) 67,309         467,309           NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT ON LOAN AND PLACEMENT LOSSES         418,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         24. 154,337         146,522           Net profit from fees and commissions         24. 154,337         146,522           Foreign exchange gains, net (losses) / gains on securities         (235)         13,290           Gains on real estate transactions         1,131         1,002           Dividend income         2,803         947           Release of provision (provision for impairment) on securities available-for-sale and securities held-to-maturity         505         (945)           Other operating expense         25. 23,987         27,252           Other operating expense         25. (35,033)         (26,571)           Net operating expense         25. (35,033)         (26,571)           Net operating expenses         188,952         169,098           Depreciation and amortization         11. 47,420         73,432           Other administrative expenses         25. 423,477         402,675 <td></td> <td></td> <td></td> <td></td>  |  |            |                                       |                  |
| (Gains) / Losses on loans related to early repayment         23.         (2,490)         67,309           NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT ON LOAN AND PLACEMENT LOSSES         418,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         49,162         37,567           Net profit from fees and commissions         24.         154,337         146,522           Foreign exchange gains, net         3,171         50,031         Net (losses) / gains on securities         (235)         13,290           Gains on real estate transactions         1,131         1,002           Dividend income         2,803         947           Release of provision (provision for impairment)         on securities available-for-sale and securities held-to-maturity         505         (945)           Other operating income         25.         23,987         27,252           Other operating expense         25.         (35,033)         (26,571)           Net operating result         (3,671)         65,006           Personnel expenses         188,952         169,098           Depreciation and amortization         11.         47,420         73,432           Other administrative expenses         25.         423,477 <td></td> <td>- 0 - 0</td> <td>ŕ</td> <td>ŕ</td>   |  | - 0 - 0    | ŕ                                     | ŕ                |
| NET INTEREST INCOME AFTER PROVISION FOR IMPAIRMENT ON LOAN AND PLACEMENT LOSSES         418,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         49,162         37,567           Net profit from fees and commissions         24         154,337         146,522           Foreign exchange gains, net         3,171         50,031           Net (Iosses) / gains on securities         (235)         13,290           Gains on real estate transactions         1,131         1,002           Dividend income         2,803         947           Release of provision (provision for impairment)         505         (945)           Other operating income         25         23,987         27,252           Other operating expense         25         (35,033)         (26,571)           Net operating expense         25         (35,033)         (26,571)           Net operating expenses         188,952         169,098           Depreciation and amortization         11         47,420         73,432           Other administrative expenses         25         423,477         402,675           PROFIT BEFORE INCOME TAX         145,674         122,996           Income tax   | -  |            | · · · · · · · · · · · · · · · · · · · | *                |
| ON LOAN AND PLACEMENT LOSSES         418,485         314,143           Income from fees and commissions         203,499         184,089           Expense from fees and commissions         49,162         37,567           Net profit from fees and commissions         24.         154,337         146,522           Foreign exchange gains, net Net (losses) / gains on securities         3,171         50,031         50,031         1,131         1,002           Gains on real estate transactions         1,131         1,002         1,002         1,131         1,002  | (Gains) / Losses on loans related to early repayment | 23.        | (2,490)                               | 67,309           |
| Expense from fees and commissions         49.162         37,567           Net profit from fees and commissions         24.         154,337         146,522           Foreign exchange gains, net         3,171         50,031           Net (losses) / gains on securities         (235)         13,290           Gains on real estate transactions         1,131         1,002           Dividend income         2,803         947           Release of provision (provision for impairment)         on securities available-for-sale and securities held-to-maturity         505         (945)           Other operating income         25.         23,987         27,252           Other operating expense         25.         (35,033)         (26,571)           Net operating result         (3,671)         65,006           Personnel expenses         188,952         169,098           Depreciation and amortization         11.         47,420         73,432           Other administrative expenses         25.         423,477         402,675           PROFIT BEFORE INCOME TAX         187,105         160,145           Other administrative expenses         25.         423,477         402,675           PROFIT FOR THE YEAR         122,586         83,800           From this, at   |  | IMPAIRMENT | 418,485                               | 314,143          |
| Expense from fees and commissions         49.162         37,567           Net profit from fees and commissions         24.         154,337         146,522           Foreign exchange gains, net         3,171         50,031           Net (losses) / gains on securities         (235)         13,290           Gains on real estate transactions         1,131         1,002           Dividend income         2,803         947           Release of provision (provision for impairment)         on securities available-for-sale and securities held-to-maturity         505         (945)           Other operating income         25.         23,987         27,252           Other operating expense         25.         (35,033)         (26,571)           Net operating result         (3,671)         65,006           Personnel expenses         188,952         169,098           Depreciation and amortization         11.         47,420         73,432           Other administrative expenses         25.         423,477         402,675           PROFIT BEFORE INCOME TAX         187,105         160,145           Other administrative expenses         25.         423,477         402,675           PROFIT FOR THE YEAR         122,586         83,800           From this, at   | Income from fees and commissions                     |            | 203.499                               | 184 089          |
| Net profit from fees and commissions         24.         154,337         146,522           Foreign exchange gains, net Net (losses) / gains on securities         3,171         50,031           Net (losses) / gains on securities         (235)         13,290           Gains on real estate transactions         1,131         1,002           Dividend income         2,803         947           Release of provision (provision for impairment) on securities available-for-sale and securities held-to-maturity         505         (945)           Other operating income         25.         23,987         27,252           Other operating expense         25.         (35,033)         (26,571)           Net operating result         (3,671)         65,006           Personnel expenses         188,952         169,098           Depreciation and amortization         11.         47,420         73,432           Other administrative expenses         25.         423,477         402,675           PROFIT BEFORE INCOME TAX         145,674         122,996           Income tax         26.         (23,088)         (39,196)           NET PROFIT FOR THE YEAR         122,586         83,800           From this, attributable to:         896         653           Non-controlling inte  |  |            | ,                                     |                  |
| Net (losses) / gains on securities         (235)         13,290           Gains on real estate transactions         1,131         1,002           Dividend income         2,803         947           Release of provision (provision for impairment) on securities available-for-sale and securities held-to-maturity         505         (945)           Other operating income         25         23,987         27,252           Other operating expense         25         (35,033)         (26,571)           Net operating result         (3,671)         65,006           Personnel expenses         188,952         169,098           Depreciation and amortization         11.         47,420         73,432           Other administrative expenses         25         423,477         402,675           PROFIT BEFORE INCOME TAX         145,674         122,996           Income tax         26         (23,088)         (39,196)           NET PROFIT FOR THE YEAR         122,586         83,800           From this, attributable to:         896         653           Non-controlling interest         896         653           Owners of the company         121,690         83,147           Consolidated earnings per share (in HUF)         37.         457         312<  |  | 24.        |                                       |                  |
| Net (losses) / gains on securities         (235)         13,290           Gains on real estate transactions         1,131         1,002           Dividend income         2,803         947           Release of provision (provision for impairment) on securities available-for-sale and securities held-to-maturity         505         (945)           Other operating income         25         23,987         27,252           Other operating expense         25         (35,033)         (26,571)           Net operating result         (3,671)         65,006           Personnel expenses         188,952         169,098           Depreciation and amortization         11.         47,420         73,432           Other administrative expenses         25         423,477         402,675           PROFIT BEFORE INCOME TAX         145,674         122,996           Income tax         26         (23,088)         (39,196)           NET PROFIT FOR THE YEAR         122,586         83,800           From this, attributable to:         896         653           Non-controlling interest         896         653           Owners of the company         121,690         83,147           Consolidated earnings per share (in HUF)         37.         457         312<  | Foreign exchange gains, net                          |            | 3,171                                 | 50,031           |
| Gains on real estate transactions       1,131       1,002         Dividend income       2,803       947         Release of provision (provision for impairment)       2,803       947         Release of provision (provision for impairment)       35       25       25       23,987       27,252         Other operating income       25       23,987       27,252       27,252       25       23,987       27,252       20       26       25,033       (26,571)       26,506       26       25       36,033       (26,571)       26       26       20       26       26       26       26       27,432       26       26       23,088       39,196       26       23,088       39,196       26       23,088       39,196       26       23,088       39,196       26       23,088       39,196       26       23,088       39,196       26       23,088       39,196       26       23,088       38,800       26       23,088       38,800       26       23,088       38,800       26       23,088       38,800       26       23,088       38,800       26       23,088       38,800       26       23,088       38,800       26       23,088       38,800       26       23,088       38,800<  |  |            |                                       |                  |
| Release of provision (provision for impairment) on securities available-for-sale and securities held-to-maturity       505       (945)         Other operating income       25.       23,987       27,252         Other operating expense       25.       (35,033)       (26,571)         Net operating result       (3,671)       65,006         Personnel expenses       188,952       169,098         Depreciation and amortization       11.       47,420       73,432         Other administrative expenses       187,105       160,145         Other administrative expenses       25.       423,477       402,675         PROFIT BEFORE INCOME TAX       145,674       122,996         Income tax       26.       (23,088)       (39,196)         NET PROFIT FOR THE YEAR       122,586       83,800         From this, attributable to:       896       653         Non-controlling interest       896       653         Owners of the company       121,690       83,147         Consolidated earnings per share (in HUF)         Basic       37.       457       312   |  |            | 1,131                                 | 1,002            |
| on securities available-for-sale and securities held-to-maturity         .         505         (945)           Other operating income         25.         23,987         27,252           Other operating expense         25.         (35,033)         (26,571)           Net operating result         (3,671)         65,006           Personnel expenses         188,952         169,098           Depreciation and amortization         11.         47,420         73,432           Other administrative expenses         187,105         160,145           Other administrative expenses         25.         423,477         402,675           PROFIT BEFORE INCOME TAX         145,674         122,996           Income tax         26.         (23,088)         (39,196)           NET PROFIT FOR THE YEAR         122,586         83,800           From this, attributable to:         896         653           Non-controlling interest         896         653           Owners of the company         121,690         83,147           Consolidated earnings per share (in HUF)         37.         457         312   | Dividend income                                      |            | 2,803                                 | 947              |
| on securities available-for-sale and securities held-to-maturity         .         505         (945)           Other operating income         25.         23,987         27,252           Other operating expense         25.         (35,033)         (26,571)           Net operating result         (3,671)         65,006           Personnel expenses         188,952         169,098           Depreciation and amortization         11.         47,420         73,432           Other administrative expenses         187,105         160,145           Other administrative expenses         25.         423,477         402,675           PROFIT BEFORE INCOME TAX         145,674         122,996           Income tax         26.         (23,088)         (39,196)           NET PROFIT FOR THE YEAR         122,586         83,800           From this, attributable to:         896         653           Non-controlling interest         896         653           Owners of the company         121,690         83,147           Consolidated earnings per share (in HUF)         37.         457         312   | Release of provision (provision for impairment)      |            |                                       |                  |
| Other operating income       25.       23,987       27,252         Other operating expense       25.       (35,033)       (26,571)         Net operating result       (3,671)       65,006         Personnel expenses       188,952       169,098         Depreciation and amortization       11.       47,420       73,432         Other administrative expenses       187,105       160,145         Other administrative expenses       25.       423,477       402,675         PROFIT BEFORE INCOME TAX       145,674       122,996         Income tax       26.       (23,088)       (39,196)         NET PROFIT FOR THE YEAR       122,586       83,800         From this, attributable to:       896       653         Owners of the company       121,690       83,147         Consolidated earnings per share (in HUF)       37.       457       312   |  |            |                                       |                  |
| Other operating expense       25.       (35,033) (26,571)         Net operating result       (3,671)       65,006         Personnel expenses       188,952       169,098         Depreciation and amortization       11.       47,420       73,432         Other administrative expenses       187,105       160,145         Other administrative expenses       25.       423,477       402,675         PROFIT BEFORE INCOME TAX       145,674       122,996         Income tax       26.       (23,088)       (39,196)         NET PROFIT FOR THE YEAR       122,586       83,800         From this, attributable to:       896       653         Owners of the company       121,690       83,147         Consolidated earnings per share (in HUF)       37.       457       312         Basic       37.       457       312  | securities held-to-maturity                          |            |                                       | , ,              |
| Net operating result       (3,671)       65,006         Personnel expenses       188,952       169,098         Depreciation and amortization       11.       47,420       73,432         Other administrative expenses       187,105       160,145         Other administrative expenses       25.       423,477       402,675         PROFIT BEFORE INCOME TAX       145,674       122,996         Income tax       26.       (23,088)       (39,196)         NET PROFIT FOR THE YEAR       122,586       83,800         From this, attributable to:       896       653         Owners of the company       121,690       83,147         Consolidated earnings per share (in HUF)       37.       457       312  | · •  |            |                                       |                  |
| Personnel expenses       188,952       169,098         Depreciation and amortization       11.       47,420       73,432         Other administrative expenses       187,105       160,145         Other administrative expenses       25.       423,477       402,675         PROFIT BEFORE INCOME TAX       145,674       122,996         Income tax       26.       (23,088)       (39,196)         NET PROFIT FOR THE YEAR       122,586       83,800         From this, attributable to:       896       653         Non-controlling interest       896       653         Owners of the company       121,690       83,147         Consolidated earnings per share (in HUF)       37.       457       312   | · · · · · · · · · · · · · · · · · · ·                | 25.        |                                       |                  |
| Depreciation and amortization       11.       47,420       73,432         Other administrative expenses       187,105       160,145         Other administrative expenses       25.       423,477       402,675         PROFIT BEFORE INCOME TAX       145,674       122,996         Income tax       26.       (23,088)       (39,196)         NET PROFIT FOR THE YEAR       122,586       83,800         From this, attributable to:       896       653         Owners of the company       121,690       83,147         Consolidated earnings per share (in HUF)       37.       457       312   | Net operating result                                 |            | (3,671)                               | 65,006           |
| Depreciation and amortization       11.       47,420       73,432         Other administrative expenses       187,105       160,145         Other administrative expenses       25.       423,477       402,675         PROFIT BEFORE INCOME TAX       145,674       122,996         Income tax       26.       (23,088)       (39,196)         NET PROFIT FOR THE YEAR       122,586       83,800         From this, attributable to:       896       653         Owners of the company       121,690       83,147         Consolidated earnings per share (in HUF)       37.       457       312   | Personnel expenses                                   |            | 188,952                               | 169,098          |
| Other administrative expenses       25.       423,477       402,675         PROFIT BEFORE INCOME TAX       145,674       122,996         Income tax       26.       (23,088)       (39,196)         NET PROFIT FOR THE YEAR       122,586       83,800         From this, attributable to:       896       653         Non-controlling interest       896       653         Owners of the company       121,690       83,147         Consolidated earnings per share (in HUF)         Basic       37.       457       312  |  | 11.        | 47,420                                | 73,432           |
| PROFIT BEFORE INCOME TAX         145,674         122,996           Income tax         26.         (23,088)         (39,196)           NET PROFIT FOR THE YEAR         122,586         83,800           From this, attributable to:         896         653           Non-controlling interest         896         653           Owners of the company         121,690         83,147           Consolidated earnings per share (in HUF)         37.         457         312  | Other administrative expenses                        |            | <u>187,105</u>                        | <u>160,145</u>   |
| Income tax       26.       (23,088)       (39,196)         NET PROFIT FOR THE YEAR       122,586       83,800         From this, attributable to:       896       653         Non-controlling interest       896       653         Owners of the company       121,690       83,147         Consolidated earnings per share (in HUF)         Basic       37.       457       312   |  | 25.        | 423,477                               | 402,675          |
| NET PROFIT FOR THE YEAR From this, attributable to: Non-controlling interest Owners of the company  Consolidated earnings per share (in HUF) Basic  122,586 83,800 83,800 121,690 896 653 121,690 83,147   |  |            |                                       |                  |
| From this, attributable to: Non-controlling interest Owners of the company  Consolidated earnings per share (in HUF)  Basic  37. 457 312   |  | 26.        |                                       |                  |
| Non-controlling interest 896 653 Owners of the company 121,690 83,147  Consolidated earnings per share (in HUF)  Basic 37. 457 312   |  |            | <u>122,586</u>                        | <u>83,800</u>    |
| Owners of the company 121,690 83,147  Consolidated earnings per share (in HUF)  Basic 37. 457 312  |  |            | 007                                   | (52              |
| Consolidated earnings per share (in HUF)  Basic 37. 457 312  |  |            |                                       |                  |
| Basic 37. <u>457</u> <u>312</u>  |  |            | <u>141,090</u>                        | 03,14/           |
| ——————————————————————————————————————   | Consolidated earnings per share (in HUF)             |            |                                       |                  |
| <b>Diluted</b> 37. <u>457</u> <u>312</u>   | Basic  | 37.        | <u>457</u>                            | <u>312</u>       |
|  | Diluted  | 37.        | <u>457</u>                            | <u>312</u>       |

#### OTP BANK PLC. CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2012 (in HUF mn)

|  | 2012           | 2011           |
|--|----------------|----------------|
| NET PROFIT FOR THE YEAR                                | 122,586        | 83,800         |
| Fair value adjustment of securities available-for-sale | 48,180         | (22,732)       |
| Derivative financial instruments designated as         |                |                |
| Cash-flow hedge  | 532            | 378            |
| Net investment hedge in foreign operations             | 4,978          | (7,993)        |
| Foreign currency translation difference                | (53,390)       | <u>78,968</u>  |
| NET COMPREHENSIVE INCOME                               | <u>122,886</u> | <u>132,421</u> |
| From this, attributable to:                            |                |                |
| Non-controlling interest                               | <u>619</u>     | <u>1,109</u>   |
| Owners of the company                                  | 122,267        | 131,312        |

#### OTP BANK PLC. CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2012 (in HUF mn)

| OPERATING ACTIVITIES  | Note        | 2012               | 2011            |
|---|-------------|--------------------|-----------------|
| Profit before income tax  |             | 145,674            | 122,996         |
| Goodwill impairment   | 11.         | -                  | 23,979          |
| Depreciation and amortization   | 11.         | 47,420             | 49,453          |
| (Release of provision) / Provision for impairment on  |             | /= 0 = \           |                 |
| securities  | 7.,10.      | (505)              | 945             |
| Provision for impairment on loan and placement losses Provision for impairment on permanent diminution in     | 5.,8.       | 226,980            | 316,673         |
| value of investments Provision for impairment on other assets   | 9.<br>12.   | 1,335<br>6,375     | 3,304<br>3,221  |
| Provision for impairment / (Release of provision) on off-balance sheet commitments and contingent             | 12.         | 0,373              | 3,221           |
| liabilities   | <i>17</i> . | 2,135              | (1,863)         |
| Share-based payment   | 2.,29.      | 4,584              | 6,188           |
| Unrealized (losses) / gains on fair value adjustment of   |             |                    |                 |
| securities held for trading   |             | (1,938)            | 1,655           |
| Unrealized losses on fair value   |             | (0.020)            | (105 272)       |
| adjustment of derivative financial instruments  Net changes in assets and liabilities in operating activities |             | (8,829)            | (105,272)       |
| Changes in financial assets at fair value through   |             |                    |                 |
| profit or loss  |             | 20,512             | 19,018          |
| Net decrease / (increase) in loans, net of allowance for  |             | - 7-               | - 7             |
| loan losses   |             | 278,246            | (593,565)       |
| Decrease / (increase) in other assets before provisions   |             |                    |                 |
| for impairment  |             | 1,585              | (33,401)        |
| Net increase in deposits from customers   |             | 151,855            | 577,364         |
| Increase in other liabilities   |             | 42,657             | 121,493         |
| Net decrease /(increase) in compulsory reserves<br>at the National Banks                                      |             | 10,217             | (22,816)        |
| Dividend income   |             | (2,803)            | (947)           |
| Income tax paid   |             | (25,259)           | (37,368)        |
| Net Cash Provided by Operating Activities   |             | 900,241            | 451,057         |
| INVESTING ACTIVITIES  |             |                    |                 |
| Net decrease in placement with other banks before   |             |                    |                 |
| allowance for placements losses   |             | 65,870             | 89,063          |
| Net increase in securities  |             |                    |                 |
| available-for-sale  |             | (216,170)          | (147,517)       |
| Net decrease / (increase) in investments in   |             | 1.071              | (2.002)         |
| subsidiaries  |             | 1,071              | (2,092)         |
| Dividend income  Net (increase) / decrease in securities held-to-maturity                                     |             | 2,803<br>(304,401) | 947<br>46,783   |
| Additions to property, equipment and intangible assets  |             | (63,127)           | (110,417)       |
| Disposals of property, equipment and  |             | (03,127)           | (110,717)       |
| intangible assets   |             | 18,430             | 26,346          |
| Net decrease / (increase) in advances for investments   |             | ,                  | ,               |
| included in other assets  |             | <u>1,434</u>       | <u>(1,464)</u>  |
| <b>Net Cash Used in Investing Activities</b>  |             | <u>(494,090)</u>   | <u>(98,351)</u> |

#### OTP BANK PLC. CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2012 (in HUF mn) [continued]

| Net decrease in amounts due to banks, the Hungarian Government, deposits from the National Banks and other banks  Cash used for redemption of issued securities (Decrease) / increase in subordinated bonds and loans  Increase / (decrease) in non-controlling interest Foreign currency translation  Cash used for redemption of issued securities (169,740) (24,952) (24,952) (25,817 (287) (287) (287) (287) (287) (287) (287) (287) (287) |   | Note | 2012             | 2011              |
|--|---|------|------------------|-------------------|
| Government, deposits from the National Banks and other banks (112,644) (34,980) Cash used for redemption of issued securities (169,740) (335,556) (Decrease) / increase in subordinated bonds and loans (24,952) 25,817 Increase / (decrease) in non-controlling interest 182 (287) Foreign currency translation (53,391) 78,969   | Net decrease in amounts due to banks, the Hungarian |      |                  |                   |
| other banks (112,644) (34,980) Cash used for redemption of issued securities (169,740) (335,556) (Decrease) / increase in subordinated bonds and loans (24,952) 25,817 Increase / (decrease) in non-controlling interest 182 (287) Foreign currency translation (53,391) 78,969  |   |      |                  |                   |
| (Decrease) / increase in subordinated bonds and loans (24,952) Increase / (decrease) in non-controlling interest Foreign currency translation (24,952) 25,817 (287) (287) (53,391) 78,969  | •   |      | (112,644)        | (34,980)          |
| (Decrease) / increase in subordinated bonds and loans (24,952) Increase / (decrease) in non-controlling interest Foreign currency translation (24,952) 25,817 (287) (287) (53,391) 78,969  | Cash used for redemption of issued securities       |      |                  | (335,556)         |
| Increase / (decrease) in non-controlling interest 182 (287) Foreign currency translation (53,391) 78,969   |   |      |                  |                   |
| Foreign currency translation (53,391) 78,969   | bonds and loans                                     |      | (24,952)         | 25,817            |
|  | Increase / (decrease) in non-controlling interest   |      | 182              | (287)             |
| $D_{\text{constants}} \leftarrow ICEC + 1J_{\text{cons}} \tag{4.144}$  |   |      | (53,391)         |                   |
|  | Payments to ICES holders                            |      | (4,144)          | (4,518)           |
| Net change in Treasury shares 430 (1,815)  |   |      |                  |                   |
| Dividend paid $(25,140)$ $(20,204)$  |   |      |                  |                   |
| Net Cash Used in Financing Activities (389,399) (292,574)  | Net Cash Used in Financing Activities               |      | (389,399)        | (292,574)         |
| Net increase in cash   |   |      |                  |                   |
| and cash equivalents <u>16,752</u> <u>60,132</u>   | and cash equivalents                                |      | <u>16,752</u>    | 60,132            |
| Cash and cash equivalents  |   |      |                  |                   |
| at the beginning of the period $315,177$ $255,045$   | at the beginning of the period                      |      | <u>315,177</u>   | <u>255,045</u>    |
| Cash and cash equivalents  |   |      |                  |                   |
| at the end of the period $\underline{331,929}$ $\underline{315,177}$   | at the end of the period                            |      | <u>331,929</u>   | <u>315,177</u>    |
|  |   |      |                  |                   |
| Analysis of cash and cash equivalents  | Analysis of cash and cash equivalents               |      |                  |                   |
| Cash, amounts due from banks and balances with the   | Cash, amounts due from banks and balances with the  |      |                  |                   |
| National Banks 595,986 513,038   |   |      | 595 986          | 513 038           |
| Compulsory reserve established by the National Banks (280,809) (257,993)   |   |      |                  |                   |
| Cash and cash equivalents  |   |      | (200,009)        | (231,773)         |
| at the beginning of the period 315,177 255,045   |   |      | 315 177          | 255 045           |
| at the beginning of the period   | at the beginning of the period                      |      | <u>515,177</u>   | 200,040           |
| Cash, amounts due from banks and balances with the   | Cash, amounts due from banks and balances with the  |      |                  |                   |
| National Banks 4. 602,521 595,986  |   | 4.   | 602,521          | 595,986           |
| Compulsory reserve established by  |   | •    | <del>,-</del>    |                   |
| the National Banks 4. (270,592) (280,809)  |   | 4.   | <u>(270,592)</u> | <u>(28</u> 0,809) |
| Cash and cash equivalents  | Cash and cash equivalents                           |      | <del></del>      | <del> </del>      |
| at the end of the period <u>331,929</u> <u>315,177</u>   |   |      | <u>331,929</u>   | <u>315,177</u>    |

# OTP BANK PLC. CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2012 (in HUF mn)

|                                | Note | Share capital | Capital reserve | Share-based payment reserve | Retained earnings<br>and<br>reserves | Put option reserve | Treasury<br>shares | Non-<br>controlling<br>interest | Total            |
|--------------------------------|------|---------------|-----------------|-----------------------------|--------------------------------------|--------------------|--------------------|---------------------------------|------------------|
| Balance as at 1 January 2011   |      | <u>28,000</u> | <u>52</u>       | <u>28</u>                   | <u>1,383,026</u>                     | <u>(55,468)</u>    | <u>(52,597</u> )   | <u>5,888</u>                    | <u>1,308,929</u> |
| Net profit for the year        |      | -             | -               | -                           | 83,147                               | -                  | -                  | -                               | 83,147           |
| Other comprehensive income     |      | -             | -               | -                           | 48,621                               | -                  | -                  | -                               | 48,621           |
| Share-based payment            | 29.  | -             | -               | 6,188                       | -                                    | -                  | -                  | -                               | 6,188            |
| Dividend for the year 2010     |      | -             | -               | -                           | (20,160)                             | -                  | -                  | -                               | (20,160)         |
| Sale of Treasury shares        |      | -             | -               | -                           | -                                    | -                  | 2,963              | -                               | 2,963            |
| Treasury shares                |      |               |                 |                             |                                      |                    |                    |                                 |                  |
| – loss on sale                 |      | -             | -               | -                           | (25)                                 | -                  | -                  | -                               | (25)             |
| <ul><li>acquisition</li></ul>  |      | -             | -               | -                           | -                                    | -                  | (4,753)            | -                               | (4,753)          |
| Payments to ICES holders       | 20.  | -             | -               | -                           | (6,313)                              | -                  | -                  | -                               | (6,313)          |
| Non-controlling interest       |      | Ξ             | Ξ.              | Ξ                           | Ξ.                                   | =                  | Ξ                  | <u>(287)</u>                    | <u>(287)</u>     |
| Balance as at 31 December 2011 |      | <u>28,000</u> | <u>52</u>       | <u>6,216</u>                | <u>1,488,296</u>                     | <u>(55,468)</u>    | <u>(54,387)</u>    | <u>5,601</u>                    | <u>1,418,310</u> |
| Net profit for the year        |      | -             | -               | -                           | 121,690                              | -                  | -                  | -                               | 121,690          |
| Other comprehensive income     |      | -             | -               | -                           | 300                                  | -                  | -                  | -                               | 300              |
| Share-based payment            | 29.  | -             | -               | 4,584                       | -                                    | -                  | -                  | -                               | 4,584            |
| Dividend for the year 2011     |      | -             | -               | -                           | (28,000)                             | -                  | -                  | -                               | (28,000)         |
| Sale of Treasury shares        |      | -             | -               | -                           | -                                    | -                  | 6,342              | -                               | 6,342            |
| Treasury shares                |      |               |                 |                             |                                      |                    |                    |                                 |                  |
| – loss on sale                 |      | -             | -               | -                           | (155)                                | -                  | -                  | -                               | (155)            |
| <ul><li>acquisition</li></ul>  |      | -             | -               | -                           | -                                    | -                  | (5,757)            | -                               | (5,757)          |
| Payments to ICES holders       | 20.  | -             | -               | -                           | (2,943)                              | -                  | -                  | -                               | (2,943)          |
| Non-controlling interest       |      | Ξ             | Ξ               | Ξ                           | Ξ                                    | Ξ                  | Ξ                  | <u>182</u>                      | <u>182</u>       |
| Balance as at 31 December 2012 |      | <u>28,000</u> | <u>52</u>       | <u>10,800</u>               | <u>1,579,188</u>                     | <u>(55,468)</u>    | <u>(53,802)</u>    | <u>5,783</u>                    | <u>1,514,553</u> |

### NOTE 1: ORGANIZATION AND BASIS OF CONSOLIDATED FINANCIAL STATEMENTS

#### 1.1. General information

OTP Bank Plc. (the "Bank" or "OTP") was established on 31 December 1990, when the previously State-owned company was transformed into a public liability company. The Bank's registered office address is 16, Nador Street, Budapest 1051.

In 1995, the shares of the Bank were listed on the Budapest and the Luxembourg Stock Exchanges and were also listed on the SEAQ board on the London Stock Exchange and PORTAL in the USA.

These financial statements were approved by the Board of Directors and authorised for issue on 29 March 2013.

The structure of the Share capital by shareholders (%):

|                                  | 2012        | 2011        |
|----------------------------------|-------------|-------------|
|                                  |             |             |
| Domestic and foreign private and | 070/        | 060/        |
| institutional investors          | 97%         | 96%         |
| Employees                        | 2%          | 2%          |
| Treasury shares                  | <u>1%</u>   | <u>2%</u>   |
| Total                            | <u>100%</u> | <u>100%</u> |

The Bank and its subsidiaries ("Entities of the Group", together the "Group") provide a full range of commercial banking services through a wide network of 1,398 branches. The Group has operations in Hungary, Bulgaria, Croatia, Slovakia, Romania, Ukraine, Serbia, Russia and Montenegro.

The number of employees at the Group:

|  | 2012   | 2011   |
|--|--------|--------|
| The number of employees at the Group         | 36,366 | 33,826 |
| The average number of employees at the Group | 35,076 | 32,180 |

#### **1.2.** Base of Accounting

The Entities of the Group maintain their accounting records and prepare its statutory accounts in accordance with the commercial, banking and fiscal regulations prevailing in Hungary and in case of foreign subsidiaries in accordance with the local commercial, banking and fiscal regulations.

The Group's presentation currency is the Hungarian Forint ("HUF").

Due to the fact that the Bank is listed on international and national stock exchanges, the Bank is obliged to present its financial position in accordance with International Financial Reporting Standards ("IFRS").

Certain adjustments have been made to the entities' statutory accounts in order to present the Consolidated Financial Position and Statement of Recognized and Comprehensive Income of the Bank in accordance with all standards and interpretations approved by the International Accounting Standards Board ("IASB"), which are referred to as IFRS.

The Consolidated Financial Statements have been prepared in accordance with IFRS as adopted by the European Union (the "EU"). IFRS as adopted by the EU do not currently differ from IFRS as issued by the IASB, except for portfolio hedge accounting under IAS 39 Financial Instruments: Recognition and Measurement ("IAS 39") which has not been approved by the EU. As the Group does not apply portfolio hedge accounting under IAS 39, there would be no impact on these consolidated financial statements, had it been approved by the EU at the balance sheet date.

### NOTE 1: ORGANIZATION AND BASIS OF CONSOLIDATED FINANCIAL STATEMENTS [continued]

#### 1.2. Base of Accounting [continued]

### 1.2.1. The effect of adopting new and revised International Financial Reporting Standards effective from 1 January 2012

The following amendments to the existing standards issued by the IASB and adopted by the EU are effective for the current period:

- IFRS 7 (Amendment) "Financial Instruments: Disclosures" - Transfers of Financial Assets, adopted by the EU on 22 November 2011 (effective for annual periods beginning on or after 1 July 2011).

The adoption of the above presented Amendments had no significant impact on the Consolidated Financial Statements of the Group.

### 1.2.1.1. Amendments and new Standards and Interpretations to IFRSs effective on or after 1 January 2013, which are adopted by the EU

At the balance sheet date of these financial statements, the following Standards and Interpretations were issued but not yet effective:

- IFRS 10 "Consolidated Financial Statements", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- IFRS 11 "Joint Arrangements", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- IFRS 12 "Disclosures of Interests in Other Entities", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- IFRS 13 "Fair Value Measurement", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2013),
- IAS 27 (revised in 2011) "Separate Financial Statements", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- IAS 28 (revised in 2011) "Investments in Associates and Joint Ventures", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- IFRS 1 (Amendment) "First-time Adoption of IFRS" Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters, adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2013),
- IFRS 1 (Amendment) "First-time Adoption of IFRS" Government Loans, adopted by the EU on 4 March 2013 (effective for annual periods beginning on or after 1 January 2013),
- IFRS 7 (Amendment) "Financial Instruments: Disclosures" Offsetting Financial Assets and Financial Liabilities, adopted by the EU on 13 December 2012 (effective for annual periods beginning on or after 1 January 2013),
- IAS 1 (Amendment) "Presentation of Financial Statements" -Presentation of Items of Other Comprehensive Income, adopted by the EU on 5 June 2012 (effective for annual periods beginning on or after 1 July 2012),
- IAS 12 (Amendment) "Income Taxes" Deferred Tax: Recovery of Underlying Assets, adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2013),
- IAS 19 (Amendment) "Employee Benefits" Improvements to the Accounting for Post-employment Benefits, adopted by the EU on 5 June 2012 (effective for annual periods beginning on or after 1 January 2013),
- IAS 32 (Amendment) "Financial instruments: presentation"- Offsetting Financial Assets and Financial Liabilities, adopted by the EU on 13 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- IFRIC 20 "Stripping Costs in the Production Phase of a Surface Mine", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2013).

The adoption of the above presented Amendments and new Standards and Interpretations would have no significant impact on the Consolidated Financial Statements of the Group.

### NOTE 1: ORGANIZATION AND BASIS OF CONSOLIDATED FINANCIAL STATEMENTS [continued]

- 1.2. Base of Accounting [continued]
- 1.2.1. The effect of adopting new and revised International Financial Reporting Standards effective from 1 January 2012 [continued]
- 1.2.1.2. Amendments and new Standards and Interpretations to IFRSs effective on or after 1 January 2013, which are not yet endorsed by EU, not yet adopted
- IFRS 9 "Financial Instruments" (effective for annual periods beginning on or after 1 January 2015),
- IFRS 9 (Amendment) "Financial Instruments" and IFRS 7 (Amendment) "Financial Instruments: Disclosures" Mandatory Effective Date and Transition Disclosures,
- IFRS 10 (Amendment) "Consolidated Financial Statements", IFRS 11 (Amendment) "Joint Arrangements" and IFRS 12 (Amendment) "Disclosures of Interests in Other Entities" Transition Guidance (effective for annual periods beginning on or after 1 January 2013),
- IFRS 10 (Amendment) "Consolidated Financial Statements", IFRS 12 (Amendment) "Disclosures of Interests in Other Entities" and IAS 27 (Amendment) "Separate Financial Statements" Investment Entities (effective for annual periods beginning on or after 1 January 2014),
- Amendments to various standards "Improvements to IFRSs (2012)" resulting from the annual improvement project of IFRS published on 17 May 2012 (IFRS 1, IAS 1, IAS 16, IAS 32, IAS 34) primarily with a view to removing inconsistencies and clarifying wording (amendments are to be applied for annual periods beginning on or after 1 January 2013).

The adoption of the above presented Amendments and new Standards and Interpretations would have no significant impact on the Consolidated Financial Statements of the Group, except of the application of IFRS 9 and IFRS 10 which might have significant impact on the Group consolidated financial statements, the Group will analyse the impact after the adoption of the standards by EU.

#### **NOTE 2:** SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Significant accounting policies applied in the preparation of the accompanying consolidated financial statements are summarized below:

#### 2.1. Basis of Presentation

These Consolidated Financial Statements have been prepared under the historical cost convention with the exception of certain financial instruments, which are recorded at fair value. Revenues and expenses are recorded in the period in which they are earned or incurred.

The presentation of Consolidated Financial Statements in conformity with IFRS requires the management of the Group to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and their reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Future changes in economic conditions, business strategies, regulatory requirements, accounting rules and other factors could result in a change in estimates that could have a material impact on future financial statements.

#### 2.2. Foreign currency translation

In preparing the financial statements of each individual group entity, transactions in currencies other than the entity's presentation currency (HUF) are translated into HUF are recognised at the rates of exchange prevailing at the dates of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the exchange rates quoted by the National Bank of Hungary ("NBH"), or if there is no official rate, at exchange rates quoted by OTP as at the date of the Consolidated Financial Statements. Non-monetary items carried at fair value that are denominated in foreign currencies are retranslated at the rates prevailing at the date when the fair value was determined. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.2. Foreign currency translation [continued]

Exchange differences on monetary items are recognised in profit or loss in the period in which they arise except for:

- exchange differences on foreign currency borrowings relating to assets under construction for future productive
  use, which are included in the cost of those assets when they are regarded as an adjustment to interest costs on
  those foreign currency borrowings;
- -exchange differences on transactions entered into in order to hedge certain foreign currency risks (see note 2.7 below for hedging accounting policies); and
- -exchange differences on monetary items receivable from or payable to a foreign operation for which settlement is neither planned nor likely to occur (therefore forming part of the net investment in the foreign operation), which are recognised initially in other comprehensive income and reclassified from equity to profit or loss on repayment of the monetary items.

For the purposes of presenting consolidated financial statements, the assets and liabilities of the Group's foreign operations are translated into HUF using exchange rates prevailing at the end of each reporting period. Income and expense items are translated at the average exchange rates for the period, unless exchange rates fluctuate significantly during that period, in which case the exchange rates at the dates of the transactions are used. Exchange differences arising, if any, are recognised in other comprehensive income and accumulated in equity (attributed to non-controlling interests as appropriate).

On the disposal of a foreign operation (i.e. a disposal of the Group's entire interest in a foreign operation, or a disposal involving loss of control over a subsidiary that includes a foreign operation, a disposal involving loss of joint control over a jointly controlled entity that includes a foreign operation, or a disposal involving loss of significant influence over an associate that includes a foreign operation), all of the exchange differences accumulated in equity in respect of that operation attributable to the owners of the Group are reclassified to profit or loss.

In addition, in relation to a partial disposal of a subsidiary that does not result in the Group losing control over the subsidiary, the proportionate share of accumulated exchange differences are re-attributed to non-controlling interests and are not recognised in profit or loss. For all other partial disposals (i.e. partial disposals of associates or jointly controlled entities that do not result in the Group losing significant influence or joint control), the proportionate share of the accumulated exchange differences is reclassified to profit or loss.

Goodwill and fair value adjustments on identifiable assets and liabilities acquired arising on the acquisition of a foreign operation are treated as assets and liabilities of the foreign operation and translated at the rate of exchange prevailing at the end of each reporting period. Exchange differences arising are recognised in other comprehensive income and accumulated in equity.

#### 2.3. Principles of consolidation

Included in these Consolidated Financial Statements are the accounts of those subsidiaries in which the Bank exercises control. The list of the major fully consolidated subsidiaries, the percentage of issued capital owned by the Bank and the description of their activities is provided in Note 31. However, certain subsidiaries in which the Bank holds a significant interest have not been consolidated because the effect of consolidating such companies is not material to the Consolidated Financial Statements as a whole (see Note 2.11.).

As the ultimate parent, the Bank is preparing consolidated financial statement of the Group.

#### 2.4. Accounting for acquisitions

Subsidiaries are accounted for using purchase method of accounting. Any goodwill arising on acquisition is recognized in the Consolidated Statement of Financial Position and accounted for as indicated below.

The acquisition date is the date on which the acquirer effectively obtains control over the acquiree. Before this date, it should be presented as Advance for investments within Other assets.

Goodwill, which represents the residual cost of the acquisition after obtaining the control over the acquiree in the fair value of the identifiable assets, liabilities and contingent liabilities acquired, is held as an intangible asset and recorded at cost less any accumulated impairment losses in the Consolidated Financial Statements.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.4. Accounting for acquisitions [continued]

If the Group loses control of a subsidiary, derecognizes the assets (including any goodwill) and liabilities of the subsidiary at their carrying amounts at the date when control is lost and recognizes any difference as a gain or loss on the sale attributable to the parent in Statement of Recognized Income.

Goodwill acquired in a business combination is tested for impairment annually or more frequently if events or changes in circumstances indicate. The goodwill is allocated to the cost generating units that are expected to benefit from the synergies of the combinations.

The Group calculates the value in use a discounted cash-flow model. The 5 year period explicit cash-flow model serves as a basis for the impairment test by which the Group defines the impairment need on goodwill based on the strategic factors and financial data of its cash-generating units.

The Group, in its strategic plan, has taken into consideration the effects of the present global economic situation, the probable economic decline and their possible influence on the financial sector as well as the limited external refinancing funds, the lower possibility of the expansion and the prospective effects of all these above mentioned factors.

Negative goodwill, when the interest of the acquirer in the net fair value of the acquired identifiable net assets exceeds the cost of the business combination, is recognized immediately in the Consolidated Statement of Recognized Income as other income.

#### 2.5. Securities held-to-maturity

Investments in securities are accounted for on a settlement date basis and are initially measured at fair value. At subsequent reporting dates, securities that the Group has the expressed intention and ability to hold to maturity are measured at amortised cost, less any impairment losses recognized to reflect irrecoverable amounts.

The annual amortisation of any discount or premium on the acquisition of a held-to-maturity security is aggregated with other investment income receivable over the term of the investment so that the revenue recognized in each period represents a constant yield on the investment.

Such securities comprise mainly securities issued by the Hungarian and foreign Government, discounted Treasury bills, mortgage bonds and foreign bonds.

#### 2.6. Financial assets at fair value through profit or loss

#### 2.6.1. Securities held for trading

Investments in securities are accounted for on a settlement date basis and are initially measured at fair value. Securities held for trading are measured at subsequent reporting dates at fair value. Unrealized gains and losses on held for trading securities are recognized in profit or loss and included in the Consolidated Statement of Recognized Income for the period. Such securities consist of corporate shares, Hungarian and foreign government bonds, securities issued by NBH, discounted treasury bills and other securities.

#### **2.6.2.** Derivative financial instruments

In the normal course of business, the Group is a party to contracts for derivative financial instruments, which represent a very low initial investment compared to the notional value of the contract. The derivative financial instruments used include interest rate forward or swap agreements and currency forward or swap agreements and options. These financial instruments are used by the Group both for trading purposes and to hedge interest rate risk and currency exposures associated with its transactions in the financial markets.

Derivative financial instruments are accounted for on a trade date basis and are initially measured at fair value and at subsequent reporting dates also at fair value. Fair values are obtained from quoted market prices, discounted cash flow models and option pricing models as appropriate. The Group adopts multi curve valuation approach for calculating the net present value of future cash flows – based on different curves used for determining forward rates and used for discounting purposes. It shows the best estimation of such derivative deals that are collateralised as the Group has almost all of its open derivative transactions collateralised. There is no other credit value (CVA), debit value (DVA) or funding value (FVA) adjustment applied.

Changes in the fair value of derivative financial instruments that do not qualify for hedge accounting are recognized in profit or loss and are included in the Consolidated Statement of Recognized Income for the period. All derivatives are carried as assets when fair value is positive and as liabilities when fair value is negative.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.6.2. Derivative financial instruments [continued]

Certain derivative transactions, while providing effective economic hedges under the risk management policy of the Group, do not qualify for hedge accounting under the specific rules of IAS 39 and are therefore treated as derivatives held for trading with fair value gains and losses charged directly to the Consolidated Statement of Recognized Income.

#### 2.7. Derivative financial instruments designated as a fair-value or cash flow hedge

Changes in the fair value of derivatives that are designated and qualify as fair value hedges and that prove to be highly effective in relation to the hedged risk, are recorded in the Consolidated Statement of Recognized Income along with the corresponding change in fair value of the hedged asset or liability that is attributable to the specific hedged risk. The ineffective element of the hedge is charged directly to the Consolidated Statement of Recognized Income.

The conditions of hedge accounting applied by the Bank are the following: formally designed as hedge, proper hedge documentation is prepared, effectiveness test is performed and based on it the hedge is qualified as effective.

Changes in fair value of derivatives that are designated and qualify as cash flow hedges and that prove to be highly effective in relation to the hedged risk are recognized as reserve in the shareholders' equity. Amounts deferred in equity are transferred to the Consolidated Statement of Recognized Income and classified as revenue or expense in the periods during which the hedged assets and liabilities effect the Consolidated Statement of Recognized Income for the period. The ineffective element of the hedge is charged directly to the Consolidated Statement of Recognized Income.

#### 2.8. Securities available-for-sale

Investments in securities are accounted for on a settlement date basis and are initially measured at fair value. Securities available-for-sale are measured at subsequent reporting dates at fair value. Unrealized gains and losses on available-for-sale financial instruments are recognized directly in Other Comprehensive Income, unless such available-for-sale security is part of an effective hedge. Such gains and losses will be reported when realized in Consolidated Statement of Recognized Income for the applicable period.

Such securities consist of Hungarian and foreign government bonds, bonds issued by NBH, corporate bonds, discounted Treasury bills and other securities. Other securities include shares in investment funds and shares in non-financing companies. The provision for impairment is calculated based on discounted cash flow methodology for debt instruments and calculated based on fair valuation on equity instruments, using the expected future cash flow and original effective interest rate if there is objective evidence of and impairment.

Securities available-for-sale are remeasured at fair value based on quoted prices or amounts derived from cash flow models. In circumstances where the quoted market prices are not readily available, the fair value of debt securities is estimated using the present value of future cash flows and the fair value of any unquoted equity instruments are calculated using the EPS ratio.

Those available-for-sale financial assets that do not have a quoted market price and whose fair value cannot be reliably measured by other models mentioned above, are measured at cost, less provision for impairment, when appropriate. This exception is related only to equity instruments. Impairment on equity available-for-sale securities is accounted only if there is a significant or prolonged decrease in the market value.

#### 2.9. Loans, placements with other banks and allowance for loan and placement losses

Loans and placements with other banks are amortized cost, stated at the principal amounts outstanding (including accrued interest), net of allowance for loan or placement losses, respectively. Interest is accrued and credited to income based on the principal amount outstanding.

When a borrower is unable to meet payments as they fall due or, in the opinion of the management, there is an indication that a borrower may be unable to meet payments as they fall due, all unpaid interest is impaired.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.9. Loans, placements with other banks and allowance for loan and placement losses [continued]

The amount of allowance is the difference between the carrying amount and the recoverable amount, being the present value of the expected cash flows, including amounts recoverable from guarantees and collateral, discounted at the original effective interest rate.

Allowance for loan and placement losses with other banks represent management assessment for potential losses in relation to these activities.

The allowances for loan and placement losses are maintained to cover losses that have been specifically identified and for potential losses which may be present based on portfolio performance.

Write-offs are generally recorded after all reasonable restructuring or collection activities have taken place and the possibility of further recovery is considered to be remote. The loan is written off against the related account "Provision for impairment on loan and placement losses" in the Consolidated Statement of Recognized Income. If the reason for provisioning is no longer deemed appropriate, the redundant provisioning charge is released into net operating income.

The Group classifies the previously performing loans that have been renegotiated automatically to the to-bemonitored risk class for a certain period and records at least 1 per cent provision for impairment on them.

#### 2.10. Sale and repurchase agreements, security lending

Where debt or equity securities are sold under a commitment to repurchase them at a pre-determined price, they remain on Statement of Financial Position and the consideration received is recorded in Other liabilities or Amounts due to banks, the Hungarian Government, deposits from the National Banks and other banks. Conversely, debt or equity securities purchased under a commitment to resell are not recognized in the Statement of Financial Position and the consideration paid is recorded either in Placements with other banks or Deposits from customers. Interest is accrued evenly over the life of the repurchase agreement.

In the case of security lending transactions the Group doesn't recognize or derecognize the securities because believes that the transferor retains substantially all the risks and rewards of the ownership of the securities. Only a financial liability or financial receivable is recognized for the consideration amount.

#### 2.11. Associates and other investments

Companies where the Bank has the ability to exercise significant influence are accounted for using the equity method. However, certain associated companies in which the Bank holds a significant interest have not been accounted for in accordance with the equity method because the effect of using the equity method to account for such companies is not material to the consolidated financial statements as a whole.

Unconsolidated subsidiaries and associated companies that were not accounted for using the equity method and other investments where the Bank does not hold a significant interest are recorded according to IAS 39, when appropriate.

Gains and losses on the sale of investments are determined on the basis of the specific identification of the cost of each investment.

#### 2.12. Property and equipment, Intangible assets

Property and equipment and Intangible assets are stated at cost, less accumulated depreciation and amortization and impairment, if any. The depreciable amount (book value less residual value) of the non-current assets must be allocated over the useful lives.

Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the assets based on the following annual percentages:

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.12. Property and equipment, Intangible assets [continued]

Intangible assets

Software
Property rights

Software
Property

1-50%

Office equipments and vehicles

2.5-50%

Depreciation and amortization on Property and equipment and Intangible assets commence on the day such assets are placed into service.

At each balance sheet date, the Group reviews the carrying value of its Property and equipment and Intangible assets to determine if there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated to determine the extent (if any) of the impairment loss. Where it is not possible to estimate the recoverable amount of an individual asset, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Where the carrying value of Property and equipment and Intangible assets is greater than the estimated recoverable amount, it is impaired immediately to the estimated recoverable amount.

#### 2.13. Financial liabilities

The financial liabilities are presented within financial liabilities at fair value through profit or loss or financial liabilities measured at amortized costs. In connection to the financial liabilities at fair value through profit or loss, the Group presents the amount of change in their fair value originated from the changes of market conditions and business environment. Financial liabilities at fair value through profit or loss are either financial liabilities held for trading or they are designated upon initial recognition as at fair value through profit or loss. In the case of financial liabilities measured at amortized cost fees and commissions related to the origination of the financial liability are recognized through profit or loss during the maturity of the instrument. In certain cases the Group repurchases a part of financial liabilities (mainly issued securities or subordinated bonds) and the difference between the carrying amount of the financial liability and the amount paid for it is recognized in the net profit or loss for the period and included in other operating income.

#### **2.14.** Leases

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

#### The Group as a lessor

Amounts due from lessees under finance leases are recorded as other receivables at the amount of the net investment in the lease of the Group. Finance lease income is allocated to accounting periods so as to reflect a constant rate of return on the net investment outstanding of the Group in respect of the leases. Direct costs such as commissions are included in the initial measurement of the finance lease receivables.

Rental income from operating leases is recognized on a straight-line basis over the term of the relevant lease.

#### The Group as a lessee

Assets held under finance leases, which confer rights and obligations similar to those attached to owned assets, are capitalised at their fair value and depreciated over the useful lives of assets. The principal element of each future lease obligation is recorded as a liability, while the interest elements are charged to the Consolidated Statement of Recognized Income over the period of the leases to produce a constant rate of charge on the balance of principal payments outstanding.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.14. Leases [continued]

Payments made under operating leases are charged to the Consolidated Statement of Recognized and Comprehensive Income on a straight-line basis over the term of the lease. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognized as an expense in the period in which termination takes place.

#### 2.15. Treasury shares

Treasury shares are shares which are purchased on the stock exchange and the over-the-counter market by the Bank and its subsidiaries and are presented in the Consolidated Financial Position at cost as a deduction from Consolidated Shareholders' Equity.

Gains and losses on the sale of treasury shares are credited or charged directly to shareholder's equity. Derecognition of treasury shares is based on the FIFO method.

#### 2.16. Interest income and interest expense

The interest income and expense are recognized in the Consolidated Statement of Recognized Income on an accrual basis based on the IAS 18 Revenue, referring to provision of IAS 39. The Group recognizes interest income when assumes that the interest associated with the transaction will flow to the Group and the amount of the revenue can reasonably be measured. All interest income and expense recognized are arising from loans, placements with other banks, securities held for trading, securities available-for-sale, securities held-to-maturity and amounts due to banks, deposits from customers, liabilities from issued securities, subordinated bond and loans are presented under these lines.

#### 2.17. Fees and Commissions

Fees and commissions are recognized using the effective interest method referring to provisions of IAS 39, when they relate and have to be included in amortized cost model. Certain fees and commissions that are not involved in the amortized cost model are recognized in the Consolidated Statement of Recognized Income on an accrual basis based on IAS 18.

#### 2.18. Dividend income

The Group recognizes dividend income in the consolidated financial statements when its right to receive payment is established.

#### 2.19. Income tax

The annual taxation charge is based on the tax payable under fiscal regulations prevailing in the country where the company is incorporated, adjusted for deferred taxation.

Deferred taxation is accounted for using the balance sheet liability method in respect of temporary differences between the tax bases of assets and liabilities and their carrying value for financial reporting purposes, measured at the tax rates that apply to the future period when the asset is expected to be realized or the liability is settled.

Deferred tax assets are recognized by the Group for the amounts of income taxes that are recoverable in future periods in respect of deductible temporary differences as well as the carryforward of unused tax losses and the carryforward of unused tax credits.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.20. Off-balance sheet commitments and contingent liabilities

In the ordinary course of its business, the Group enters into off-balance sheet commitments such as guarantees, letters of credit, commitments to extend credit and transactions with financial instruments. The provision for impairment on off-balance sheet commitments and contingent liabilities is maintained at a level adequate to absorb future cash outflows which are probable and relate to present obligations.

Management determines the adequacy of the allowance based upon reviews of individual items, recent loss experience, current economic conditions, the risk characteristics of the various categories of transactions and other pertinent factors.

The Group recognizes provision when it has a present obligation as a result of a past event; it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation; and a reliable estimate can be made of the obligation.

#### 2.21. Share-based payment

The Bank has applied the requirements of IFRS 2 Share-based Payment.

The Bank issues equity-settled share-based payment to certain employees. Equity-settled share-based payment is measured at fair value at the grant date. The fair value determined at the grant date of the equity-settled share-based payment is expensed on a straight-line basis over the year, based on the Bank's estimate of shares that will eventually vest. Share-based payment is recorded in Consolidated Statement of Recognized Income as Personnel expenses.

Fair value is measured by use of a binomial model. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

#### 2.22. Consolidated Statement of Cash Flows

For the purposes of reporting Consolidated Statement of Cash Flows, cash and cash equivalents include cash, due from banks and balances with the National Banks, excluding the compulsory reserve established by the National Banks. Consolidated cash flows from hedging activities are classified in the same category as the item being hedged. The unrealized gains and losses from the translation of monetary items to the closing foreign exchange rates and unrealized gains and losses from derivative financial instruments are presented net in the statement of cash-flows for the monetary items which were being revaluated.

#### 2.23. Segment reporting

IFRS 8 Operating Segments requires operating segments to be identified on the basis of internal reports about components of the Group that are regularly reviewed by the chief operating decision maker in order to allocate resources to the segments and to assess their performance.

Based on the above, the segments identified by the Group are the business and geographical segments.

The Group's operating segments under IFRS 8 are therefore as follows: OTP Core Hungary, Russia, Ukraine, Bulgaria, Romania, Serbia, Croatia, Slovakia, Montenegro, Leasing subsidiaries, Asset Management subsidiaries, Other subsidiaries, Corporate Center.

#### 2.24. Comparative figures

There were no changes in prior period data due to either prior period error or change in accounting policies. In some notes certain amounts in the Consolidated Financial Statements for the year ended 31 December 2011 have been restructured within the particular note to conform with the current year presentation and these amounts are not significant.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.25. Events in accordance with early repayment at fixed exchange rates

The Hungarian Government announced the Country Protection Action Plan on 12 September 2011. The most significant arrangement, which directly affected the Bank, was the opportunity of early repayment at fixed exchange rates.

If certain conditions completed by the borrowers FX based mortgage loans could be repaid in one amount at fixed conversion rate ("early repayment") determined in the Law on Credit Institutions (Swiss Franc 180 HUF/CHF, Euro 250 HUF/EUR, Japanese Yen 2 HUF/JPY). Act CXXI of 2011 ("On the amendment of the acts in connection with the protection of homes") on early repayment was acted on 29 September 2011. Under the law the Bank was not allowed to charge any fees or other commissions for early repayment. Furthermore banks carried the loss derived from the difference between the book value recorded on market price and the paid amount calculated at fixed exchange rate as an early repayment. If the borrower had met the conditions determined by the law, the lender would not have been allowed to refuse the early repayment, and should have prepared the settlement of the contract in 60 days.

The final closing date of the opportunity of early repayment was 28 February 2012.

On 10 October 2011 the Bank and OTP Mortgage Bank Ltd. ("OTP Mortgage Bank") made a guarantee contract about a facility in the amount of HUF 200 billion. Based on this agreement the Bank compensated the loss of OTP Mortgage Bank on early repayment of FX based mortgage loans. The fee for guarantee was determined in the amount of HUF 5 billion.

On 26 October 2011 the Bank and OTP Flat Lease Ltd. ("OTP Flat Lease") made a guarantee contract about a facility in the amount of HUF 2 billion. Based on this agreement the Bank compensated the loss of OTP Flat Lease on early repayment of FX based mortgage loans. The fee for guarantee was determined in the amount of HUF 25 million.

In accordance with the guarantee contract OTP compensated the losses derived from the early repayment of OTP Mortgage Bank and OTP Flat Lease.

Up to 31 December 2011 – together at the Bank, OTP Mortgage Bank and OTP Flat Lease – 21,146 customers paid back their FX mortgage loans. Therefore provision for impairment on loan losses in the amount of HUF 32,152 million was recognized at the Group. Provision for impairment on loan losses in the amount of HUF 2,962 million was recognized at OTP relating to early repayment of the Bank's own customers.

In the year of 2012 – together at the Bank, OTP Mortgage Bank and OTP Flat Lease – additional 14,934 customers paid back their FX mortgage loans. Therefore provision for impairment on loan losses in the amount of HUF 32,901 million was recognized at the Group. Provision for impairment on loan losses in the amount of HUF 2,101 million was recognized at OTP relating to early repayment of OTP Bank's own customers.

OTP recognized as provision for impairment in financial statements for the year of 2011 the calculated effect of the early repayment claimed and paid till 30 January 2012. Whole amount of the expected loss relating to the transactions claimed but not yet paid up to 30 January 2012 was impaired by OTP as the customers could have presented the collateral or the collateral certificate relating to the repayment till this date – according to Act CXII of 1996 on Credit Institutions Section 200/B paragraph 2 to take effect on 29 December 2011.

As a consequence of guarantee contract the Bank recognized provision on expected loss of OTP Mortgage Bank and OTP Flat Lease.

In the period from 1 till 30 January 2012 – together at the Bank and above subsidiaries – 14,854 customers paid back their FX mortgage loans and presented collateral certificate relating to early repayment on mortgage loan that in connection with provision in the amount of HUF 34,489 million (tax adjusted HUF 35,264 million) was recognized in the Group. Provision in the amount of HUF 2,164 million was recognized at the Bank relating to early repayment of the Bank's own customers. This amount of provision was released in 2012 parallel to recognizing of realised loan loss

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.25. Events in accordance with early repayment at fixed exchange rates [continued]

|   | 2012           | 2011          |
|---|----------------|---------------|
| Provision for impairment on loan losses relating to early repayment at the Group                          | 32,901         | 32,152        |
| (Release of provision) / provision recognized at the Group relating to early repayment                    | (35,264)       | <u>35,264</u> |
| (Release of provision) / provision for impairment on loan losses relating to early repayment at the Group | <u>(2,363)</u> | <u>67,416</u> |

Investments in subsidiaries were raised with HUF 47,027 million – with the amount paid as compensation for OTP Mortgage Bank and OTP Flat Lease within the frames of guarantee contracts – as at 31 December 2011 and parallel with that provision for impairment was recognized on investments at the same amount. In 2012 correction occurred based on final realised loss related to early repayment as investments in subsidiaries were lowered with HUF 3,257 million and parallel with that provision for impairment was released at the same amount.

|  | 2012           | 2011          |
|--|----------------|---------------|
| (Release of provision) / provision for impairment on loan losses relating to early repayment at OTP Mortgage Bank and OTP Flat Lease   | (1,534)        | 61,515        |
| Loan losses recognized as provision are deducted at OTP Mortgage Bank as according to contract this loss is not refunded by OTP  | (1,723)        | (588)         |
| Tax refund at OTP Mortgage Bank and OTP Flat Lease – loss is not refunded by OTP   | <u>=</u>       | (8,875)       |
| Refundable (gain) / loss for OTP Mortgage Bank and OTP Flat Lease recognizing at OTP in connection with the guarantee  | (3,257)        | <u>52,052</u> |
| Fee for guarantee paid by OTP Mortgage Bank and OTP Flat Lease  Refundable (gain) / loss for OTP Mortgage Bank and OTP Flat Lease  recognizing at OTP in connection with the guarantee – | Ξ              | (5,025)       |
| Recognizing as increasing of Investments in subsidiaries   | <u>(3,257)</u> | <u>47,027</u> |

In case of loans related to early repayment, interest was recognized at fixed exchange rate in interest income.

During calculating the loss arising from the early repayment, loss falling to share of interest was taken into account which was recognized on the line of Interest income from loans (See Note 23.).

Regarding to 2011 amendment of Act LIX of 2006 the financial institution reduced the 2011 amount of the payable bank tax as a tax refund with 30% of the loss from paid FX based mortgage loans. If the tax refund had exceeded the bank tax determined for the year 2011, the difference could have been claimed at tax determination for 2011 by the related parties (one or more financial institution or insurance company) ("tax refund beneficiary") of the financial institution.

Based on the arising losses at the Bank, OTP Mortgage Bank and OTP Flat Lease, Merkantil Bank Ltd. ("Merkantil Bank") and Merkantil Car Ltd. ("Merkantil Car") total HUF 20,606 million tax refund was carried out at the Group's level from the bank tax paid and recognized in 2011.

The Bank recognized HUF 10,467 million as tax refund in the separate financial statements. The difference was asserted as tax refund by the other subsidiaries of the Group. The amount of the difference was rectified by HUF 1,090 million based on final realised loss related to early repayment.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

#### 2.25. Events in accordance with early repayment at fixed exchange rates [continued]

|  | Total         | 2012           | 2011          |
|--|---------------|----------------|---------------|
| Total expenditure at the Group affected by early repayment                               | 65,053        | (1,588)        | 66,641        |
| During calculation of amount deductible from bank tax, provision for impairment owing to |               | (2.0.47)       | 2.045         |
| classification is taken into consideration   | -             | (2,047)        | 2,047         |
| Consolidation effect   | Ξ             | <u>(775)</u>   | <u>775</u>    |
| Total expenditure at the Group affected by early repayment                               | <= 0.==       | (4.440)        |               |
| considered at calculation of bank tax  | <u>65,053</u> | <u>(4,410)</u> | <u>69,463</u> |
| 30% of total expenditure at the Group affected by  |               |                |               |
| early repayment refundable from bank tax paid in 2011                                    | 19,516        | (1,090)        | 20,606        |
| Consolidation effect   | <u>=</u>      | (232)          | <u>232</u>    |
| 30% of total expenditure at the Group affected   |               |                |               |
| by early repayment refundable from bank tax paid in 2011                                 | <u>19,516</u> | <u>(1,322)</u> | <u>20,838</u> |
| Claim for bank tax refund at subsidiaries of the Group                                   |               |                |               |
| OTP Bank   | 9,377         | (1,090)        | 10,467        |
| OTP Mortgage Bank  | 8,759         | -              | 8,759         |
| OTP Flat Lease   | 116           | -              | 116           |
| Merkantil Bank   | 1,120         | -              | 1,120         |
| Merkantil Car  | 144           | -              | 144           |
| Bank tax effect of NBH tender  | <u>=</u>      | (232)          | <u>232</u>    |
|  | <u>19,516</u> | (1,322)        | <u>20,838</u> |

The NBH invited tenders for selling euro from 3 October 2011 what was announced regularly till 29 February 2012, above all weekly if necessary more frequently. Credit institution was obliged to utilize the same sum of foreign exchange as the amount published in information related to realized early repayment – according to Act on Credit Institutions 200/B – by the credit bank or the corresponding one. Credit institutions were obliged to exchange for HUF the unutilized part of EUR stock at original rate between 1 and 14 March 2012.

The Bank participated in three tenders on account of hedging the loss incurred as a consequence of early repayment at the Group.

|                       | Tender I.   | Tender II.  | Tender III. |
|-----------------------|-------------|-------------|-------------|
| Trade date of tender  | 14/09/2011  | 03/10/2011  | 02/01/2012  |
| Foreign exchange rate | 287.05      | 294.45      | 315.5       |
| EUR stock             | 350,000,000 | 200,000,000 | 189,000,000 |

EUR stock was recognized in the Group's Consolidated Financial Statements, in connection with that foreign exchange losses in the amount of HUF 5,278 million and gains in the amount of HUF 9,313 million were realised in the Consolidated Financial Statements as at 31 December 2012 and 2011. This sum is reducing the loss incurred related to early repayment at the level of the Group.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

### 2.26. The agreement on 15 December 2011 between the Hungarian Government and the Hungarian Banking Association

#### 1. Fixing of the exchange rate for calculating the monthly instalments, escrow account loan contract

On 28 June 2011, Act LXXV 2011 on fixing the exchange rate for calculating the monthly installments of retail FX mortgage loans and on the foreclosure order of residential real estates was announced. Accordingly, in favour of performing FX mortgage debtors with up to 90 days of delinquency, the natural person FX mortgage debtor could initiate in writing between 12 August and 31 December 2011 the fixing of the exchange rate used to specify his monthly installments for 36 months or until 31 December 2014 the latest. The fixed exchange rates were set at 180 HUF/CHF, 250 HUF/EUR and 2 HUF/JPY. For the difference between the fixed and the exceeding actual spot exchange rate, banks provided a special purpose HUF denominated mortgage loan ("escrow account loan"), granting of which is not regulated by the rules of prudent lending.

Escrow account loan is an appropriation established by the Hungarian Government to help FX mortgage debtors during the repayment of FX mortgage loans to finance the installment-proportion non-paid by debtors arising from the difference between the fixed and the exceeding actual spot exchange rate. During the time of fixing, the Bank was entitled to charge not more than the 3-months BUBOR interest rate on the HUF obligations on the escrow account which could be capitalized in every three months. Following the fixed exchange rate period debtors are obliged to pay installments of both the original mortgage and the escrow account loans. From that time the interest rate charged on the escrow account must not surpass the market rate applicable for HUF denominated mortgages provided for the same purpose as the original FX mortgage loan.

Based on the amendment of Act LXXV 2011 approved on 19 March 2012, escrow account loan with transformed terms could have been employed in 2012. Consequently terms and conditions of the new construction have become valid for all clients owning escrow account loan.

According to modified terms and conditions, contract of fixed exchange rate escrow account loan can be concluded for 60 months or until the last installment due before 30 June 2017 the latest. Closing date has been prolonged until 29 March 2013 in consequence of 22 December 2012 amendment of the Act. The fixed exchange rates were modified and set at 180 HUF/CHF, 250 HUF/EUR and 2.5 HUF/JPY. For the difference between the fixed and the exceeding actual spot exchange rate, banks provide a special purpose HUF denominated mortgage loan ("escrow account loan"), granting of which is not regulated by the rules of prudent lending. Escrow account loan is paid in HUF backing joint and several state guarantee during the fixed exchange rate period. During the fixed exchange rate period the Hungarian Government is refunding credit institutions the full proportion of monthly installments of retail FX mortgage loans above the fixed exchange rate, but not more than the highest exchange rate (270 HUF/CHF, 340 HUF/EUR, 3.3 HUF/JPY). Credit institutions are obliged to off-set 50% of the refunded amount – exempted receivable – for the year of 2012 by paying it back to the central budget as credit institutions' contribution.

The Government backs the escrow account in full through a State Guarantee during the fixed exchange rate period, subsequently the guarantee applies to 25% of the escrow account. In case of utilising of state guarantee credit institutions are obliged to pay contribution.

Regarding the fact that the expected number of debtors who concluded escrow account loan contract is low, the Bank decided not to employ the state guarantee.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

### 2.26. The agreement on 15 December 2011 between the Hungarian Government and the Hungarian Banking Association [continued]

### 1. Fixing of the exchange rate for calculating the monthly instalments, escrow account loan contract [continued]

An analysis of main figures related to escrow account loan construction:

|  | OTP    | OTP Mortgage<br>Bank | OTP Flat<br>Lease | Group   |
|--|--------|----------------------|-------------------|---------|
| Number of escrow account loans as at 31      |        |                      |                   |         |
| December 2012 (number of loans)              | 3,060  | 23,817               | 380               | 27,257  |
| Number of new contracts made after 1 April   |        |                      |                   |         |
| 2012 (number of contracts)                   | 2,988  | 23,324               | 386               | 26,698  |
| Gross value of escrow account loans as at 31 |        |                      |                   |         |
| December 2012 (in HUF mn)                    | 79     | 831                  | 3                 | 913     |
| Gross amount of fixed FX loans as at 31      |        |                      |                   |         |
| December 2012 (in HUF mn)                    | 13,444 | 187,606              | 5,346             | 206,396 |

An analysis of the effect of escrow account loan on financial statement as at 31 December 2012 at Group level:

|   | OTP | OTP Mortgage<br>Bank | OTP Flat<br>Lease | Group |
|---|-----|----------------------|-------------------|-------|
| Loss on interest from fixed exchange rate |     |                      |                   |       |
| refunded by the State                     | 60  | 824                  | -                 | 884   |
| Contribution paid for the State (50%)     | 30  | 412                  | _                 | 442   |

### 2. Conversion of FX mortgage loan into HUF denominated one in case of FX mortgage debtors with more than 90 days of delinquency

Financial institution qualified as provider of FX loan was obliged to convert whole receivable of uncancelled FX loan into HUF denominated loan at average middle FX rate published by NBH between 15 May and 15 June 2012 until 31 August 2012 if:

- a) no conversion into HUF denominated loan occurred yet
- b) the total market value of real estate serving as collateral did not exceed HUF 20 million at conclusion of FX loan contract
- c) at least HUF 78 thousand is the amount from debt which is due and delinquency of debtor more than 90 days as at 30 September 2011 and since then it is continuous
- d) right of legal enforcement is not recorded on real estate included in FX mortgage loan contract
- e) debtor made a statement in writing until 15 May 2012 that its delinquency was caused by significant and justifiable deterioration of ability to pay.

Financial institutions were obliged to cancel 25% of their receivable at the date of conversion into HUF loan. Financial institutions were not allowed to charge any fees or other commissions in connection with the conversion and the 25% cancellation of receivable.

Main figures of conversion into HUF denominated loans:

|  | OTP | OTP Mortgage<br>Bank | Group |
|--|-----|----------------------|-------|
| Number of DPD <sup>1</sup> 90+ loans (number of loans) | 11  | 90                   | 101   |
| Loan losses (in HUF mn)                                | 10  | 155                  | 165   |

<sup>1</sup> DPD: day past due

1

### NOTE 3: SIGNIFICANT ACCOUNTING ESTIMATES AND DECISIONS IN THE APPLICATION OF ACCOUNTING POLICIES

The presentation of financial statements in conformity with IFRS requires the management of the Group to make judgement about estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities as at the date of the financial statements and their reported amounts of revenues and expenses during the reporting period. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. The estimates and underlying assumptions are reviewed on ongoing basis. Revisions to accounting estimates are recognized in the period. Actual results could differ from those estimates. Significant areas of subjective judgement include:

#### 3.1. Impairment on loans and placements

The Group regularly assesses its loan portfolio for impairment. Management determines the adequacy of the allowances based upon reviews of individual loans and placements, recent loss experience, current economic conditions, the risk characteristics of the various categories of loans and other pertinent factors. Provisioning involves many uncertainties about the outcome of those risks and requires the management of the Group to make many subjective judgements in estimating the loss amounts.

#### 3.2. Valuation of instruments without direct quotations

Financial instruments without direct quotations in an active market are valued using the valuation model technique. The models are regularly reviewed and each model is calibrated for the most recent available market data. While the models are built only on available data, their use is subject to certain assumptions and estimates (e.g. correlations, volatilities, etc.). Changes in the model assumptions may affect the reported fair value of the relevant financial instruments.

#### 3.3. Provisions

Provisions are recognized and measured based on IAS 37 Provisions, Contingent Liabilities and Contingent Assets. The Group is involved in a number of ongoing legal disputes. Based upon historical experience and expert reports, the Group assesses the developments in these cases, and the likelihood and the amount of potential financial losses which are appropriately provided for. (See Note 17)

A provision is recognized by the Group when it has a present obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

Provision for off-balance sheet items includes provision for litigation, provision for retirement and expected liabilities, for commitments to extend credit, provision for warranties arising from banking activities and provision for confirmed letter of credit.

#### 3.4. Impairment on goodwill

Goodwill acquired in a business combination is tested for impairment annually or more frequently when there is an indication that the unit might be impaired, in accordance with IAS 36 "Impairment of assets".

The Group calculates the value in use a discounted cash-flow model. The 5 year period explicit cash-flow model serves as a basis for the impairment test by which the Group defines the impairment need on goodwill based on the strategic factors and financial data of its cash-generating units. In the calculation of the goodwill impairment, also the expectations about possible variations in the amount or timing of those future cash flows, the time value of money, represented by the current market risk-free rate of interest and other factors are reflected.

### NOTE 4: CASH, AMOUNTS DUE FROM BANKS AND BALANCES WITH THE NATIONAL BANKS (in HUF mn)

|   | 2012           | 2011           |
|---|----------------|----------------|
| Cash on hand  |                |                |
| In HUF  | 59,693         | 53,713         |
| In foreign currency   | <u>127,126</u> | 124,737        |
|   | <u>186,819</u> | <u>178,450</u> |
| Amounts due from banks and balances with the National Ba                  | nks            |                |
| Within one year:  |                |                |
| In HUF  | 134,828        | 138,915        |
| In foreign currency   | <u>279,755</u> | 277,315        |
|   | 414,583        | 416,230        |
| Over one year:  |                |                |
| In HUF  | -              | -              |
| In foreign currency   | <u>659</u>     | <u>796</u>     |
|   | <u>659</u>     | <u>796</u>     |
|   |                |                |
| Accrued interest  | <u>460</u>     | <u>510</u>     |
|   | 415,702        | 417,536        |
| Total   | <u>602,521</u> | <u>595,986</u> |
| Compulsory reserve set by the<br>National Banks                           | <u>270,592</u> | <u>280,809</u> |
| NOTE 5: PLACEMENTS WITH OTHER BANKS, NET FOR PLACEMENT LOSSES (in HUF mn) | Γ OF ALLOWANCE |                |
|   |                |                |
|   | 2012           | 2011           |
| Within one year   |                |                |
| In HUF  | 40,882         | 16,442         |
| In foreign currency   | <u>294,509</u> | <u>403,346</u> |
|   | <u>335,391</u> | <u>419,788</u> |
| Over one year   |                |                |
| In HUF  | 15,000         | -              |
| In foreign currency   | <u>7,183</u>   | 3,633          |
|   | <u>22,183</u>  | <u>3,633</u>   |
| Accrued interest  | <u>403</u>     | <u>521</u>     |
| Provision for impairment on placement losses                              | <u>(1,111)</u> | (1,165)        |
|   | (1,111)        | <del></del>    |
| Total   | <u>356,866</u> | 422,777        |

### NOTE 5: PLACEMENTS WITH OTHER BANKS, NET OF ALLOWANCE FOR PLACEMENT LOSSES (in HUF mn) [continued]

An analysis of the change in the provision for impairment on placement with other banks, net of allowance for placement losses is as follows:

|   | 2012            | 2011          |
|---|-----------------|---------------|
| Balance as at 1 January                               | 1,165           | 1,981         |
| Provision for the period                              | 1,479           | 166           |
| Release of provision for the period                   | (1,375)         | (1,091)       |
| Foreign currency translation difference               | <u>(158)</u>    | <u>109</u>    |
| Closing balance                                       | <u>1,111</u>    | <u>1,165</u>  |
| Interest conditions of placements with other banks:   | 2012            | 2011          |
| In HUF  | 0.1% - 9.4%     | 1.6% - 15.2%  |
| In foreign currency                                   | 0.002% - 10.09% | 0.01% - 18.5% |
|   | 2012            | 2011          |
| Average interest rates on placements with other banks | 2.28%           | 1.91%         |

### NOTE 6: FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS (in HUF mn)

|  | 2012           | 2011           |
|--|----------------|----------------|
| Securities held for trading                    |                |                |
| Corporate shares                               | 90,779         | 88,138         |
| Government bonds                               | 12,476         | 33,068         |
| Hungarian government discounted treasury bills | 2,098          | 4,146          |
| Securities issued by the NBH                   | 1,333          | 1,715          |
| Other securities                               | 7,741          | 3,388          |
| Other non-interest bearing securities          | <u>6,913</u>   | <u>7,938</u>   |
|  | <u>121,340</u> | <u>138,393</u> |
| Accrued interest                               | <u>480</u>     | <u>937</u>     |
| Total  | <u>121,820</u> | <u>139,330</u> |

### NOTE 6: FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS (in HUF mn) [continued]

| Positive fair value of derivative financial instruments classified as held for trading | Positive fair | value of deriv | ative financia | al instruments | classified a | as held for t | rading |
|--|---------------|----------------|----------------|----------------|--------------|---------------|--------|
|--|---------------|----------------|----------------|----------------|--------------|---------------|--------|

|   | 2012                       | 2011           |
|---|----------------------------|----------------|
| Interest rate swaps classified as held for trading CCIRS and mark-to-market CCIRS <sup>1</sup> classified as held for | 73,183                     | 39,370         |
| trading   | 10,298                     | 27,448         |
| Foreign exchange swaps classified as held for trading   | 7,173                      | 18,596         |
| Other transactions classified as held for trading   | <u>10,400</u>              | 16,538         |
|   | <u>101,054</u>             | <u>101,952</u> |
| Total   | <u>222,874</u>             | <u>241,282</u> |
| An analysis of securities held for trading portfolio by currency (%)  | ):                         |                |
|   | 2012                       | 2011           |
| Denominated in HUF (%)  | 80.2%                      | 81.8%          |
| Denominated in foreign currency (%)   | <u>19.8%</u>               | 18.2%          |
| Total   | <u>100.0%</u>              | <u>100.0%</u>  |
| An analysis of government bond portfolio by currency (%):   |                            |                |
|   | 2012                       | 2011           |
| Denominated in HUF (%)  | 9.9%                       | 58.3%          |
| Denominated in foreign currency (%)   | 90.1%                      | <u>41.7%</u>   |
| Total   | <u>100.0%</u>              | <u>100.0%</u>  |
|   | 2012                       | 2011           |
| Interest rates on securities held for trading   | 1.2% - 12.0%               | 1.2% - 12.0%   |
| Average interest rates on securities held for trading   | 5.54%                      | 3.70%          |
| Interest conditions and the remaining maturities of securities held for   | or trading can be analysed | as follows:    |
|   | 2012                       | 2011           |
| Within five years   |                            |                |
| With variable interest  | 2                          | 1,042          |
| With fixed interest   | <u>21,587</u>              | <u>26,090</u>  |
|   | <u>21,589</u>              | <u>27,132</u>  |
| Over five years   |                            | 0.1.0          |
| With variable interest  | -                          | 919            |
| With fixed interest   | 2,059                      | <u>14,266</u>  |
|   | <u>2,059</u>               | <u>15,185</u>  |
| Non-interest bearing securities   | <u>97,692</u>              | <u>96,076</u>  |
| Total   | <u>121,340</u>             | 138,393        |

 $<sup>^{\</sup>rm 1}$  CCIRS: Cross Currency Interest Rate Swaps (See Note 28)

#### NOTE 7: SECURITIES AVAILABLE-FOR-SALE (in HUF mn)

|   | 2012             | 2011             |
|---|------------------|------------------|
| Securities available-for-sale                             |                  |                  |
| Bonds issued by NBH                                       | 860,081          | 509,667          |
| Government bonds  | 370,329          | 477,917          |
| Corporate bonds   | 51,527           | 33,828           |
| From this:  |                  |                  |
| Listed securities:  |                  |                  |
| In HUF  | -                | -                |
| In foreign currency                                       | <u>45,966</u>    | <u>26,643</u>    |
|   | <u>45,966</u>    | <u>26,643</u>    |
| Non-listed securities:                                    |                  |                  |
| In HUF  | -                | -                |
| In foreign currency                                       | <u>5,561</u>     | <u>7,185</u>     |
|   | <u>5,561</u>     | <u>7,185</u>     |
| Other non-interest bearing securities                     | 39,810           | 34,223           |
| From this:  |                  |                  |
| Listed securities:  |                  |                  |
| In HUF  | -                | 273              |
| In foreign currency                                       | <u>6,829</u>     | <u>7,225</u>     |
|   | <u>6,829</u>     | <u>7,498</u>     |
| Non-listed securities:                                    |                  |                  |
| In HUF  | 28,647           | 23,322           |
| In foreign currency                                       | <u>4,334</u>     | <u>3,403</u>     |
|   | <u>32,981</u>    | <u>26,725</u>    |
| Discounted treasury bills                                 | 34,853           | 35,388           |
| Mortgage bonds  | 151              | 163              |
| Other securities  | 44,022           | <u>17,902</u>    |
|   | <u>1,400,773</u> | <u>1,109,088</u> |
| Accrued interest  | <u>11,630</u>    | <u>18,697</u>    |
| Provision for impairment on securities available-for-sale | (1,226)          | (1,930)          |
| Total   | <u>1,411,177</u> | <u>1,125,855</u> |

#### NOTE 7: SECURITIES AVAILABLE-FOR-SALE (in HUF mn) [continued]

| An analysis of securities available-for sale by currency (%):                   |                          |                         |
|---|--------------------------|-------------------------|
|   | 2012                     | 2011                    |
| Denominated in HUF (%)  | 81.4%                    | 81.7%                   |
| Denominated in foreign currency (%)   | <u>18.6%</u>             | <u>18.3%</u>            |
| Total   | <u>100.0%</u>            | <u>100.0%</u>           |
|   |                          |                         |
| An analysis of government bonds by currency (%):                                |                          |                         |
|   | 2012                     | 2011                    |
| Denominated in HUF (%)  | 64.1%                    | 75.8%                   |
| Denominated in foreign currency (%)   | <u>35.9%</u>             | <u>24.2%</u>            |
| Total   | <u>100.0%</u>            | <u>100.0%</u>           |
|   |                          |                         |
|   | 2012                     | 2011                    |
| Interest rates on securities available-for-sale denominated in                  |                          |                         |
| HUF   | 6.0% - 8.0%              | 5.3% - 8.0%             |
| Interest rates on securities available-for-sale denominated in foreign currency | 0.8% - 20.0%             | 0.4% - 20.0%            |
| 2 ,   |                          |                         |
|   | 2012                     | 2011                    |
| A   | 2012                     | 2011                    |
| Average interest rates on securities available-for-sale denominated in HUF      | 8.27%                    | 9.75%                   |
| Average interest rates on securities available-for-sale                         |                          |                         |
| denominated in foreign currency   | 3.39%                    | 5.95%                   |
|   |                          |                         |
| Interest conditions and the remaining maturities of available-for-sale          | e financial assets can l | ne analysed as follows: |
| meres conditions and the remaining maturities of available for said             | 2012                     | 2011                    |
| Within five years   |                          |                         |
| With variable interest  | 9,518                    | 1,890                   |
| With fixed interest   | <u>1,282,459</u>         | 909,946                 |
|   | <u>1,291,977</u>         | 911,836                 |
| Over five years   |                          |                         |
| With variable interest  | 2,521                    | 1,897                   |
| With fixed interest   | <u>66,465</u>            | 161,132                 |
|   | <u>68,986</u>            | <u>163,029</u>          |
| Non-interest bearing securities   | <u>39,810</u>            | 24 222                  |
| Non-increst ocaring securities  | <u> 37,010</u>           | 34,223                  |
| Total   | <u>1,400,773</u>         | <u>1,109,088</u>        |

#### NOTE 7: SECURITIES AVAILABLE-FOR-SALE (in HUF mn) [continued]

An analysis of the change in the provision for impairment on securities available-for-sale is as follows:

|   | 2012         | 2011         |
|---|--------------|--------------|
| Balance as at 1 January                 | 1,930        | 1,689        |
| Provision for the period                | 61           | 332          |
| Release of provision                    | (551)        | (19)         |
| Use of provision                        | (83)         | (291)        |
| Foreign currency translation difference | <u>(131)</u> | <u>219</u>   |
| Closing balance                         | <u>1,226</u> | <u>1,930</u> |

Certain securities are hedged against interest rate risk. See Note 39.

### NOTE 8: LOANS, NET OF ALLOWANCE FOR LOAN LOSSES (in HUF mn)

|   | 2012             | 2011             |
|---|------------------|------------------|
| Short-term loans and promissory notes (within one year) | 2,573,893        | 2,394,200        |
| Long-term loans and promissory notes (over one year)    | <u>4,973,154</u> | <u>5,653,270</u> |
|   | 7,547,047        | <u>8,047,470</u> |
| Accrued interest  | 71,320           | <u>61,161</u>    |
| Provision for impairment on loan losses                 | (1,154,176)      | (1,061,452)      |
| Total   | <u>6,464,191</u> | <u>7,047,179</u> |
| An analysis of the loan portfolio by currency (%):      |                  |                  |
|   | 2012             | 2011             |
| In HUF  | 26%              | 24%              |
| In foreign currency                                     | <u>74%</u>       | <u>76%</u>       |
| Total   | <u>100%</u>      | <u>100%</u>      |
| Interest rates of the loan portfolio are as follows:    |                  |                  |
|   | 2012             | 2011             |
| Short-term loans denominated in HUF                     | 4.5% - 43%       | 5% - 38.1%       |
| Long-term loans denominated in HUF                      | 2.7% - 43%       | 3% - 38.1%       |
| Short-term loans denominated in foreign currency        | 1% - 66%         | 1% - 66%         |
| Long-term loans denominated in foreign currency         | 0.1% - 58.6%     | 0.4% - 57.8%     |

### NOTE 8: LOANS, NET OF ALLOWANCE FOR LOAN LOSSES (in HUF mn) [continued]

|  | 2012   | 2011   |
|--|--------|--------|
| Average interest rates on loans denominated in HUF                       | 5.27%  | 4.56%  |
| Average interest rates on loans denominated in foreign currency          | 15.44% | 14.41% |
|  | 2012   | 2011   |
| Gross loan portfolio on which interest to customers is not being accrued | 18.2%  | 15.2%  |

An analysis of the loan portfolio by type, before provision for impairment on loan losses, is as follows:

|                    | 2012             |             | 2011             |             |
|--------------------|------------------|-------------|------------------|-------------|
| Retail loans       | 2,673,929        | 35%         | 2,677,482        | 33%         |
| Corporate loans    | 2,319,618        | 31%         | 2,547,123        | 32%         |
| Housing loans      | 2,248,435        | 30%         | 2,471,184        | 31%         |
| Municipality loans | <u>305,065</u>   | <u>4%</u>   | <u>351,681</u>   | <u>4%</u>   |
| Total              | <u>7,547,047</u> | <u>100%</u> | <u>8,047,470</u> | <u>100%</u> |

An analysis of the change in the provision for impairment on loan losses is as follows:

|   | 2012             | 2011             |
|---|------------------|------------------|
| Balance as at 1 January                 | 1,061,452        | 761,272          |
| Provision for the period                | 602,194          | 596,734          |
| Release of provision                    | (472,154)        | (357,824)        |
| Use of provision                        | 2,111            | 2,793            |
| Foreign currency translation difference | (39,427)         | <u>58,477</u>    |
| Closing balance                         | <u>1,154,176</u> | <u>1,061,452</u> |

Provision for impairment on loan and placement losses is summarized as below:

|  | 2012    | 2011             |
|--|---------|------------------|
| Provision / (Release of provision) for impairment on     | 41      | (506)            |
| placement losses Provision for impairment on loan losses | 226,939 | (596)<br>317,269 |
| Total  | 226,980 | 316,673          |

#### NOTE 9: ASSOCIATES AND OTHER INVESTMENTS (in HUF mn)

|   | 2012                          | 2011           |
|---|-------------------------------|----------------|
| Investments   |                               |                |
| Unconsolidated subsidiaries                                 | 7,159                         | 8,278          |
| Associated companies (non-listed)                           | 337                           | 383            |
| Other investments (non-listed)                              | <u>3,408</u>                  | <u>3,335</u>   |
|   | <u>10,904</u>                 | <u>11,996</u>  |
| Provision for impairment on investments                     | <u>(2,968)</u>                | (1,654)        |
| Total   | <u>7,936</u>                  | <u>10,342</u>  |
| An analysis of the change in the provision for impairment o | on investments is as follows: |                |
|   | 2012                          | 2011           |
| Balance as at 1 January                                     | 1,654                         | 1,320          |
| Provision for the period                                    | 1,335                         | 3,304          |
| Use of provision  | (22)                          | (2,969)        |
| Foreign currency translation difference                     | <u>1</u>                      | <u>(1)</u>     |
| Closing balance   | <u>2,968</u>                  | <u>1,654</u>   |
| NOTE 10: SECURITIES HELD-TO-MATURITY (                      | in HUF mn)                    |                |
|   | 2012                          | 2011           |
| Government bonds  | 407,853                       | 117,242        |
| Discounted Treasury bills                                   | 6,432                         | 1,611          |
| Mortgage bonds  | 2,142                         | 2,300          |
| Foreign bonds   | <u>1,236</u>                  | <u>1,754</u>   |
|   | 417,663                       | <u>122,907</u> |
| Accrued interest  | <u>12,410</u>                 | <u>2,869</u>   |
| Provision for impairment on securities                      |                               |                |
| held-to-maturity  | <u>(770)</u>                  | <u>(889)</u>   |
| Total   | <u>429,303</u>                | <u>124,887</u> |

#### NOTE 10: SECURITIES HELD-TO-MATURITY (in HUF mn) [continued]

Interest conditions and the remaining maturities of securities held-to-maturity can be analysed as follows:

|   | 2012            | 2011           |
|---|-----------------|----------------|
| Within five years   |                 |                |
| With variable interest                                      | 32,619          | 46,900         |
| With fixed interest   | 230,287         | 66,212         |
|   | <u> 262,906</u> | <u>113,112</u> |
| Over five years   |                 |                |
| With variable interest                                      | 252             | 372            |
| With fixed interest   | <u>154,505</u>  | <u>9,423</u>   |
|   | <u>154,757</u>  | <u>9,795</u>   |
| Total   | 417,663         | <u>122,907</u> |
| An analysis of securities held-to-maturity by currency (%): |                 |                |
|   | 2012            | 2011           |
| Denominated in HUF (%)                                      | 85.7%           | 46.7%          |
| Denominated in foreign currency (%)                         | 14.3%           | 53.3%          |
| Total   | <u>100%</u>     | <u>100%</u>    |

In most cases, interest on variable rate bonds is based on the interest rates of 90 day Hungarian government Treasury bills and is adjusted semi-annually. Interest on fixed rate and variable rate securities is, in most cases, paid semi-annually.

|  | 2012        | 2011        |
|--|-------------|-------------|
| Interest rates of securities held-to-maturity with fixed interest    | 3.5% - 30%  | 1.6% - 30%  |
| Interest rates of securities held-to-maturity with variable interest | 0.3% - 7.1% | 0.2% - 5.9% |
|  | 2012        | 2011        |
| Average interest rates on securities held-to-maturity                | 7.47%       | 5.28%       |

An analysis of the change in the provision for impairment on securities held-to-maturity is as follows:

|   | 2012        | 2011       |
|---|-------------|------------|
| Balance as at 1 January                 | 889         | 154        |
| Provision for the period                | 15          | 689        |
| Release of provision                    | (30)        | (57)       |
| Use of provision                        | (34)        | -          |
| Foreign currency translation difference | <u>(70)</u> | <u>103</u> |
| Closing balance                         | <u>770</u>  | <u>889</u> |

### NOTE 11: PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS (in HUF mn)

#### For the year ended 31 December 2012

| Cost                             | Intangible<br>assets and<br>goodwill | Property       | Office equipments and vehicles | Construction in progress | Total          |
|----------------------------------|--------------------------------------|----------------|--------------------------------|--------------------------|----------------|
| Balance as at 1 January          | 381,658                              | 199,654        | 187,460                        | 16,343                   | 785,115        |
| Additions                        | 30,937                               | 16,753         | 24,635                         | 27,309                   | 99,634         |
| Foreign currency translation     |                                      |                |                                |                          |                |
| differences                      | (12,047)                             | (7,311)        | (6,465)                        | (571)                    | (26,394)       |
| Disposals                        | (37,048)                             | (2,871)        | (18,117)                       | (24,155)                 | (82,191)       |
| Change in consolidation          |                                      |                |                                |                          |                |
| scope                            | <u>24</u>                            | <u>8,511</u>   | <u>105</u>                     | <u>2</u>                 | <u>8,642</u>   |
| Balance as at 31 December        | <u>363,524</u>                       | <u>214,736</u> | <u>187,618</u>                 | <u>18,928</u>            | <u>784,806</u> |
| Depreciation and<br>Amortization |                                      |                |                                |                          |                |
| Balance as at 1 January          | 131,789                              | 40,102         | 121,558                        | -                        | 293,449        |
| Charge for the period            | 22,372                               | 6,140          | 18,908                         | -                        | 47,420         |
| Foreign currency translation     |                                      |                |                                |                          |                |
| differences                      | (1,557)                              | (1,532)        | (3,815)                        | -                        | (6,904)        |
| Disposals                        | (26,838)                             | (1,076)        | (11,692)                       | -                        | (39,606)       |
| Change in consolidation          |                                      |                |                                |                          |                |
| scope                            | <u>9</u>                             | <u>1,233</u>   | <u>63</u>                      | <u>=</u>                 | <u>1,305</u>   |
| Balance as at 31 December        | <u>125,775</u>                       | <u>44,867</u>  | <u>125,022</u>                 | ≞                        | <u>295,664</u> |
| Net book value                   |                                      |                |                                |                          |                |
| Balance as at 1 January          | <u>249,869</u>                       | <u>159,552</u> | <u>65,902</u>                  | <u>16,343</u>            | <u>491,666</u> |
| Balance as at 31 December        | 237,749                              | <u>169,869</u> | 62,596                         | <u>18,928</u>            | 489,142        |

An analysis of the changes in the goodwill for the year ended 31 December 2012 is as follows:

| Cost<br>Balance as at 1 January         | Goodwill<br>198,896 |
|---|---------------------|
| Additions                               | 170,070             |
|   | (0.277)             |
| Foreign currency translation difference | (9,277)             |
| Current year impairment                 | <u>=</u>            |
| Balance as at 31 December               | <u>189,619</u>      |
| Net book value                          |                     |
| Balance as at 1 January                 | <u>198,896</u>      |
| Balance as at 31 December               | <u>189,619</u>      |

NOTE 11: PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS (in HUF mn) [continued]

For the year ended 31 December 2012 [continued]

#### Book value of the goodwill allocated to the appropriate cash generation units

| List of units           | HUF mn         |
|-------------------------|----------------|
| OAO OTP Bank            | 68,205         |
| OTP Bank JSC            | 64,003         |
| DSK Bank EAD            | 28,541         |
| OTP banka Hrvatska d.d. | 16,910         |
| OTP Bank Romania S.A.   | 5,788          |
| Other <sup>1</sup>      | <u>6,172</u>   |
| Total                   | <u>189,619</u> |

The Bank prepared the IFRS goodwill impairment tests of the subsidiaries based on two different net present value calculation methods that shows the same result; however they represent different economical logics. On one hand is the discount cash-flow method (DCF) that calculates the value of the subsidiaries by discounting their expected cash-flow; on the other hand the economic value added (EVA) method estimates the value of the subsidiaries from the initial invested capital and the present value of the economic profit that the companies are expected to generate in the future.

The Bank applied a cash-flow model with an explicit period between 2013-2017 where for 2013 the actual, accepted annual financial plans are included and the actual financial strategic plans were used as forecasts for the period between 2014 and 2017.

#### Present value calculation with the DCF method

The Bank calculated the expected cash-flow for the given period based on the expected after tax profit of the companies. For calculating the discount factor it was considered the base rates of the national banks in the actual macro forecasts as risk free rates and the Group calculated risk premiums by modifying the country risk premiums that are published on damodaran.com with the CDS of the different countries spread as of 31 December 2012.

The values of the subsidiaries in the DCF method were then calculated as the sum of the discounted cash-flows of the explicit period, the present value of the terminal values and the initial free capital assuming an effective capital structure.

#### Present value calculation with the EVA method

A company creates positive economic profit/value if the profitability of the invested capital is higher than the normal profit – the profit that can be usually generated in the banking sector –, which means that the company's profitability exceeds the expected yield. The economic profit of the subsidiaries was calculated by deducting the cost of invested capital from the net profit for the year. The applied discount factor and the indicators used for calculating the residual value (long term cost of capital and growth rate) are the same that are used in the DCF method.

#### Summary of the 2012 year end impairment test

Based on the valuations of the subsidiaries there wasn't recorded any consolidated IFRS goodwill impairment.

Other category includes: Monicomp Ltd., OTP Flat Lease Ltd., Nimo 2002 Ltd., OTP Banka Slovensko a.s., POK DSK-Rodina a.d.

# NOTE 11: PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS (in HUF mn) [continued]

For the year ended 31 December 2011

| Cost   | Intangible<br>assets and<br>goodwill | Property                         | Office equipments and vehicles | Construction in progress | Total              |
|--|--------------------------------------|----------------------------------|--------------------------------|--------------------------|--------------------|
| Balance as at 1 January                              | 373,120                              | 172,003                          | 172,422                        | 11,798                   | 729,343            |
| Additions  | 33,528                               | 17,218                           | 22,087                         | 24,934                   | 97,767             |
| Foreign currency translation                         |                                      |                                  |                                |                          |                    |
| differences  | 19,225                               | 10,458                           | 9,141                          | 695                      | 39,519             |
| Disposals  | (44,239)                             | (9,133)                          | (16,246)                       | (21,084)                 | (90,702)           |
| Change in consolidation                              |                                      |                                  |                                |                          |                    |
| scope  | <u>24</u>                            | <u>9,108</u>                     | <u>56</u>                      | Ξ                        | <u>9,188</u>       |
| Balance as at 31 December                            | <u>381,658</u>                       | <u>199,654</u>                   | <u>187,460</u>                 | <u>16,343</u>            | <u>785,115</u>     |
| Depreciation and<br>Amortization                     |                                      |                                  |                                |                          |                    |
| Balance as at 1 January                              | 109,907                              | 29,809                           | 108,799                        | -                        | 248,515            |
| Charge for the year (except for Goodwill             |                                      |                                  |                                |                          |                    |
| impairment)  | 25,000                               | 5,931                            | 18,522                         | -                        | 49,453             |
| Goodwill impairment                                  | 23,979                               | -                                | -                              | -                        | 23,979             |
| Foreign currency translation                         |                                      |                                  |                                |                          |                    |
| differences  | 3,483                                | 2,503                            | 5,534                          | -                        | 11,520             |
| Disposals  | (30,580)                             | (1,363)                          | (11,329)                       | -                        | (43,272)           |
| Change in consolidation                              |                                      |                                  |                                |                          |                    |
| scope  | <u>-</u>                             | 3,222                            | <u>32</u>                      | Ξ.                       | <u>3,254</u>       |
| Balance as at 31 December                            | <u>131,789</u>                       | <u>40,102</u>                    | <u>121,558</u>                 | <u>=</u>                 | <u>293,449</u>     |
| Net book value                                       |                                      |                                  |                                |                          |                    |
| Balance as at 1 January<br>Balance as at 31 December | 263,213<br>249,869                   | <u>142,194</u><br><u>159,552</u> | 63,623<br>65,902               | 11,798<br>16,343         | 480,828<br>491,666 |

An analysis of the changes in the goodwill for the year ended 31 December 2011 is as follows:

| Cost Balance as at 1 January Additions  | Goodwill 209,320                     |
|---|--------------------------------------|
| Foreign currency translation difference<br>Current year impairment<br>Balance as at 31 December | 13,555<br>(23,979)<br><b>198,896</b> |
| Net book value<br>Balance as at 1 January<br>Balance as at 31 December                          | 209,320<br>198,896                   |

### Book value of the goodwill allocated to the appropriate cash generation units

| List of units           | HUF mn         |
|-------------------------|----------------|
| OAO OTP Bank            | 70,205         |
| OTP Bank JSC            | 69,725         |
| DSK Bank EAD            | 28,541         |
| OTP banka Hrvatska d.d. | 18,062         |
| OTP Bank Romania S.A.   | 6,182          |
| Other <sup>1</sup>      | 6,181          |
| Total                   | <u>198,896</u> |

Other category includes: Monicomp Ltd., OTP Flat Lease Ltd., Nimo 2002 Ltd., OTP Banka Slovensko a.s., POK DSK-Rodina a.d., OTP Leasing d.d.

# NOTE 11: PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS (in HUF mn) [continued]

### Summary of the 2011 year end impairment test

Based on the valuations of the subsidiaries HUF 21,642 million and HUF 2,337 million consolidated IFRS goodwill impairment was recorded for OTP banka Hrvatska d.d. (Croatian subsidiary) and for Crnogorska komercijalna banka a.d. (Montenegrin subsidiary).

### **NOTE 12:** OTHER ASSETS (in HUF mn)

|   | 2012           | 2011           |
|---|----------------|----------------|
| Inventories   | 50,752         | 42,788         |
| Fair value of derivative financial instrument         |                |                |
| designated as fair value hedge                        | 13,694         | 13,137         |
| Current income tax receivable                         | 13,313         | 38,409         |
| Trade receivables                                     | 12,465         | 13,300         |
| Prepayments and accrued income                        | 10,100         | 9,609          |
| Other receivables from Hungarian Government           | 8,752          | 2,362          |
| Other advances  | 5,838          | 4,187          |
| Receivables due from pension funds and                |                |                |
| investment funds                                      | 1,544          | 1,310          |
| Receivables from investment services                  | 1,431          | 1,539          |
| Receivables from leasing activities                   | 1,108          | 959            |
| Advances for securities and investments               | 635            | 2,069          |
| Deferred tax receivables                              | 159            | 2,419          |
| Other   | 30,930         | <u>25,023</u>  |
|   | <u>150,721</u> | <u>157,111</u> |
| Provision for impairment on other assets <sup>1</sup> | (21,265)       | (16,558)       |
| Total   | <u>129,456</u> | <u>140,553</u> |

### Positive fair value of derivative financial instruments designated as fair value hedge

|   | 2012          | 2011          |
|---|---------------|---------------|
| CCIRS and mark-to-market CCIRS designated as fair value           | 0.210         | 10.406        |
| hedge   | 9,318         | 10,486        |
| Interest rate swaps designated as fair value hedge                | 4,224         | 2,329         |
| Foreign exchange swaps designated as fair value hedge             | 136           | 53            |
| Forward security agreements designated as fair value hedge        | 6             | 126           |
| Foreign exchange forward contracts designated as fair value hedge | -             | 50            |
| Other transactions designated as fair value hedge                 | <u>10</u>     | <u>93</u>     |
| Total   | <u>13,694</u> | <u>13,137</u> |

<sup>&</sup>lt;sup>1</sup> Provision for impairment on other assets mainly consists of provision for impairment on trade receivables and inventories.

### **NOTE 12:** OTHER ASSETS (in HUF mn) [continued]

An analysis of the movement in the provision for impairment on other assets is as follows:

|   | 2012          | 2011          |
|---|---------------|---------------|
| Balance as at 1 January                 | 16,558        | 13,111        |
| Provision for the period                | 6,375         | 3,221         |
| Use of provision                        | (1,300)       | (814)         |
| Foreign currency translation difference | <u>(368)</u>  | <u>1,040</u>  |
| Closing balance                         | <u>21,265</u> | <u>16,558</u> |

# NOTE 13: AMOUNTS DUE TO BANKS, THE HUNGARIAN GOVERNMENT, DEPOSITS FROM THE NATIONAL BANKS AND OTHER BANKS (in HUF mn)

|                     | 2012           | 2011           |
|---------------------|----------------|----------------|
| Within one year     |                |                |
| In HUF              | 78,602         | 47,682         |
| In foreign currency | 200,599        | <u>255,537</u> |
|                     | <u>279,201</u> | <u>303,219</u> |
| Over one year       |                |                |
| In HUF              | 110,267        | 124,882        |
| In foreign currency | <u>142,424</u> | <u>216,271</u> |
|                     | <u>252,691</u> | <u>341,153</u> |
| Accrued interest    | <u>2,432</u>   | <u>2,596</u>   |
| Total               | <u>534,324</u> | <u>646,968</u> |

Interest rates on amounts due to banks, the Hungarian Government, deposits from the National Banks and other banks are as follows:

|                     | 2012          | 2011        |
|---------------------|---------------|-------------|
| Within one year     |               |             |
| In HUF              | 0.2% - 7.6%   | 2.5% - 7.1% |
| In foreign currency | 0.01% - 10.1% | 0.1% - 9.9% |
| Over one year       |               |             |
| In HUF              | 0.2% - 8.1 %  | 2.5% - 7.6% |
| In foreign currency | 0.1% - 9%     | 0.5% - 9.5% |

# NOTE 13: AMOUNTS DUE TO BANKS, THE HUNGARIAN GOVERNMENT, DEPOSITS FROM THE NATIONAL BANKS AND OTHER BANKS (in HUF mn) [continued]

| Assessed internet makes on amounts due to bombs the   | 2012                      | 2011                      |
|---|---------------------------|---------------------------|
| Average interest rates on amounts due to banks, the Hungarian Government, deposits from the National Banks and other banks denominated in HUF Average interest rates on amounts due to banks, the | 0.86%                     | 3.06%                     |
| Hungarian Government, deposits from the National Banks and other banks denominated in foreign currency  | 1.74%                     | 2.99%                     |
| NOTE 14: DEPOSITS FROM CUSTOMERS (in HUF mn)  | )                         |                           |
|   | 2012                      | 2011                      |
| Within one year   |                           |                           |
| In HUF  | 2,864,536                 | 2,781,780                 |
| In foreign currency   | <u>3,381,095</u>          | <u>3,253,215</u>          |
|   | <u>6,245,631</u>          | <u>6,034,995</u>          |
| Over one year   | 121.022                   | 214.266                   |
| In HUF  | 131,023                   | 214,366                   |
| In foreign currency   | 133,045<br><b>264,068</b> | 115,089<br><b>329,455</b> |
|   | <u>204,000</u>            | <u>327,<del>4</del>33</u> |
| Accrued interest  | <u>41,009</u>             | <u>34,403</u>             |
| Total   | <u>6,550,708</u>          | <u>6,398,853</u>          |
| Interest rates on deposits from customers are as follows:   |                           |                           |
|   | 2012                      | 2011                      |
| Within one year   |                           |                           |
| In HUF  | 0.1% - 11%                | 0.1% - 11%                |
| In foreign currency   | 0.01% - 25.5%             | 0.01% - 24%               |
| Over one year   | 0.204 7.004               | 0.20/00/                  |
| In HUF  | 0.2% - 7.8%               | 0.2% - 9%                 |
| In foreign currency   | 0.01% - 20%               | 0.01% - 19.0%             |
|   | 2012                      | 2011                      |
| Average interest rates on deposits from customers   |                           |                           |
| denominated in HUF  | 2.57%                     | 2.41%                     |
| Average interest rates on deposits from customers denominated in foreign currency   | 6.94%                     | 6.11%                     |
|   |                           |                           |

# NOTE 14: DEPOSITS FROM CUSTOMERS (in HUF mn) [continued]

An analysis of deposits from customers by type, is as follows:

|  | 2012                    | 2                | 2011            |                |
|--|-------------------------|------------------|-----------------|----------------|
| Retail deposits  | 4,286,153               | 66%              | 4,343,496       | 68%            |
| Corporate deposits   | 1,961,543               | 30%              | 1,799,732       | 28%            |
| Municipality deposits  | <u>262,003</u>          | 4%               | 221,222         | <u>4%</u>      |
| Total  | 6,509,699               | <u>100%</u>      | 6,364,450       | <u>100%</u>    |
| NOTE 15: LIABILITIES FROM  | I ISSUED SECURIT        | CIES (in HIJE mn | )               |                |
| <u>rto I E I O</u>   | 1 105 CLD SECCIO        | illo (milet mi   | ,               |                |
|  |                         |                  | 2012            | 2011           |
| With original maturity   |                         |                  |                 |                |
| Within one year  |                         |                  |                 |                |
| In HUF   |                         |                  | 207,826         | 374,200        |
| In foreign currency  |                         |                  | <u>59,632</u>   | <u>77,218</u>  |
|  |                         | :                | <u> 267,458</u> | <u>451,418</u> |
| Over one year  |                         |                  |                 |                |
| In HUF   |                         |                  | 185,893         | 169,918        |
| In foreign currency  |                         |                  | 169,564         | <u>168,662</u> |
|  |                         | :                | <u>355,457</u>  | <u>338,580</u> |
| Accrued interest   |                         |                  | 20,208          | <u>22,865</u>  |
| Total  |                         | !                | 643,123         | <u>812,863</u> |
| Interest rates on liabilities from issued                                  | securities are as follo | ws:              |                 |                |
|  |                         |                  | 2012            | 2011           |
| Issued securities denominated in HUF                                       |                         | 0.25%            | - 12.0%         | 0.25% - 10.5%  |
| Issued securities denominated in foreign                                   | gn currency             | 0.3%             | - 10.9%         | 1.5% - 10.9%   |
|  |                         |                  | 2012            | 2011           |
| Average interest rates on issued securi                                    | ties                    |                  | 15 660/         | 12.000/        |
| denominated in HUF   | ut                      |                  | 15.66%          | 12.09%         |
| Average interest rates on issued securi<br>denominated in foreign currency | ities                   |                  | 3.87%           | 4.89%          |

# NOTE 15: LIABILITIES FROM ISSUED SECURITIES (in HUF mn) [continued]

Issued securities denominated in HUF as at 31 December 2012 (in HUF mn):

|          | Name                        | Date of issue                                  | Maturity                 | Nominal value<br>(in HUF mn) | Interest co        |                      | Hedged           |
|----------|-----------------------------|--|--------------------------|------------------------------|--------------------|----------------------|------------------|
| 1        | OTP 2013/I                  | 06/01/2012-13/01/2012                          | 05/01/2013               | 8,716                        | 6.5                | fixed                |                  |
| 2        | OTP 2013/II                 | 20/01/2012-27/01/2012                          | 19/01/2013               | 21,453                       | 7                  | fixed                |                  |
| 3        | OTP 2013/III                | 03/02/2012-10/02/2012                          | 02/02/2013               | 12,535                       | 7                  | fixed                |                  |
| 4        | OTP 2013/IV                 | 17/02/2012-24/02/2012                          | 16/02/2013               | 17,134                       | 7                  | fixed                |                  |
| 5        | OTP 2013/V                  | 02/03/2012-09/03/2012                          | 02/03/2013               | 9,001                        | 7                  | fixed                |                  |
| 6        | OTP 2013/VI                 | 23/03/2012-30/03/2012                          | 23/03/2013               | 8,171                        | 7                  | fixed                |                  |
| 7        | OTP 2013/VII                | 06/04/2012-13/04/2012                          | 06/04/2013               | 10,102                       | 7                  | fixed                |                  |
| 8        | OTP 2013/VIII               | 21/04/2012-27/04/2012                          | 21/04/2013               | 10,605                       | 7                  | fixed                |                  |
| 9        | OTP 2013/IX                 | 11/05/2012-18/05/2012                          | 11/05/2013               | 10,651                       | 7                  | fixed                |                  |
| 10       | OTP 2013/X                  | 25/05/2012-01/06/2012                          | 25/05/2013               | 4,997                        | 7                  | fixed                |                  |
| 11       | OTP 2013/XI                 | 08/06/2012-15/06/2012                          | 08/06/2013               | 5,547                        | 7                  | fixed                |                  |
| 12       | OTP 2013/XII                | 22/06/2012-29/06/2012                          | 22/06/2013               | 4,453                        | 7                  | fixed                |                  |
| 13       | OTP 2013/XIII               | 06/07/2012-13/07/2012                          | 06/07/2013               | 5,747                        | 7                  | fixed                |                  |
| 14<br>15 | OTP 2013/XIV                | 20/07/2012-03/08/2012                          | 20/07/2013               | 9,508<br>5,862               | 7<br>6.5           | fixed<br>fixed       |                  |
| 16       | OTP 2013/XV<br>OTP 2013/XVI | 10/08/2012-17/08/2012<br>24/08/2012-31/08/2012 | 10/08/2013<br>24/08/2013 | 5,862<br>3,635               | 6.5                | fixed                |                  |
| 17       | OTP 2013/XVII               | 07/09/2012-14/09/2012                          | 07/09/2013               | 4,130                        | 6.5                | fixed                |                  |
| 18       | OTP 2013/XVIII              | 21/09/2012-14/09/2012                          | 21/09/2013               | 3,655                        | 6.5                | fixed                |                  |
| 19       | OTP 2013/XIX                | 05/10/2012-12/10/2012                          | 05/10/2013               | 2,439                        | 6                  | fixed                |                  |
| 20       | OTP 2013/XX                 | 19/10/2012-31/10/2012                          | 19/10/2013               | 2,304                        | 6                  | fixed                |                  |
| 21       | OTP 2013/XXI                | 12/11/2012-16/11/2012                          | 12/11/2013               | 4,147                        | 6                  | fixed                |                  |
| 22       | OTP 2013/XXII               | 23/11/2012-03/12/2012                          | 23/11/2013               | 3,022                        | 5.5                | fixed                |                  |
| 23       | OTP 2013/XXIII              | 07/12/2012-17/12/2012                          | 07/12/2013               | 1,860                        | 5.5                | fixed                |                  |
| 24       | OTP 2013/XXIV               | 21/12/2012                                     | 21/12/2013               | 1,581                        | 5.5                | fixed                |                  |
| 25       | TBSZ 2013/I                 | 26/02/2010-28/12/2010                          | 30/12/2013               | 6,018                        | 5.5                | fixed                |                  |
| 26       | TBSZ 2014/I                 | 14/01/2011-05/08/2011                          | 15/12/2014               | 1,952                        | 5.5                | fixed                |                  |
| 27       | TBSZ 2014/II                | 26/08/2011-29/12/2011                          | 15/12/2014               | 735                          | 5.5                | fixed                |                  |
| 28       | TBSZ 2015/I                 | 26/02/2010-28/12/2010                          | 30/12/2015               | 5,649                        | 5.5                | fixed                |                  |
| 29       | TBSZ 2016/I                 | 14/01/2011-05/08/2011                          | 15/12/2016               | 1,221                        | 5.5                | fixed                |                  |
| 30       | TBSZ 2016/II                | 26/08/2011-29/12/2011                          | 15/12/2016               | 654                          | 5.5                | fixed                |                  |
| 31       | TBSZ 4 2015/I               | 13/01/2012-22/06/2012                          | 15/12/2015               | 483                          | 6.5                | fixed                |                  |
| 32       | TBSZ 4 2015/II              | 21/12/2012                                     | 15/12/2015               | 49                           | 6                  | fixed                |                  |
| 33       | TBSZ 6 2017/I               | 13/01/2012-22/06/2012                          | 15/12/2017               | 236                          | 6.5                | fixed                |                  |
| 34       | 2013/Ax                     | 28/06/2010                                     | 08/07/2013               | 428                          | indexed            | floating             | hedged           |
| 35<br>36 | 2013/Bx<br>2013/Cx          | 11/11/2010                                     | 06/11/2013               | 785<br>420                   | indexed<br>indexed | floating             | hedged           |
| 37       | 2013/Cx<br>2014/Ax          | 16/12/2010<br>25/06/2009                       | 19/12/2013<br>30/06/2014 | 2,816                        | indexed            | floating<br>floating | hedged<br>hedged |
| 38       | 2014/Ax<br>2014/Bx          | 05/10/2009                                     | 13/10/2014               | 3,734                        | indexed            | floating             | hedged           |
| 39       | 2014/Bx<br>2014/Cx          | 14/12/2009                                     | 19/12/2014               | 3,728                        | indexed            | floating             | hedged           |
| 40       | 2014/Dx                     | 01/04/2011                                     | 03/04/2014               | 526                          | indexed            | floating             | hedged           |
| 41       | 2014/Ex                     | 17/06/2011                                     | 20/06/2014               | 1,188                        | indexed            | floating             | hedged           |
| 42       | 2014/Fx                     | 20/10/2011                                     | 21/10/2014               | 391                          | indexed            | floating             | hedged           |
| 43       | 2014/Gx                     | 21/12/2011                                     | 30/12/2014               | 320                          | indexed            | floating             | hedged           |
| 44       | 2015/Ax                     | 25/03/2010                                     | 30/03/2015               | 5,074                        | indexed            | floating             | hedged           |
| 45       | 2015/Bx                     | 28/06/2010                                     | 09/07/2015               | 4,490                        | indexed            | floating             | hedged           |
| 46       | 2015/Dx                     | 22/03/2012                                     | 23/03/2015               | 470                          | indexed            | floating             | hedged           |
| 47       | 2015/Ex                     | 18/07/2012                                     | 20/07/2015               | 390                          | indexed            | floating             | hedged           |
| 48       | 2015/Gx                     | 08/11/2012                                     | 16/11/2015               | 435                          | indexed            | floating             | hedged           |
| 49       | 2015/Hx                     | 28/12/2012                                     | 27/12/2015               | 170                          | indexed            | floating             | hedged           |
| 50       | 2016/Ax                     | 11/11/2010                                     | 03/11/2016               | 4,206                        | indexed            | floating             | hedged           |
| 51       | 2016/Bx                     | 16/12/2010                                     | 19/12/2016               | 3,138                        | indexed            | floating             | hedged           |
| 52       | 2016/Ex                     | 28/12/2012                                     | 27/12/2016               | 395                          | indexed            | floating             | hedged           |
| 53       | 2017/Ax                     | 01/04/2011                                     | 31/03/2017               | 4,985                        | indexed            | floating             | hedged           |
| 54       | 2017/Bx                     | 17/06/2011                                     | 20/06/2017               | 4,670                        | indexed            | floating             | hedged           |
| 55<br>56 | 2017/Cx<br>2017/Dx          | 19/09/2011<br>20/10/2011                       | 25/09/2017<br>19/10/2017 | 3,654<br>540                 | indexed<br>indexed | floating<br>floating | hedged<br>hedged |
| 50<br>57 | 2017/Dx<br>2017/Ex          | 20/10/2011 21/12/2011                          | 28/12/2017               | 4,000                        | indexed            | floating             | hedged           |
| 58       | 2017/EX<br>2018/Ax          | 03/01/2012                                     | 09/01/2018               | 1,200                        | indexed            | floating             | hedged           |
| 59       | 2018/Bx                     | 22/03/2012                                     | 22/03/2018               | 4,490                        | indexed            | floating             | hedged           |
| 60       | 2018/Cx                     | 16/07/2012                                     | 18/07/2018               | 3,990                        | indexed            | floating             | hedged           |
|          | Subtotal issued secu        |  |                          | 248,885                      |                    |                      |                  |
|          |                             |  |                          |                              |                    |                      |                  |

# NOTE 15: LIABILITIES FROM ISSUED SECURITIES (in HUF mn) [continued]

Issued securities denominated in HUF as at 31 December 2012 (in HUF mn) [continued]:

|            | Name   | Date of issue                                  | Maturity                 | Nominal value<br>(in HUF mn) | Interest co        |                      | Hedged           |
|------------|--|--|--------------------------|------------------------------|--------------------|----------------------|------------------|
| 61         | 2018/Dx                                      | 29/10/2012                                     | 26/10/2018               | 3,250                        | indexed            | floating             | hedged           |
| 62         | 2018/Ex                                      | 28/12/2012                                     | 28/12/2018               | 3,250                        | indexed            | floating             | hedged           |
| 63         | 2019/Ax                                      | 25/06/2009                                     | 01/07/2019               | 284                          | indexed            | floating             | hedged           |
| 64         | 2019/Bx                                      | 05/10/2009-05/02/2010                          | 14/10/2019               | 442                          | indexed            | floating             | hedged           |
| 65         | 2019/Cx                                      | 14/12/2009                                     | 20/12/2019               | 379                          | indexed            | floating             | hedged           |
| 66         | 2020/Ax                                      | 25/03/2010                                     | 30/03/2020               | 380                          | indexed            | floating             | hedged           |
| 67         | 2020/Bx                                      | 28/06/2010                                     | 09/07/2020               | 415                          | indexed            | floating             | hedged           |
| 68         | 2020/Cx<br>2020/Dx                           | 11/11/2010                                     | 05/11/2020               | 259                          | indexed            | floating             | hedged           |
| 69<br>70   | 2020/DX<br>2021/Ax                           | 16/12/2010<br>01/04/2011                       | 18/12/2020<br>01/04/2021 | 235<br>335                   | indexed<br>indexed | floating<br>floating | hedged<br>hedged |
| 71         | 2021/Ax<br>2021/Bx                           | 17/06/2011                                     | 21/06/2021               | 370                          | indexed            | floating             | hedged           |
| 72         | 2021/Cx                                      | 19/09/2011                                     | 21/06/2021               | 320                          | indexed            | floating             | hedged           |
| 73         | 2021/Dx                                      | 21/12/2011                                     | 27/12/2021               | 425                          | indexed            | floating             | hedged           |
| 74         | 2022/Ax                                      | 22/03/2012                                     | 23/03/2022               | 280                          | indexed            | floating             | hedged           |
| 75         | 2022/Bx                                      | 18/07/2012                                     | 18/07/2022               | 295                          | indexed            | floating             | hedged           |
| 76         | 2022/Cx                                      | 29/10/2012                                     | 28/10/2022               | 325                          | indexed            | floating             | hedged           |
| 77         | 2022/Dx                                      | 28/12/2012                                     | 27/12/2022               | 350                          | indexed            | floating             | hedged           |
| 78         | 2013/RA/Bx                                   | 26/11/2010                                     | 03/12/2013               | 3,193                        | indexed            | floating             | hedged           |
| 79         | 2014/RA/Bx                                   | 16/09/2011-23/09/2011                          | 15/09/2014               | 1,126                        | indexed            | floating             | hedged           |
| 80         | RA 2014A                                     | 25/03/2011                                     | 24/03/2014               | 950                          | indexed            | floating             | hedged           |
| 81         | 2020/RF/A                                    | 12/07/2010                                     | 20/07/2020               | 1,211                        | indexed            | floating             | hedged           |
| 82         | 2020/RF/B                                    | 12/07/2010                                     | 20/07/2020               | 929                          | indexed            | floating             | hedged           |
| 83         | 2020/RF/C                                    | 11/11/2010                                     | 05/11/2020               | 1,272                        | indexed            | floating             | hedged           |
| 84<br>85   | 2021/RF/A<br>2021/RF/B                       | 05/07/2011<br>20/10/2011                       | 13/07/2021<br>25/10/2021 | 456<br>490                   | indexed<br>indexed | floating<br>floating | hedged<br>hedged |
| 86         | 2021/RF/C                                    | 21/12/2011                                     | 30/12/2021               | 41                           | indexed            | floating             | hedged           |
| 87         | 2021/RF/D                                    | 21/12/2011                                     | 30/12/2021               | 35                           | indexed            | floating             | hedged           |
| 88         | 2021/RF/E                                    | 21/12/2011                                     | 30/12/2021               | 18                           | indexed            | floating             | hedged           |
| 89         | 2022/RF/A                                    | 22/03/2012                                     | 23/03/2022               | 135                          | indexed            | floating             | hedged           |
| 90         | 2022/RF/B                                    | 22/03/2012                                     | 23/03/2022               | 46                           | indexed            | floating             | hedged           |
| 91         | 2022/RF/C                                    | 28/06/2012                                     | 28/06/2022               | 73                           | indexed            | floating             | hedged           |
| 92         | 2022/RF/D                                    | 28/06/2012                                     | 28/06/2022               | 92                           | indexed            | floating             | hedged           |
| 93         | 2022/RF/E                                    | 29/10/2012                                     | 31/10/2022               | 17                           | indexed            | floating             | hedged           |
| 94         | 2022/RF/F                                    | 28/12/2012                                     | 28/12/2022               | 14                           | indexed            | floating             | hedged           |
| 95         | 3Y EURHUF                                    | 25/06/2010                                     | 25/06/2013               | 2,097                        | indexed            | floating             | hedged           |
| 96         | DNT HUF 130508 9%                            | 15/11/2012                                     | 08/05/2013               | 2,334                        | indexed            | floating             | hedged           |
| 97         | DNT HUF 2013A                                | 27/09/2012                                     | 25/03/2013               | 3,753                        | indexed            | floating             | hedged           |
| 98<br>99   | OVK 2013/I<br>OVK 2014/I                     | 26/08/2011-28/12/2011<br>31/01/2012-03/07/2012 | 26/08/2013<br>27/01/2014 | 1,254<br>237                 | 5.75<br>6.75       | fixed<br>fixed       |                  |
| 100        | OJK 2014/I                                   | 26/08/2011-21/12/2011                          | 26/08/2016               | 211                          | 6.14               | fixed                |                  |
| 101        | OJK 2010/I<br>OJK 2017/I                     | 27/01/2012-13/07/2012                          | 27/01/2017               | 41                           | 7                  | fixed                |                  |
| 102        | OJB2013_II                                   | 20/12/2002                                     | 31/08/2013               | 13,433                       | 8.25               | fixed                |                  |
| 103        | OJB2014_I                                    | 14/11/2003                                     | 12/02/2014               | 13,483                       | 8                  | fixed                |                  |
| 104        | OJB2014_J                                    | 17/09/2004                                     | 17/09/2014               | 233                          | 8.69               | fixed                |                  |
| 105        | OJB2015_I                                    | 10/06/2005                                     | 10/06/2015               | 3,231                        | 7.7                | fixed                |                  |
| 106        | OJB2015_J                                    | 28/01/2005                                     | 28/01/2015               | 140                          | 8.69               | fixed                |                  |
| 107        | OJB2016_I                                    | 03/02/2006                                     | 03/02/2016               | 1,259                        | 7.5                | fixed                |                  |
| 108        | OJB2016_II                                   | 31/08/2006                                     | 31/08/2016               | 4,663                        | 10                 | fixed                |                  |
| 109        | OJB2016_J                                    | 18/04/2006                                     | 28/09/2016               | 227                          | 7.59               | fixed                |                  |
| 110        | OJB2019_I                                    | 17/03/2004                                     | 18/03/2019               | 31,503                       | 9.48               | fixed                |                  |
| 111        | OJB2019_II                                   | 25/05/2011                                     | 18/03/2019               | 1,059                        | 9.48               | fixed                |                  |
| 112        | OJB2020_I                                    | 19/11/2004                                     | 12/11/2020               | 5,503                        | 9                  | fixed                |                  |
| 113<br>114 | OJB2020_II<br>Other <sup>1</sup>             | 25/05/2011                                     | 12/11/2020               | 1,486<br>35,342              | 9                  | fixed                |                  |
| 114        | Subtotal issued securities in                | h HUF  |                          | 143,181                      |                    |                      |                  |
|            | Unamortized premium<br>Fair value adjustment |  |                          | (40)<br>1,693                |                    |                      |                  |
|            | Total issued securities in H                 | UF   |                          | <u>393,719</u>               |                    |                      |                  |

<sup>&</sup>lt;sup>1</sup> From the total amount HUF 35,087 million is mobil deposits of Merkantil Bank.

# NOTE 15: LIABILITIES FROM ISSUED SECURITIES (in HUF mn) [continued]

Issued securities denominated in foreign currency as at 31 December 2012 (in HUF mn):

|    | Name                      | Date of issue | Maturity   | Type of FX | Nomir   | al value  | Interest cor<br>(in % p |       | Hedged |
|----|---------------------------|---------------|------------|------------|---------|-----------|-------------------------|-------|--------|
|    |                           |               |            |            | (FX mn) | (HUF mn)  |                         |       |        |
| 1  | DC EUR 130108 4.5%        | 27/09/2012    | 08/01/2013 | EUR        | 10.55   | 3,073     | 4.5                     | fixed |        |
| 2  | DC USD 130207 5%          | 15/11/2012    | 07/02/2013 | USD        | 13.75   | 3,038     | 5                       | fixed |        |
| 3  | EUR 2013/I                | 05/08/2011    | 05/08/2013 | EUR        | 0.45    | 131       | 3                       | fixed |        |
| 4  | EUR 2013/II               | 12/08/2011    | 12/08/2013 | EUR        | 0.44    | 127       | 3                       | fixed |        |
| 5  | EUR 2013/III              | 26/08/2011    | 26/08/2013 | EUR        | 0.91    | 265       | 3                       | fixed |        |
| 6  | EUR 2013/IV               | 09/09/2011    | 09/09/2013 | EUR        | 0.77    | 223       | 3                       | fixed |        |
| 7  | EUR 2013/V                | 23/09/2011    | 23/09/2013 | EUR        | 0.49    | 144       | 3                       | fixed |        |
| 8  | EUR 2013/VI               | 07/10/2011    | 07/10/2013 | EUR        | 0.55    | 161       | 3                       | fixed |        |
| 9  | EUR 2013/VII              | 21/10/2011    | 21/10/2013 | EUR        | 0.51    | 148       | 3                       | fixed |        |
| 10 | EUR 2013/VIII             | 07/11/2011    | 07/11/2013 | EUR        | 0.26    | 77        | 3                       | fixed |        |
| 11 | EUR 2013/IX               | 18/11/2011    | 18/11/2013 | EUR        | 0.42    | 122       | 3                       | fixed |        |
| 12 | EUR 2013/X                | 25/11/2011    | 25/11/2013 | EUR        | 0.14    | 41        | 3                       | fixed |        |
| 13 | EUR 2013/XI               | 02/12/2011    | 02/12/2013 | EUR        | 0.18    | 53        | 3.5                     | fixed |        |
| 14 | EUR 2013/XII              | 16/12/2011    | 16/12/2013 | EUR        | 0.08    | 25        | 3.5                     | fixed |        |
| 15 | EUR 2013/XIII             | 29/12/2011    | 29/12/2013 | EUR        | 0.15    | 44        | 4                       | fixed |        |
| 16 | EUR 1 2013/I              | 13/01/2012    | 12/01/2013 | EUR        | 1.11    | 322       | 3.5                     | fixed |        |
| 17 | EUR 1 2013/II             | 27/01/2012    | 26/01/2013 | EUR        | 1.82    | 529       | 3.75                    | fixed |        |
| 18 | EUR 1 2013/III            | 10/02/2012    | 09/02/2013 | EUR        | 1.02    | 297       | 3.75                    | fixed |        |
| 19 | EUR 1 2013/IV             | 24/02/2012    | 23/02/2013 | EUR        | 1.08    | 315       | 3.75                    | fixed |        |
| 20 | EUR 1 2013/V              | 09/03/2012    | 09/03/2013 | EUR        | 0.82    | 238       | 3.75                    | fixed |        |
| 21 | EUR 1 2013/VI             | 23/03/2012    | 23/03/2013 | EUR        | 0.76    | 220       | 3.75                    | fixed |        |
| 22 | EUR 1 2013/VII            | 06/04/2012    | 06/04/2013 | EUR        | 1.16    | 339       | 3.75                    | fixed |        |
| 23 | EUR 1 2013/VIII           | 20/04/2012    | 20/04/2013 | EUR        | 2.31    | 673       | 3.75                    | fixed |        |
| 24 | EUR 1 2013/IX             | 04/05/2012    | 04/05/2013 | EUR        | 2.84    | 827       | 3.75                    | fixed |        |
| 25 | EUR 1 2013/X              | 11/05/2012    | 11/05/2013 | EUR        | 0.52    | 151       | 3.5                     | fixed |        |
| 26 | EUR 1 2013/XI             | 25/05/2012    | 25/05/2013 | EUR        | 0.87    | 254       | 3.5                     | fixed |        |
| 27 | EUR 1 2013/XII            | 08/06/2012    | 08/06/2013 | EUR        | 1.07    | 311       | 3.5                     | fixed |        |
| 28 | EUR 1 2013/XIII           | 22/06/2012    | 22/06/2013 | EUR        | 2.30    | 671       | 3.5                     | fixed |        |
| 29 | EUR 1 2013/XIV            | 13/07/2012    | 13/07/2013 | EUR        | 4.90    | 1,426     | 3.5                     | fixed |        |
| 30 | EUR 1 2013/XV             | 03/08/2012    | 03/08/2013 | EUR        | 13.33   | 3,883     | 3.5                     | fixed |        |
| 31 | EUR 1 2013/XVI            | 17/08/2012    | 17/08/2013 | EUR        | 7.78    | 2,267     | 3.25                    | fixed |        |
| 32 | EUR 1 2013/XVII           | 31/08/2012    | 31/08/2013 | EUR        | 9.08    | 2,646     | 3.25                    | fixed |        |
| 33 | EUR 1 2013/XVIII          | 14/09/2012    | 14/09/2013 | EUR        | 8.54    | 2,489     | 3                       | fixed |        |
| 34 | EUR 1 2013/XIX            | 28/09/2012    | 28/09/2013 | EUR        | 4.67    | 1,361     | 3                       | fixed |        |
| 35 | EUR 1 2013/XX             | 12/10/2012    | 12/10/2013 | EUR        | 7.41    | 2,158     | 3                       | fixed |        |
| 36 | EUR 1 2013/XXI            | 26/10/2012    | 26/10/2013 | EUR        | 5.86    | 1,707     | 3                       | fixed |        |
| 37 | EUR 1 2013/XXII           | 09/11/2012    | 09/11/2013 | EUR        | 5.36    | 1,560     | 3                       | fixed |        |
| 38 | EUR 1 2013/XXIII          | 23/11/2012    | 23/11/2013 | EUR        | 9.29    | 2,706     | 3                       | fixed |        |
| 39 | EUR 1 2013/XXIV           | 07/12/2012    | 07/12/2013 | EUR        | 10.46   | 3,048     | 3                       | fixed |        |
| 40 | EUR 1 2013/XXV            | 21/12/2012    | 21/12/2013 | EUR        | 4.28    | 1,247     | 2.75                    | fixed |        |
| 41 | EUR 2 2014/I              | 13/01/2012    | 13/01/2014 | EUR        | 0.06    | 17        | 4                       | fixed |        |
| 42 | EUR 2 2014/II             | 27/01/2012    | 27/01/2014 | EUR        | 0.19    | 56        | 4                       | fixed |        |
| 43 | EUR 2 2014/III            | 10/02/2012    | 10/02/2014 | EUR        | 0.24    | 71        | 4                       | fixed |        |
| 44 | EUR 2 2014/IV             | 24/02/2012    | 24/02/2014 | EUR        | 0.44    | 129       | 4                       | fixed |        |
| 45 | EUR 2 2014/V              | 09/03/2012    | 09/03/2014 | EUR        | 0.10    | 28        | 4                       | fixed |        |
| 46 | EUR 2 2014/VI             | 23/03/2012    | 23/03/2014 | EUR        | 0.10    | 30        | 4                       | fixed |        |
| 47 | EUR 2 2014/VII            | 06/04/2012    | 06/04/2014 | EUR        | 0.15    | 43        | 4                       | fixed |        |
| 48 | EUR 2 2014/VIII           | 20/04/2012    | 20/04/2014 | EUR        | 0.25    | 73        | 4                       | fixed |        |
| 49 | EUR 2 2014/IX             | 04/05/2012    | 04/05/2014 | EUR        | 0.34    | 99        | 4                       | fixed |        |
| 50 | EUR 2 2014/X              | 11/05/2012    | 11/05/2014 | EUR        | 0.05    | 15        | 3.75                    | fixed |        |
| 51 | EUR 2 2014/XI             | 25/05/2012    | 25/05/2014 | EUR        | 0.10    | 30        | 3.75                    | fixed |        |
| 52 | EUR 2 2014/XII            | 08/06/2012    | 08/06/2014 | EUR        | 0.13    | 37        | 3.75                    | fixed |        |
| 53 | EUR 2 2014/XIII           | 22/06/2012    | 22/06/2014 | EUR        | 0.20    | 58        | 3.75                    | fixed |        |
| 54 | EUR 2 2014/XIV            | 13/07/2012    | 13/07/2014 | EUR        | 0.18    | <u>54</u> | 3.75                    | fixed |        |
|    | Subtotal issued securitie | s in FX       |            |            |         | 40,057    |                         |       |        |
|    |                           |               |            |            |         |           |                         |       |        |

#### NOTE 15: LIABILITIES FROM ISSUED SECURITIES (in HUF mn) [continued]

|    | Name                          | Date of issue | Maturity   | Type of FX | Nomin   | al value       | Interest co |          | Hedged |
|----|-------------------------------|---------------|------------|------------|---------|----------------|-------------|----------|--------|
|    |                               |               |            |            | (FX mn) | (HUF mn)       |             |          |        |
| 55 | EUR 2 2014/XV                 | 03/08/2012    | 03/08/2014 | EUR        | 0.23    | 67             | 3.75        | fixed    |        |
| 56 | EUR 2 2014/XVI                | 17/08/2012    | 17/08/2014 | EUR        | 0.22    | 64             | 3.5         | fixed    |        |
| 57 | EUR 2 2014/XVII               | 31/08/2012    | 31/08/2014 | EUR        | 0.46    | 135            | 3.5         | fixed    |        |
| 58 | EUR 2 2014/XVIII              | 14/09/2012    | 14/09/2014 | EUR        | 0.31    | 90             | 3.25        | fixed    |        |
| 59 | EUR 2 2014/XIX                | 28/09/2012    | 28/09/2014 | EUR        | 0.29    | 83             | 3.25        | fixed    |        |
| 60 | EUR 2 2014/XX                 | 12/10/2012    | 12/10/2014 | EUR        | 0.22    | 63             | 3.25        | fixed    |        |
| 61 | EUR 2 2014/XXI                | 26/10/2012    | 26/10/2014 | EUR        | 0.47    | 138            | 3.25        | fixed    |        |
| 62 | EUR 2 2014/XXII               | 09/11/2012    | 09/11/2014 | EUR        | 0.20    | 60             | 3.25        | fixed    |        |
| 63 | EUR 2 2014/XXIII              | 23/11/2012    | 23/11/2014 | EUR        | 0.37    | 109            | 3.25        | fixed    |        |
| 64 | EUR 2 2014/XXIV               | 07/12/2012    | 07/12/2014 | EUR        | 0.41    | 119            | 3.25        | fixed    |        |
| 65 | EUR 2 2014/XXV                | 21/12/2012    | 21/12/2014 | EUR        | 0.37    | 108            | 3           | fixed    |        |
| 66 | 2015/Cx                       | 27/12/2010    | 29/12/2015 | EUR        | 0.97    | 283            | indexed     | floating | hedged |
| 67 | 2015/Fx                       | 21/12/2012    | 23/12/2015 | EUR        | 2.07    | 604            | indexed     | floating | hedged |
| 68 | 2016/Cx                       | 22/04/2011    | 22/04/2016 | EUR        | 1.56    | 454            | indexed     | floating | hedged |
| 69 | 2016/Dx                       | 22/12/2011    | 29/12/2016 | EUR        | 1.25    | 363            | indexed     | floating | hedged |
| 70 | 2017/Fx                       | 14/06/2012    | 16/06/2017 | EUR        | 0.78    | 226            | indexed     | floating | hedged |
| 71 | OMB2013_I                     | 11/11/2011    | 18/11/2013 | EUR        | 3.5     | 1,020          | 5.44        | floating | hedged |
| 72 | OMB2014_I                     | 15/12/2004    | 15/12/2014 | EUR        | 198.25  | 57,748         | 4           | fixed    |        |
| 73 | OMB2014_II                    | 02/08/2011    | 10/08/2014 | EUR        | 15.5    | 4,515          | 3.19        | floating | hedged |
| 74 | OMB2015_I                     | 30/08/2012    | 06/03/2015 | EUR        | 5       | 1,456          | 4.19        | floating | hedged |
| 75 | Mortgage bonds OTP VII        | 21/12/2005    | 21/12/2015 | EUR        | 22.47   | 6,546          | 0.33        | floating |        |
| 76 | Mortgage bonds OTP XIX        | 02/11/2009    | 02/11/2012 | EUR        | 9.76    | 2,844          | 4.0         | fixed    |        |
| 77 | Mortgage bonds OTP XXI        | 20/05/2010    | 20/05/2013 | EUR        | 9.86    | 2,871          | 3.5         | fixed    |        |
| 78 | Mortgage bonds OTP XXIV       | 23/11/2010    | 23/11/2013 | EUR        | 7.88    | 2,294          | 3.3         | fixed    |        |
| 79 | Mortgage bonds OTP XXV        | 28/09/2012    | 28/09/2016 | EUR        | 5.6     | 1,631          | 4.0         | fixed    |        |
| 80 | OTPRU 14/03                   | 29/03/2011    | 25/03/2014 | RUR        | 2,500   | 18,150         | 8.55        | fixed    |        |
| 81 | OTPRU 14/07                   | 02/08/2011    | 29/07/2014 | RUR        | 5,000   | 36,300         | 8.21        | fixed    |        |
| 82 | OTPRU 14/10                   | 03/11/2011    | 30/10/2014 | RUR        | 4,000   | 29,040         | 10.88       | fixed    |        |
| 83 | OTPRU 15/03                   | 06/03/2012    | 03/03/2015 | RUR        | 4,940   | 35,864         | 10.84       | fixed    |        |
| 84 | Other <sup>1</sup>            |               |            |            |         | 16,923         |             |          |        |
|    | Subtotal issued securities in | FX            |            |            |         | 220,168        |             |          |        |
|    | Unamortized premium           |               |            |            |         | (31,075)       |             |          |        |
|    | Fair value adjustment         |               |            |            |         | 46             |             |          |        |
|    | Total issued securities in FX |               |            |            |         | <u>229,196</u> |             |          |        |
|    | Total accrued interest        |               |            |            |         | <u>20,208</u>  |             |          |        |
|    | Total issued securities       |               |            |            |         | <u>643,123</u> |             |          |        |

### 2012 update of the Bank's EUR 5 billion EMTN Programme

On 13 November 2012 the Commission de Surveillance du Secteur Financier (CSSF) approved the Base Prospectus relating to EUR 5 billion Euro Medium Term Note Programme of the Bank.

On 11 December 2012 the Commission de Surveillance du Secteur Financier approved the 1<sup>st</sup> Supplement to the Base Prospectus relating to EUR 5 billion EMTN Programme.

### Term Note Program in the value of HUF 500 billion for the year of 2012/2013

On 5 July 2012 the Bank initiated term note program in the value of HUF 500 billion with the intention of issuing registered dematerialized bonds in public. The Hungarian Financial Supervisory Authority ("HFSA") approved the prospectus of Term Note Program and the disclosure on 1 August 2012. On 31 August, 28 September, 23 November, 7 and 21 December 2012, the HFSA approved the 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> and 5<sup>th</sup> addition of the prospectus of the program. The 6<sup>th</sup> addition of the prospectus was approved on January 23 2013 by the HFSA. The Issuer can initiate to introduce the bonds issued under the program to the Budapest, Slovakian, Romanian and Bulgarian Stock Exchange.

Other category includes promissory notes issued by OTP banka Slovensko a.s. in the amount of HUF 306 million and by OAO OTP Bank in the amount of HUF 16,617 million.

#### **NOTE 15:** LIABILITIES FROM ISSUED SECURITIES (in HUF mn) [continued]

Certain structured bonds are hedged by interest rate swaps which may transfer to a transferee a fixed rate and enter into an interest rate swap with the transferee to receive a fixed interest rate and pay a variable interest rate and amount of the structure if any based on a notional amount which is equal to the notional amount of the hedged bond. The hedge is highly effective if changes in fair value or cash flows attributable to the hedged risk during the period for which the hedge is designated are within a range of 80-125 per cent.

The cash-flows of the fixed rate securities issued by the Bank are exposed to the change in the HUF/EUR foreign exchange rate and the risk of change in the quoted interest rates of EUR and HUF. The interest rate risk and foreign exchange risk related to these securities are hedged with EUR and HUF interest rate swap ("IRS") transactions, where the fixed interests were swapped to payments linked to 3 month HUF BUBOR and EURIBOR, resulting a decrease in the interest rate and foreign exchange exposure of issued securities.

#### NOTE 16: FINANCIAL LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS (in HUF mn)

#### Negative fair value of derivative financial instruments classified as held for trading by type of contracts

|   | 2012           | 2011           |
|---|----------------|----------------|
| Interest rate swaps classified as held for trading            | 75,332         | 40,542         |
| CCIRS and mark-to-market CCIRS classified as held for trading | 31,594         | 125,014        |
| Foreign exchange swaps classified as held for trading         | 6,388          | 50,204         |
| Forward rate agreements classified as held for trading (FRA)  | 4,857          | 8,366          |
| Option contracts classified as held for trading               | 1,954          | 2,401          |
| Foreign exchange forward contracts classified as held for     |                |                |
| trading   | 1,350          | 3,585          |
| Forward security agreements classified as held for trading    | 219            | -              |
| Other transactions classified as held for trading             | <u>338</u>     | <u>37</u>      |
| Total   | <u>122,032</u> | <u>230,149</u> |

### **NOTE 17:** OTHER LIABILITIES (in HUF mn)

|  | 2012           | 2011           |
|--|----------------|----------------|
| Fair value of derivative financial instruments                         |                |                |
| designated as fair value hedge   | 119,027        | 98,415         |
| Financial liabilities from OTP-MOL share swap transaction <sup>1</sup> | 89,308         | 82,347         |
| Salaries and social security payable                                   | <u>29,835</u>  | <u>28,131</u>  |
| Subtotal   | <u>238,170</u> | <u>208,893</u> |

<sup>.</sup> 

<sup>&</sup>lt;sup>1</sup> On 16 April 2009 OTP Bank Plc. and MOL Hungarian Oil and Gas Plc. entered into a 3 years share swap transaction. MOL obtained 24 million pieces of Bank's ordinary shares (8.57% of the ordinary shares) and OTP obtained approximately 5 million pieces of MOL shares. Both parties were granted by an American style call and put option to initiate the gross physical settlement of shares back to the issuer until 11 July 2012. On 11 July 2012 the parties amended the final maturity of the share swap agreement for 11 July 2017 until which any party can initiate cash or physical settlement of the transaction. There is no compulsory settlement of shares at the maturity of the swap agreement. The agreement contains additional settlement provisions in case of certain movement of relative share prices of the parties subject to net cash or net share settlement. Due to the lost of control over the Treasury shares, the Treasury shares were derecognized and MOL shares were recognized as held for trading securities. The written put option over OTP ordinary shares were accounted as a deduction from equity and a recognition of a corresponding liability. As at 31 December 2012 HUF 89,308 and as at 31 December 2011 HUF 82,347 million liability was presented in other liabilities. The measurement is based on the fair value of MOL shares to be delivered at the potential exercise of the call and put options adjusted with the expected present value of the net cash or net share settlement due to certain movement of relative share prices.

# NOTE 17: OTHER LIABILITIES (in HUF mn) [continued]

|   | 2012           | 2011           |
|---|----------------|----------------|
| Liabilities from investment services          | 26,264         | 12,065         |
| Liabilities connected to Cafeteria benefits   | 23,696         | 2,268          |
| Accrued expenses                              | 20,048         | 17,601         |
| Provision for impairment on off-balance sheet | 10.525         | 10.424         |
| commitments and contingent liabilities        | 19,727         | 18,434         |
| Deferred tax liabilities                      | 17,454         | 4,559          |
| Accounts payable                              | 16,474         | 14,948         |
| Current income tax payable                    | 15,982         | 13,626         |
| Clearing, settlement and pending accounts     | 14,595         | 10,635         |
| Giro clearing accounts                        | 11,725         | 31,048         |
| Loans from government                         | 3,008          | 4,152          |
| Advances received from customers              | 2,904          | 2,277          |
| Liabilities connected to leasing activities   | 1,212          | 1,013          |
| Liabilities connected to loans for collection | 1,006          | 1,117          |
| Liabilities related to housing loans          | 177            | 470            |
| Dividend payable                              | 127            | 280            |
| Liabilities from specific repo deals          | -              | 321            |
| Other   | 43,804         | <u>32,302</u>  |
|   | 456,373        | 376,009        |
| Accrued interest                              | 858            | 928            |
| Total   | <u>457,231</u> | <u>376,937</u> |

The provision for losses on off-balance sheet commitments and contingent liabilities are detailed as follows:

|   | 2012          | 2011          |
|---|---------------|---------------|
| Provision for losses on other off-balance sheet           | 0.000         |               |
| commitments and contingent liabilities related to lending | 9,080         | 11,443        |
| Provision for other liabilities                           | 5,421         | 2,022         |
| Provision for litigation                                  | 4,089         | 3,697         |
| Provision for expected pension commitments                | <u>1,137</u>  | <u>1,272</u>  |
| Total   | <u>19,727</u> | <u>18,434</u> |

The movements of provision for losses on off-balance sheet commitments and contingent liabilities can be summarized as follows:

|  | 2012          | 2011          |
|--|---------------|---------------|
| Balance as at 1 January                  | 18,434        | 19,650        |
| Provision / (Release) for the period     | 2,135         | (1,863)       |
| Use of provision                         | (223)         | (251)         |
| Foreign currency translation differences | <u>(619)</u>  | <u>898</u>    |
| Closing balance                          | <u>19,727</u> | <u>18,434</u> |

#### **NOTE 17:** OTHER LIABILITIES (in HUF mn) [continued]

The negative fair value of derivative financial instruments designated as fair value hedge by type of contracts

| 2012  | 2011           |
|---|----------------|
| CCIRS and mark-to-market CCIRS designated                       |                |
| as fair value hedge 113,915                                     | 85,845         |
| Interest rate swaps designated                                  |                |
| as fair value hedge 5,033                                       | 12,563         |
| Forward security agreements designated as fair value hedge 78   | -              |
| Other transactions designated as fair value hedge $\frac{1}{2}$ | 7              |
| Total <u>119,027</u>  | <u>98,415</u>  |
| NOTE 18: SUBORDINATED BONDS AND LOANS (in HUF mn)               |                |
| 2012  | 2011           |
| Within one year:  |                |
| In HUF 5,000  | -              |
| In foreign currency 8   | <u>325</u>     |
| <u>5,008</u>  | <u>325</u>     |
| Over one year:  |                |
| In HUF -  | 5,000          |
| In foreign currency 283,397                                     |                |
| <u>283,397</u>  | <u>312,617</u> |
| Accrued interest 3,090  | <u>3,505</u>   |
| Total 291.495   | 216 447        |
| Total <u>291,495</u>  | <u>316,447</u> |
| Interest rates on subordinated bonds and loans are as follows:  |                |
| 2012  | 2011           |
| Denominated in HUF 3.3%   | 3.0%           |
| Denominated in foreign currency 0.7% - 8.0%                     | 1.99% - 8.0%   |
| 2012  | 2011           |
| Average interest rates on subordinated bonds and loans 3.97%    | 3.98%          |

#### Partial cancellation of EUR 125 million subordinated notes

On 26 August 2011 the Bank purchased on the secondary market Notes from the EUR 125 million subordinated Notes series maturing 04/03/2015, in the total notional amount of EUR 1.15 million. On 7 September 2011, and on 8 September 2011 the Bank purchased additional EUR 1 and 1 million notional amount from the same Note series. The Bank initiated the cancellation of the Notes on 26 August 2011, on 7 September 2011 and on 8 September 2011. On 21 October 2011 the Bank purchased EUR 1.85 million from the EUR 125 million subordinated Notes series. After the cancellation of these bonds the outstanding amount of the notes decreased to EUR 120 million.

On 27 January 2012 the Bank purchased on the secondary market Notes from the EUR 125 million subordinated Notes series maturing 04/03/2015, in the total notional amount of EUR 12 million. On 1 February 2012 the Bank purchased additional EUR 2.05 million from the same Note series. After the cancellation of these bonds the outstanding amount of the notes decreased to EUR 105,950,000.

#### **NOTE 18:** SUBORDINATED BONDS AND LOANS (in HUF mn) [continued]

Subordinated bonds and loans can be detailed as follows:

| Туре  | Nominal value      | Date of issuance | Date of maturity                       | Issue price | Interest conditions  | Interest rate as of 31 December 2012 |
|---|--------------------|------------------|--|-------------|--|--------------------------------------|
| Subordinated bond                                   | HUF 5 billion      | 20/12/1993       | 20/12/2013                             | 100%        | Frequency of payment is based on the condition of interest of 2013/C credit consolidation government bonds                         | 6.0%                                 |
| Subordinated bond                                   | EUR 105.95 million | 04/03/2005       | 04/03/2015                             | 100%        | Three-month EURIBOR + 0.55% quarterly  | -                                    |
| Subordinated bond                                   | EUR 473.2 million  | 07/11/2006       | Perpetual, but callable after 10 years | 99.375%     | Fixed 5.875% annual in the first 10 years (payable annually), three-month EURIBOR + 3%, variable after year 10 (payable quarterly) | -                                    |
| Subordinated bond (under EMTN <sup>1</sup> program) | EUR 300 million    | 19/09/2006       | 19/09/2016                             | 100%        | Fixed 5.27% annual   | 5.27%                                |
| Subordinated bond (under EMTN <sup>1</sup> program) | EUR 200 million    | 26/02/2007       | 19/09/2016                             | 100%        | Fixed 5.27% annual   | 5.27%                                |
| Subordinated bond                                   | USD 65 million     | 21/04/2008       | 13/10/2015                             | 100%        | Variable, six-month LIBOR + 1.4%   | 2.0%                                 |
| Subordinated bond                                   | RUB 16.7 million   | 30/12/2003       | 21/06/2015                             | 100%        | Variable, based on the Russian<br>National Bank's interest rate  | 8.25%                                |
| Subordinated bond                                   | EUR 5,113 million  | 23/12/1997       | 15/11/2014                             | 100%        | Variable, six-month EURIBOR + 1.3%   | 1.66%                                |

<sup>&</sup>lt;sup>1</sup> European Medium Term Note Program

#### NOTE 19: SHARE CAPITAL (in HUF mn)

|                                    | 2012          | 2011          |
|------------------------------------|---------------|---------------|
| Authorized, issued and fully paid: |               |               |
| Ordinary shares                    | <u>28,000</u> | <u>28,000</u> |

On 21 April 2007, the law on abolishment of "Aranyrészvény" (special share assigning voting rights to the Hungarian State) came into force (Act XXVI of 2007). Consequently, this special voting share was transformed into 10 ordinary shares with a face value of HUF 100. Therefore the registered capital of the Bank consists of 280,000,010 ordinary shares with a face value of HUF 100.

#### **NOTE 20:** RETAINED EARNINGS AND RESERVES (in HUF mn)

The reserves of the Bank under Hungarian Accounting Standards ("HAS) are as follows (the reserves under IFRS are detailed in consolidated statement of changes in equity):

|                   | 2012           | 2011           |
|-------------------|----------------|----------------|
| Capital reserve   | 52             | 52             |
| General reserve   | 141,717        | 134,460        |
| Retained earnings | 845,614        | 760,785        |
| Tied-up reserve   | <u>7,385</u>   | <u>8,018</u>   |
| Total             | <u>994,768</u> | <u>903,315</u> |

The legal reserves (general reserve and tied-up reserve) are not available for distribution. The dividend has been determined on the basis of the net profit for the year determined in the separate financial statements in accordance with the HAS.

These Financial Statements subject to approval by the Board of Directors in the Annual General Meeting in April 2013. In 2012 the Bank paid dividend of HUF 28,000 million from the profit of the year 2011. In 2013 dividend of HUF 33,600 million are expected to be proposed by the management from the profit of the year 2012, which means 120 HUF payable dividend by share to the shareholders.

The retained earnings and reserves according to IFRS contains the retained earnings (HUF 701,935 million and HUF 697,946 million) and reserves (HUF 832,637 million and HUF 741,149 million). The reserves include mainly net profit for the year attributable to the owners of the company, the fair value adjustment of securities available-forsale, additional reserves of Income Certificates Exchangeable for Shares ("ICES"), changes in equity accumulated in the previous year at the subsidiaries, changes due to consolidation and exchange differences.

In the Consolidated Financial Statement the Group presents the difference between the historical cost of the non-monetary items in forint amount and the translated foreign currencies into the presentation currency using the exchange rate at the balance sheet date, among the shareholders' equity as difference of translation. The accumulated amounts of exchange differences were HUF 17,889 million and HUF 71,280 million in year 2012 and 2011 respectively.

On 19 October 2006, the Bank sold 14.5 million Treasury shares owned by the Group through an issue of I ICES. Within the transaction 10 million shares owned by OTP, and further 4.5 million shares owned by OTP Group were sold during the underwriting period of ICES on the weighted average market price (HUF 7,080) of the Budapest Stock Exchange. The shares have been purchased by Opus Securities S.A. ("OPUS"), which issued an exchangeable bond with a total face value of EUR 514,274,000 backed by those shares. The exchangeable bonds have been sold at a 32% premium over the selling price of the shares. The EUR denominated exchangeable bonds are perpetual and the investors can exercise the conversion right between year 6 and 10. The bonds carry a fixed coupon of 3.95% during the first 10 years, thereafter the Issuer has the right to redeem the bonds at face value. Following the year 10, the bonds carry a coupon of 3 month EURIBOR +3%. OTP has discretional right to cancel the interest payments. The interest payable is non-cumulative. Due to the conditions described above, ICES was accounted as an equity instrument and therefore any payment was accounted as equity distribution paid to ICES holders.

## **NOTE 21:** TREASURY SHARES (in HUF mn)

|                                    | 2012          | 2011          |
|------------------------------------|---------------|---------------|
| Nominal value (Ordinary shares)    | <u>1,876</u>  | <u>1,921</u>  |
| Carrying value at acquisition cost | <u>53,802</u> | <u>54,386</u> |

The changes in the carrying value of treasury shares are due to repurchase and sale transactions on market authorised by the General Assembly.

Change in number of shares:

|                                  | 2012              | 2011              |
|----------------------------------|-------------------|-------------------|
| Number of shares as at 1 January | 19,218,344        | 18,731,231        |
| Additions                        | 1,490,134         | 1,085,521         |
| Disposals                        | (1,953,105)       | <u>(598,408)</u>  |
| Closing number of shares         | <u>18,755,373</u> | <u>19,218,344</u> |
| Change in carrying value:        |                   |                   |
|                                  | 2012              | 2011              |
| Balance as at 1 January          | 54,386            | 52,597            |
| Additions                        | 5,758             | 4,753             |
| Disposals                        | (6,342)           | (2,964)           |
| Closing balance                  | <u>53,802</u>     | <u>54,386</u>     |

## **NOTE 22:** NON-CONTROLLING INTEREST (in HUF mn)

|  | 2012         | 2011         |
|--|--------------|--------------|
| Balance as at 1 January  | 5,601        | 5,888        |
| Non-controlling interest included in net profit for the period | 896          | 653          |
| Foreign currency translation difference                        | 70           | 1,147        |
| Changes due to ownership structure                             | <u>(784)</u> | (2,087)      |
| Closing balance  | <u>5,783</u> | <u>5,601</u> |

### NOTE 23: PROVISION FOR IMPAIRMENT ON LOAN AND PLACEMENT LOSSES (in HUF mn)

|   | 2012           | 2011           |
|---|----------------|----------------|
| Provision for impairment on loan losses                         |                |                |
| Provision for the period  | 602,194        | 596,734        |
| -from this:(release of provision) / provision for impairment on | (25.264)       | 25.264         |
| loan losses related to early repayment                          | (35,264)       | 35,264         |
| Release of provision  | (472,154)      | (357,824)      |
| Provision for impairment on loan losses                         | 96,899         | 78,359         |
| -from this: provision on loan losses related to early repayment | <u>32,774</u>  | <u>32,045</u>  |
|   | 226,939        | 317,269        |
| Provision for impairment on placement losses                    |                |                |
| Provision for the period  | 1,479          | 166            |
| Release of provision  | (1,375)        | (1,091)        |
| (Release of provision) / Provision for impairment               |                |                |
| on placement losses   | <u>(63)</u>    | <u>329</u>     |
|   | <u>41</u>      | <u>(596)</u>   |
| Provision for impairment on loan and placement losses           | <u>226,980</u> | <u>316,673</u> |
| (Gains) / Losses on loans related to early repayment            | (2,490)        | 67,309         |
| Losses from early repayment recognizing in interest income from |                |                |
| loans   | <u>127</u>     | <u>107</u>     |
| Total (gains) / losses related to early repayment               | <u>(2,363)</u> | <u>67,416</u>  |

### **NOTE 24:** NET PROFIT FROM FEES AND COMMISSIONS (in HUF mn)

| Income from fees and commissions                      | 2012          | 2011          |
|---|---------------|---------------|
|   |               |               |
| Deposit and account maintenance                       |               |               |
| fees and commissions                                  | 76,622        | 72,707        |
| Fees and commissions related to the issued bank cards | 43,880        | 36,613        |
| Fees related to cash withdrawal                       | 24,488        | 24,200        |
| Fees and commissions related to lending               | 19,056        | 16,629        |
| Fees and commissions related                          |               |               |
| to fund management                                    | 10,842        | 11,816        |
| Fees and commissions related to security trading      | 7,412         | 5,636         |
| Other   | <u>21,199</u> | <u>16,488</u> |
| Total   | 203,499       | 184,089       |

## NOTE 24: NET PROFIT FROM FEES AND COMMISSIONS (in HUF mn) [continued]

| Expense from fees and commissions                 | 2012           | 2011          |
|---|----------------|---------------|
| Fees and commissions paid on loans                | 12,104         | 4,798         |
| Interchange fees                                  | 9,157          | 8,381         |
| Fees and commissions related to issued bank cards | 7,523          | 7,322         |
| Fees and commissions related to lending           | 5,112          | 2,082         |
| Fees and commissions related to deposits          | 2,618          | 2,524         |
| Cash withdrawal transaction fees                  | 2,552          | 2,263         |
| Insurance fees                                    | 1,741          | 1,996         |
| Money market transaction fees and commissions     | 1,293          | 1,300         |
| Fees and commissions related to security trading  | 810            | 977           |
| Postal fees                                       | 779            | 835           |
| Other   | <u>5,473</u>   | 5,089         |
| Total   | <u>49,162</u>  | <u>37,567</u> |
| Net profit from fees and commissions              | <u>154,337</u> | 146,522       |

# NOTE 25: OTHER OPERATING INCOME AND EXPENSES AND OTHER ADMINISTRATIVE EXPENSES (in HUF mn)

| Other operating income                                   | 2012           | 2011           |
|--|----------------|----------------|
| Other income from non-financial activities               | <u>23,987</u>  | <u>27,252</u>  |
| Total  | <u>23,987</u>  | <u>27,252</u>  |
| Other operating expenses                                 | 2012           | 2011           |
| Provision for impairment on other assets                 | 6,375          | 3,221          |
| Provision / (Release of provision) for off-balance sheet | 2.125          | (1.972)        |
| commitments and contingent liabilities                   | 2,135          | (1,863)        |
| Provision for impairment on investments <sup>1</sup>     | 1,335          | 3,304          |
| Other expense from non-financial activities              | 17,912         | 16,235         |
| Other operating costs                                    | <u>7,276</u>   | <u>5,674</u>   |
| Total  | <u>35,033</u>  | <u>26,571</u>  |
| Other administrative expenses                            | 2012           | 2011           |
| Personnel expenses                                       |                |                |
| Wages  | 139,386        | 124,996        |
| Taxes related to personnel expenses                      | 36,881         | 32,595         |
| Other personnel expenses                                 | 12,685         | <u>11,507</u>  |
| Subtotal   | <u>188,952</u> | <u>169,098</u> |

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<sup>&</sup>lt;sup>1</sup> See details in Note 9.

# NOTE 25: OTHER OPERATING INCOME AND EXPENSE AND OTHER ADMINISTRATIVE EXPENSES (in HUF mn) [continued]

| Other administrative expenses                  | 2012           | 2011           |  |
|--|----------------|----------------|--|
| Depreciation and amortization                  | <u>47,420</u>  | 73,432         |  |
| Other administrative expenses                  |                |                |  |
| Taxes, other than income tax <sup>1</sup>      | 69,858         | 45,364         |  |
| Administration expenses, including rental fees | 48,245         | 45,069         |  |
| Services                                       | 37,069         | 38,805         |  |
| Professional fees                              | 18,949         | 18,467         |  |
| Advertising                                    | <u>12,984</u>  | 12,440         |  |
| Subtotal                                       | <u>187,105</u> | <u>160,145</u> |  |
| Total  | <u>423,477</u> | <u>402,675</u> |  |

### **NOTE 26:** INCOME TAX (in HUF mn)

The Group is presently liable for income tax at rates between 9% and 24.5% of taxable income. Deferred tax is calculated at the income tax rate of 9% in Montenegro, 10% in Bulgaria, Serbia and Cyprus, 16% in Romania, 19% in Hungary and Slovakia, 20% in Croatia and Russia, 21% in Ukraine and 24.5% in the United Kingdom.

The breakdown of the income tax expense is:

|   | 2012            | 2011           |
|---|-----------------|----------------|
| Current tax expense   | 20,527          | 25,216         |
| Deferred tax expense  | <u>2,561</u>    | <u>13,980</u>  |
| Total   | <u>23,088</u>   | <u>39,196</u>  |
| A reconciliation of the net deferred tax asset/liability is as follow | s:              |                |
|   | 2012            | 2011           |
| Balance as at 1 January   | (2,140)         | 3,217          |
| Deferred tax expense  | (2,561)         | (13,980)       |
| Deferred tax related to items recognized directly in equity           | 42.000          |                |
| and in Other Comprehensive Income                                     | (12,894)        | 8,699          |
| Difference arising on consolidation                                   | <u>=</u>        | 10             |
| Foreign currency translation difference                               | <u>300</u>      | <u>(86)</u>    |
| Closing balance   | <u>(17,295)</u> | <u>(2,140)</u> |

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<sup>&</sup>lt;sup>1</sup> Based on the amendment of the act on the special tax of financial institutions approved on 22 July 2010, a new special financial institution tax was paid by the Group. The total tax amount for the year 2012 and 2011 HUF 37.1 billion and HUF 14.6 billion was recognized as an expense thus decreased the corporate tax base. Based on the 2012 approved regulation financial institutions' obligation to pay this special tax was finalized.

# NOTE 26: INCOME TAXES (in HUF mn) [continued]

A reconciliation of the income tax expense is as follows:

|  | 2012                        | 2011               |
|--|-----------------------------|--------------------|
| Profit before income tax   | 145,674                     | 122,996            |
| Income tax at statutory tax rates  | 33,073                      | 27,353             |
| Income tax adjustments due to permanent differences are as follows:                                      |                             |                    |
| Differences in carrying value of subsidiaries  | 2,110                       | 2,765              |
| Reversal of statutory general provision  | 1,150                       | (206)              |
| OTP-MOL share swap transaction   | 871                         | (871)              |
| Share-based payment  | 871                         | 1,176              |
| Difference of accounting of equity instrument (ICES)   | 370                         | (711)              |
| Tax effect of amortization of statutory goodwill   | -                           | (5,327)            |
| Effect of change of income tax rate  | -                           | 1,927              |
| Treasury share transactions  | (36)                        | -                  |
| Reclassification of direct charges to reserves (self-revision)   | (96)                        | (1,639)            |
| Revaluation of investments denominated in foreign currency to historical cost                            | (4,325)                     | 11,443             |
| Deferred use of tax allowance  | (5,945)                     | -                  |
| Other  | (4,955)                     | <u>3,286</u>       |
|  |                             |                    |
| Income tax expense   | <u>23,088</u>               | <u>39,196</u>      |
| Effective tax rate   | <u>15.85%</u>               | <u>31.9%</u>       |
| A breakdown of the deferred tax assets and liabilities are as follows:                                   |                             |                    |
|  | 2012                        | 2011               |
| Fair value adjustment of securities held for trading and securities                                      |                             |                    |
| available-for-sale   | 6,285                       | 8,970              |
| Repurchase agreement and security lending  | 4,192                       | 3,336              |
| Tax loss carry forward   | 2,935                       | 3,852              |
| Provision for off-balance sheet commitments and contingent liabilities, derivative financial instruments | 427                         | 76                 |
| Difference in accounting for leases  | 423                         | 483                |
| Difference in depreciation and amortization  | 18                          | 20                 |
| Provision for impairment on investments  | _                           |                    |
| Adjustment from effective interest rate method   |                             | 4,407              |
|  | -                           | 4,407<br>2,401     |
| Premium and discount amortization on bonds   | -                           | 2,401<br>472       |
| Premium and discount amortization on bonds Fair value adjustment of derivative financial instruments     | -<br>-<br>-<br>0.620        | 2,401<br>472<br>18 |
| Premium and discount amortization on bonds   | -<br>-<br>-<br><u>9,630</u> | 2,401<br>472       |

# NOTE 26: INCOME TAXES (in HUF mn) [continued]

|   | 2012             | 2011            |
|---|------------------|-----------------|
| Fair value adjustment of securities held for trading and securities |                  |                 |
| available-for-sale  | (8,905)          | (1,225)         |
| Difference in depreciation and amortization                         | (6,223)          | (5,052)         |
| Fair value adjustment of derivative financial instruments           | (6,071)          | (8,155)         |
| Net effect of treasury share transactions                           | (3,824)          | (4,706)         |
| Adjustment from effective interest rate method                      | (2,869)          | (2,444)         |
| Accounting of equity instrument (ICES)                              | (2,775)          | (3,977)         |
| Temporary differences arising on consolidation                      | (1,636)          | (1,129)         |
| Premium and discount amortization on bonds                          | (1,161)          | (243)           |
| Difference in accounting for leases                                 | (67)             | (72)            |
| Repurchase agreement and security lending                           | (2)              | -               |
| Provision for off-balance sheet commitments and contingent          |                  |                 |
| liabilities, derivative financial instruments                       | -                | (19)            |
| Other   | <u>(7,672)</u>   | (2,594)         |
| Deferred tax liabilities  | <u>(41,205</u> ) | <u>(29,616)</u> |
| Net deferred tax liability  | <u>(17,295)</u>  | <u>(2,140)</u>  |

#### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn)

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

Financial instruments may result in certain risks to the Group. The most significant risks the Group faces include:

#### 27.1. Credit risk

The Group takes on exposure to credit risk which is the risk that a counter-party will be unable to pay amounts in full when due. The Group structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower, or banks of borrowers, and to geographical and loan types. Such risks are monitored on a periodical basis and subject to an annual or more frequent review. The exposure to any borrower including banks and brokers is further restricted by sub-limits covering on and off-balance sheet exposures and daily delivery risk limits in relation to trading items such as forward foreign exchange contracts. Actual exposures against limits are monitored daily.

Exposure to credit risk is managed through regular analysis of the ability of borrowers and potential borrowers to meet interest and principal repayment obligations and by changing these lending limits when appropriate. Exposure to credit risk is managed by obtaining collateral, corporate and personal guarantees.

#### Analysis by loan types and risk classes

An analysis of the gross loan portfolio by loan types and financial risk classes is as follows:

#### As at 31 December 2012

| Loan type  | Performing       | To-be<br>monitored | Below<br>average | Doubtful       | Bad              | Total carrying<br>amount /<br>allowance |
|--|------------------|--------------------|------------------|----------------|------------------|---|
| Retail loans   | 2,972,929        | 853,100            | 226,310          | 222,402        | 647,623          | 4,922,364                               |
| Corporate loans Placement with other                     | 1,152,177        | 469,093            | 130,965          | 154,969        | 412,414          | 2,319,618                               |
| banks  | 341,171          | 15,610             | -                | 6              | 787              | 357,574                                 |
| Municipal loans  | <u>212,504</u>   | 73,026             | <u>8,782</u>     | <u>9,738</u>   | <u>1,015</u>     | <u>305,065</u>                          |
| Total gross portfolio                                    | <u>4,678,781</u> | <u>1,410,829</u>   | <u>366,057</u>   | <u>387,115</u> | <u>1,061,839</u> | <u>7,904,621</u>                        |
| Allowance for loans Allowance for                        | (24,597)         | (55,395)           | (97,934)         | (213,653)      | (762,597)        | (1,154,176)                             |
| placements   | <u>=</u>         | (324)              | Ξ                | =              | <u>(787)</u>     | <u>(1,111)</u>                          |
| Total allowance  | <u>(24,597)</u>  | <u>(55,719)</u>    | <u>(97,934)</u>  | (213,653)      | <u>(763,384)</u> | (1,155,287)                             |
| Total net portfolio                                      | <u>4,654,184</u> | <u>1,355,110</u>   | <u>268,123</u>   | <u>173,462</u> | <u>298,455</u>   | <u>6,749,334</u>                        |
| Accrued interest   |                  |                    |                  |                |                  |   |
| for loans  |                  |                    |                  |                |                  | 71,320                                  |
| for placements  Total accrued interest                   |                  |                    |                  |                |                  | $\frac{403}{71,723}$                    |
| Total net loans Total net placements Total net exposures |                  |                    |                  |                |                  | 6,464,191<br>356,866<br>6,821,057       |

#### **NOTE 27:** FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

#### 27.1. Credit risk [continued]

Analysis by loan types and risk classes [continued]

As at 31 December 2011

| Loan type   | Performing       | To-be<br>monitored | Below<br>average | Doubtful              | Bad            | Total carrying<br>amount /<br>allowance   |
|---|------------------|--------------------|------------------|-----------------------|----------------|---|
| Retail loans Corporate loans Placement with other   | 3,072,883        | 1,194,682          | 155,854          | 242,301               | 482,946        | 5,148,666   |
|   | 1,206,613        | 560,963            | 187,089          | 227,745               | 364,713        | 2,547,123   |
| banks Municipal loans Total gross portfolio   | 415,242          | 7,034              | 12               | 262                   | 871            | 423,421   |
|   | 265,294          | 64,348             | <u>8,927</u>     | <u>11,919</u>         | 1,193          | <u>351,681</u>  |
|   | <b>4,960,032</b> | <b>1,827,027</b>   | <b>351,882</b>   | <u><b>482,227</b></u> | <b>849,723</b> | <u>8,470,891</u>  |
| Allowance for loans Allowance for placements Total allowance  | (30,127)         | (93,985)           | (74,005)         | (245,661)             | (617,674)      | (1,061,452)   |
|   | (2)              | (172)              | (2)              | (113)                 | (876)          | (1,165)   |
|   | (30,129)         | (94,157)           | (74,007)         | (245,774)             | (618,550)      | (1,062,617)   |
| Total net portfolio   | <u>4,929,903</u> | <u>1,732,870</u>   | <u>277,875</u>   | <u>236,453</u>        | <u>231,173</u> | <u>7,408,274</u>  |
| for loans for placements  Total accrued interest  Total net loans Total net placements  Total net exposures |                  |                    |                  |                       |                | 61,161<br><u>521</u><br><u>61,682</u><br><u>7,047,179</u><br><u>422,777</u><br><u>7,469,956</u> |

The total off-balance sheet liabilities connected to the lending activity by risk classes are as follows:

| Qualification categories | 2012             | 2011             |
|--------------------------|------------------|------------------|
| Performing               | 1,426,968        | 1,039,188        |
| To-be monitored          | 41,450           | 47,996           |
| Below average            | 4,203            | 194,370          |
| Doubtful                 | 1,395            | 4,774            |
| Bad                      | <u>1,294</u>     | <u>1,513</u>     |
| Total                    | <u>1,475,310</u> | <u>1,287,841</u> |

The Group's loan portfolio decreased by 6.7% in the year 2012. Analysing the contribution of loan types to the loan portfolio, the share of the retail loan type slightly increased while the other types of loan portfolios slightly decreased. As a consequence of the economic situation, the qualification of the loan portfolio deteriorated, the ratio of the non-performing (doubtful and bad) loans compared to the gross loan portfolio increased from 15.7% to 17.4%. Among the qualified loan portfolio, the loans classified to the risk class of "below average" expanded at the fastest level.

The Group has a prudent provisioning policy, the coverage of loans by provision for impairment on loans classified as doubtful or bad, the indicator was 67.4% and 64.9% as at 31 December 2012 and 31 December 2011 respectively.

The off-balance sheet liabilities connected to the lending activity increased by 14.6% and 16.9% as at 31 December 2012 and 31 December 2011 respectively.

The qualified loan portfolio decreased by 8.4% in the year ended 31 December 2012.

#### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.1. Credit risk [continued]

#### Classification into risk classes

Exposures with small amounts (retail sector) are subject to collective valuation method, which is a simplified assessment. The exposures subject to collective valuation method are classified to five risk classes (performing, to-be monitored, below average, doubtful, bad). Depending on the days of delay, a specific percentage is assigned to each risk class, and the provision for impairment is calculated on all exposures based on previously determined rates.

When applying the individual assessment method, the incurred loss of each item is determined based on the consideration of all of the following criteria:

- the credit rating of the customer or the partner: the financial position, stability and income-generating
  capacity affected by the financial or investment service and issuer of the security, and any changes
  thereto:
- compliance with the rules of repayment (delay): delays in the repayment of the loan principal and its interests;
- the country risk relating to the customer (both political and transfer risks) and any changes thereto;
- the value of collaterals, their liquidity and accessibility, and any changes therein;
- the transferability and liquidity of the exposures (the market conditions of supply and demand, the
  available market prices and participation in the shareholders` equity of the issuer in proportion to the
  investment);

2011

• the future payment obligation recognized as a loss arising from the exposure.

#### Loan portfolio by countries

An analysis of the qualified gross loan portfolio in a country breakdown is as follows:

|                    | 2012  |                  | 2011  |                  |  |
|--------------------|---|------------------|---|------------------|--|
| Country            | Carrying amount of<br>the qualified gross<br>loan portfolio | Allowance        | Carrying amount of<br>the qualified gross<br>loan portfolio | Allowance        |  |
| Hungary            | 1,348,023   | 434,216          | 1,652,321   | 421,616          |  |
| Ukraine            | 636,576   | 197,099          | 771,398   | 196,537          |  |
| Romania            | 312,453   | 48,861           | 160,413   | 44,162           |  |
| Bulgaria           | 304,997   | 165,177          | 318,961   | 148,292          |  |
| Russia             | 264,877   | 128,911          | 204,577   | 68,904           |  |
| Montenegro         | 141,855   | 82,135           | 143,986   | 70,640           |  |
| Serbia             | 51,759  | 26,318           | 69,811  | 26,082           |  |
| Croatia            | 50,578  | 21,824           | 53,119  | 22,004           |  |
| Slovakia           | 47,234  | 20,323           | 59,008  | 17,626           |  |
| Cyprus             | 45,985  | 1,854            | 65,331  | 13,931           |  |
| United States of   |   |                  |   |                  |  |
| America            | 12,724  | 131              | 1,097   | 6                |  |
| Seychelles         | 4,912   | 1,473            | 5,268   | 806              |  |
| United Kingdom     | 2,346   | 1,801            | 2,275   | 1,125            |  |
| Egypt              | 664   | 332              | 640   | 327              |  |
| Germany            | 217   | 75               | 15  | 4                |  |
| Ireland            | 111   | 52               | 81  | 72               |  |
| Kazakhstan         | 82  | 34               | 2,209   | 150              |  |
| Latvia             | 38  | 26               | 37  | 31               |  |
| Netherlands        | 2   | 1                | -   | -                |  |
| Macedonia          | -   | -                | 116   | 76               |  |
| Other <sup>1</sup> | <u>407</u>  | <u>47</u>        | <u>196</u>  | <u>97</u>        |  |
| Total              | <u>3,225,840</u>  | <u>1,130,690</u> | <u>3,510,859</u>  | <u>1,032,488</u> |  |

Other category in year 2012 includes e.g.: Island, Greece, Sweden, Moldova, United Arab Emirates, Switzerland, Austria, Spain, Georgia, South Korea, Turkey, Israel, Luxembourg, China, Canada, Libya, France, Vietnam.

### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.1. Credit risk [continued]

#### Loan portfolio by countries [continued]

The qualified loan portfolio decreased mostly in Cyprus, Serbia, Slovakia, Hungary and Ukraine and increased in Russia, but there were no significant changes in the other countries. Their stock of provision increased mostly in Russia and decreased in Cyprus.

An analysis of the non-qualified gross loan portfolio in a country breakdown is as follows:

|                    | 2012  |               | 2011  |               |
|--------------------|---|---------------|---|---------------|
| Country            | Carrying amount of<br>the non-qualified<br>gross loan portfolio | Allowance     | Carrying amount of<br>the non-qualified<br>gross loan portfolio | Allowance     |
| Hungary            | 2,009,007   | 24            | 1,930,312   | 2,711         |
| Bulgaria           | 890,478   | 14,367        | 979,000   | 12,742        |
| Russia             | 624,285   | 3,331         | 589,273   | 4,121         |
| Croatia            | 334,942   | 3,468         | 360,747   | 3,817         |
| Slovakia           | 244,647   | 1,325         | 246,160   | 736           |
| Romania            | 137,390   | 463           | 308,304   | 307           |
| United Kingdom     | 87,509  | -             | 96,790  | 28            |
| Serbia             | 65,358  | 117           | 43,807  | 32            |
| Germany            | 63,387  | -             | 61,913  | 1             |
| Montenegro         | 63,102  | 1,502         | 149,789   | 5,629         |
| Ukraine            | 60,345  | -             | 49,382  | -             |
| France             | 29,485  | -             | 60,355  | -             |
| United States of   |   |               |   |               |
| America            | 19,852  | -             | 14,536  | 2             |
| Luxembourg         | 11,361  | -             | -   | -             |
| Switzerland        | 11,210  | -             | 8,867   | -             |
| Austria            | 10,264  | -             | 3,982   | -             |
| Belgium            | 4,154   | -             | 16,547  | -             |
| Czech Republic     | 4,062   | -             | 540   | -             |
| Norway             | 2,204   | -             | 6,617   | -             |
| Turkey             | 1,708   | -             | 403   | -             |
| Japan              | 1,417   | -             | 128   | -             |
| Cyprus             | 470   | -             | 9,048   | -             |
| Canada             | 429   | -             | 273   | -             |
| Poland             | 290   | -             | 2,813   | -             |
| Denmark            | 276   | -             | 133   | -             |
| Sweden             | 212   | -             | 1,747   | -             |
| Netherlands        | 147   | -             | 13,972  | -             |
| Kazakhstan         | 142   | -             | 271   | -             |
| Italy              | 118   | -             | 3,235   | 1             |
| Ireland            | 105   | -             | 261   | -             |
| Spain              | 25  | -             | 19  | -             |
| Azerbaijan         | -   | -             | 602   | -             |
| Other <sup>1</sup> | <u>400</u>  | Ξ.            | <u>206</u>  | <u>2</u>      |
| Total              | <u>4,678,781</u>  | <u>24,597</u> | <u>4,960,032</u>  | <u>30,129</u> |

Other category in 2012 includes e.g.: Australia, Hong-Kong, Island, United Arab Emirates, Greece, Slovenia, Macedonia, Brasilia, Latvia, Finland, Bosnia and Herzegovina, Israel, Estonia, Grenada.

#### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.1. Credit risk [continued]

### Loan portfolio by countries [continued]

The non-qualified loan portfolio decreased mostly in Netherlands, Cyprus, Montenegro and Romania. In some countries the stock of provision increased due to local regulations on the base of which it is compulsory to account fix rate of provision on the non-qualified portfolio.

#### Collaterals

The values of collaterals held by the Group by types are as follows: (**total collaterals**). The collaterals cover loans as well as off-balance sheet exposures.

| Types of collaterals                                | 2012             | 2011             |
|---|------------------|------------------|
| Mortgages   | 6,790,472        | 6,957,343        |
| Assignments (revenue or other receivables)          | 247,449          | 209,013          |
| Guarantees and warranties                           | 191,789          | 297,856          |
| Guarantees of state or organizations owned by state | 171,547          | 162,516          |
| Cash deposits                                       | 154,956          | 158,457          |
| Securities  | 132,965          | 105,950          |
| Other   | <u>1,186,995</u> | 970,760          |
| Total   | <u>8,876,173</u> | <u>8,861,895</u> |

The values of collaterals held by the Group by types are as follows: (to the extent of the exposures). The collaterals cover loans as well as off-balance sheet exposures.

| Types of collaterals                                | 2012             | 2011             |
|---|------------------|------------------|
| Mortgages   | 3,045,238        | 3,625,631        |
| Assignments (revenue or other receivables)          | 312,839          | 325,310          |
| Guarantees and warranties                           | 165,399          | 273,286          |
| Cash deposits                                       | 117,778          | 103,771          |
| Guarantees of state or organizations owned by state | 117,308          | 135,969          |
| Securities  | 65,864           | 31,848           |
| Other   | <u>585,852</u>   | <u>598,993</u>   |
| Total   | <u>4,410,278</u> | <u>5,094,808</u> |

The coverage level of the loan portfolio (total collaterals) increased by 4.2%, as well as the coverage level to the extent of the exposures decreased by 9.9% as at 31 December 2012.

#### **NOTE 27:** FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

#### 27.1. Credit risk [continued]

### Loans, neither past due, nor impaired

The loan portfolio analysis of the gross values of the loans that are neither past due nor impaired is as follows:

| Loan type                                | 2012                 | 2011                |
|--|----------------------|---------------------|
| Retail loans                             | 1,854,274            | 2,224,077           |
| Corporate loans                          | 917,619              | 997,115             |
| Placement with other banks               | 319,095              | 396,298             |
| Municipal loans                          | <u>149,558</u>       | <u>175,452</u>      |
| Total                                    | <u>3,240,546</u>     | <u>3,792,942</u>    |
| Qualification categories                 | 2012                 | 2011                |
| <b>C</b>                                 |                      |                     |
| Performing                               | 3,061,957            | 3,723,990           |
|  | 3,061,957<br>149,670 | 3,723,990<br>40,569 |
| Performing                               | , ,                  | , ,                 |
| Performing To-be monitored               | 149,670              | 40,569              |
| Performing To-be monitored Below average | 149,670<br>19,840    | 40,569<br>13,538    |

Loans neither past due, nor impaired cover only balance sheet items.

The ratio of the gross value of the loans neither past due nor impaired compared to the whole portfolio decreased from 44.8% to 41% as at 31 December 2012 compared to the end of the prior year. The ratio of the corporate and interbank placements compared to the portfolio of loans neither past due nor impaired increased during the year ended 31 December 2012 while the ratio of the retail and municipal loans decreased.

#### Renegotiated loans

An analysis of the gross value of the loans that would otherwise be past due or impaired and whose terms have been renegotiated as at 31 December 2012 and 31 December 2011 is as follows:

| Loan type                  | 2012           | 2011           |
|----------------------------|----------------|----------------|
| Retail loans               | 232,305        | 421,898        |
| Corporate loans            | 203,295        | 404,796        |
| Municipal loans            | 9,452          | 11,197         |
| Placement with other banks | <u> </u>       | <u>=</u>       |
| Total                      | <u>445,052</u> | <u>837,891</u> |

The gross amount of renegotiated loans decreased considerably by 31 December 2012, which is connected mainly to the retail and corporate loans. There were no renegotiated loans neither in the year 2012 nor in 2011 among the Placements with other banks.

#### **NOTE 27:** FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.1. Credit risk [continued]

### Past due, but not impaired loans

The aging of gross loans that are past due but not impaired as at 31 December 2012 and 31 December 2011 is as follows:

#### As at 31 December 2012

| Loan type          | Up to 90<br>days | 91-180 days  | 181-365 days | Above 365 days | Total          |
|--------------------|------------------|--------------|--------------|----------------|----------------|
| Retail loans       | 283,443          | 7,061        | 4,321        | 13,975         | 308,800        |
| Corporate loans    | 72,271           | 940          | 1,369        | 7,373          | 81,953         |
| Municipality loans | <u>56,358</u>    | Ξ            | =            | <u>54</u>      | <u>56,412</u>  |
| Total              | <u>412,072</u>   | <u>8,001</u> | <u>5,690</u> | <u>21,402</u>  | <u>447,165</u> |

#### As at 31 December 2011

| Loan type          | Up to 90<br>days | 91-180 days   | 181-365 days  | Above 365 days | Total          |
|--------------------|------------------|---------------|---------------|----------------|----------------|
| Retail loans       | 289,802          | 15,738        | 13,047        | 29,678         | 348,265        |
| Corporate loans    | 71,503           | 8,610         | 1,997         | 7,846          | 89,956         |
| Municipality loans | 82,422           | <u>=</u>      | Ξ.            | <u>=</u>       | 82,422         |
| Total              | <u>443,727</u>   | <u>24,348</u> | <u>15,044</u> | <u>37,524</u>  | <u>520,643</u> |

The loans that are past due but not impaired are concentrated mainly in the retail loan type. In the other loan types the low level of loans past due but not impaired is a consequence of the prudent provisioning policy of the Group.

### The fair value of collaterals related to past due, but not impaired loans

An analysis of the fair value of collaterals related to past due, but not impaired loans, total collaterals and to the extent of the exposures as at 31 December 2012 and 31 December 2011 is as follows:

| Fair value of the collaterals (total collaterals)              | 2012   | 2011   |
|--|--|--|
| Retail loans Corporate loans Municipality loans Total          | 491,038<br>293,976<br><u>8,243</u><br><b>793,257</b> | 530,063<br>284,137<br><u>6,491</u><br><b>820,691</b> |
| Fair value of the collaterals (to the extent of the exposures) | 2012   | <u>320,091</u><br>2011                               |
| Retail loans Corporate loans Municipality loans Total          | 213,113<br>42,458<br><u>68</u><br><b>255,639</b>     | 256,388<br>51,059<br><u>807</u><br><u>308,254</u>    |

The collaterals above are related to only on-balance sheet exposures.

### **NOTE 27:** FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.1. Credit risk [continued]

### Loans individually assessed for provision

An analysis of financial assets that are individually determined to be impaired, the factors taken into consideration at the assessment, the provision for impairment for them and the collaterals considered as at 31 December 2012 and 31 December 2011 is as follows. The individually rated exposures contain both the loans and the off-balance sheet commitments. The rating has been performed based on the factors used at determining the provision for impairment for them.

As at 31 December 2012

| Considered factors                | Carrying<br>value | Allowance for impairment | Collateral<br>value | Off-balance<br>sheet<br>commitments | Provision for off-balance sheet commitments |
|-----------------------------------|-------------------|--------------------------|---------------------|-------------------------------------|---|
| Delay of payment                  | 251,530           | 146,552                  | 154,392             | 22                                  | 1   |
| Regularity of payment             | 530               | 246                      | 39                  | -                                   | -   |
| Renegotiation                     | 39,884            | 6,908                    | 25,924              | 38                                  | 19  |
| Legal proceedings                 | 114,549           | 75,976                   | 56,381              | 52                                  | 47  |
| Decrease of client classification | 173,809           | 56,133                   | 41,440              | 6,090                               | 475   |
| Loan characteristics              | 52,392            | 3,138                    | -                   | -                                   | -   |
| Business lines risks              | 6,836             | 2,929                    | 339                 | 3,489                               | 142   |
| Cross default                     | 24,462            | 9,145                    | 4,357               | 878                                 | 120   |
| Other                             | 29,251            | <u>4,152</u>             | <u>1,978</u>        | <u>3,838</u>                        | <u>458</u>                                  |
| Corporate total                   | 693,243           | <u>305,179</u>           | 284,850             | <u>14,407</u>                       | <u>1,262</u>                                |
| Delay of payment                  | 6,657             | 474                      | 4,049               | -                                   | -   |
| Renegotiation                     | 7,310             | 193                      | -                   | 4                                   | -   |
| Legal proceedings                 | 1,082             | 709                      | -                   | -                                   | -   |
| Decrease of client classification | 18,288            | 1,381                    | -                   | 433                                 | 68  |
| Cross default                     | 300               | 27                       | -                   | -                                   | -   |
| Other                             | 24,445            | <u>2,714</u>             | =                   | <u>6,283</u>                        | <u>402</u>                                  |
| Municipal total                   | <u>58,082</u>     | <u>5,498</u>             | <u>4,049</u>        | <u>6,720</u>                        | <u>470</u>                                  |
| Placements with other banks       | <u>761</u>        | <u>761</u>               | =                   | =                                   | =   |
| Total                             | 752,086           | <u>311,438</u>           | 288,899             | <u>21,127</u>                       | <u>1,732</u>                                |

#### **NOTE 27:** FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

#### 27.1. Credit risk [continued]

Loans individually assessed for provision [continued]

As at 31 December 2011

| Considered factors                   | Carrying<br>value | Allowance for impairment | Collateral<br>value | Off-balance<br>sheet<br>commitments | Provision for off-balance sheet commitments |
|--------------------------------------|-------------------|--------------------------|---------------------|-------------------------------------|---|
| Delay of payment                     | 230,955           | 118,157                  | 154,959             | 284                                 | 1   |
| Regularity of payment                | 1,711             | 158                      | 739                 | -                                   | -   |
| Renegotiation                        | 49,024            | 4,607                    | 9,563               | 2,183                               | 19  |
| Legal proceedings                    | 84,327            | 56,452                   | 36,275              | 81                                  | 76  |
| Decrease of client classification    | 177,735           | 50,137                   | 79,574              | 7,533                               | 1,294                                       |
| Loan characteristics                 | 41,895            | 2,993                    | -                   | -                                   | -   |
| Business lines risks                 | 25,294            | 7,923                    | 1,127               | 4,608                               | 437   |
| Cross default                        | 30,644            | 19,277                   | 427                 | 392                                 | 120   |
| Other                                | 20,101            | <u>2,818</u>             | <u>1,622</u>        | <u>6,631</u>                        | <u>793</u>                                  |
| Corporate total                      | <u>661,686</u>    | <u>262,522</u>           | <u>284,286</u>      | <u>21,712</u>                       | <u>2,740</u>                                |
| Delay of payment                     | 1,253             | 433                      | 3,502               | -                                   | -   |
| Renegotiation                        | 7,324             | 540                      | -                   | 113                                 | 53  |
| Legal proceedings                    | 327               | 287                      | 40                  | -                                   | -   |
| Decrease of client classification    | 20,216            | 1,911                    | -                   | 260                                 | 91  |
| Cross default                        | 552               | 201                      | 2                   | 109                                 | 35  |
| Other                                | <u>26,383</u>     | <u>2,496</u>             | <u>19</u>           | <u>6,473</u>                        | <u>404</u>                                  |
| Municipal total                      | <u>56,055</u>     | <u>5,868</u>             | <u>3,563</u>        | <u>6,955</u>                        | <u>583</u>                                  |
| Placements with other banks<br>Total | 4,878<br>722,619  | 1,246<br>269,636         | <u>287,849</u>      | <u>-</u><br>28,667                  | <u>3,323</u>                                |

By 31 December 2012 the volume of the individually rated portfolio slightly increased in the corporate loan type. Among the rating factors of the corporate loan type, the increase is mostly based on the legal proceedings and loan characteristics.

#### Loan characteristics:

Loans to customers are classified by using this category name if the clients are performing according to the contracts but the risks of the transactions are higher than usual (balloon payment, using loan to finance the monetary expenditures in the phase of investment).

#### Business lines risks:

Transactions are classified by using this category name, if the client works in the branch which had been grievously accused by the financial crisis (vehicle industry, building industry, real estate services, metal processing, financial services).

#### Forborne loans

Forbearance measures occur in situations in which the contract – receivable is originated from – is modified on the debtor's or the Group's initiative, basically based on the fact that the borrower is considered to be unable to service the debt or refinance the contract according to the original terms and conditions because of the debtor's financial difficulties and significant deterioration of ability to pay. Furthermore escrow account loans granted based on law of FX loans are qualified as forborne loans as well as ones concerning to the escrow account loan has been paid.

#### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

#### 27.1. Credit risk [continued]

#### Forborne loans [continued]

In comparison with the original terms and conditions, essentially more favourable conditions are arising for clients by modification of the contract. Modification of the terms and conditions of the contract may affect:

- temporary payment holidays (interest and/or principal payments)
- payment by instalments
- •modifying the level of interest (e.g. reductions on interest),
- capitalisation of interests
- •modification of foreign exchange
- ■extension of the loan term
- •rescheduling the payments
- •reducing the level of required collaterals, guarantees and replacing them with other ones
- •forbearing from collaterals
- •amendment or lack of enforcement of covenants, establishment of new contractual terms

#### Rating of forborne loans

Forborne loan (applying the individual or collective evaluation method) is forbidden to be classified during rating period following forbearance as better than its previous rating category was before forbearance.

### 1. Individual evaluation method

Individually evaluated, forborne loan (receivable) is allowed to be classified as "to-be-monitored" (in retail business line "B") if:

- •as a result of forbearance, debts in default have been paid off or outstanding debts are 100% collateral loans (value of collateral equals or exceeds one of outstanding debts at the rating date),
- •following the forbearance, default in paying with more than 15 days of delinquency did not arise during 180 days without a break and
- •borrower's prospective ability to service the debt with new terms and conditions is adequate.

Individually evaluated, forborne loan (receivable) is allowed to be classified as "performing" (in retail business line "A") if:

- •as a result of forbearance, debts in default have been paid off or outstanding debts are 100% collateral loans (value of collateral equals or exceeds one of outstanding debts at the rating date),
- •following the forbearance, default in paying with more than 15 days of delinquency did not arise during 365 days without a break and
- •borrower's prospective ability to service the debt with new terms and conditions is adequate.

#### 2. Collective evaluation method

Collective evaluated, forborne loan (receivable) is allowed to be classified as "to-be-monitored" (in retail business line "B") if:

•following the forbearance, default in paying with more than 15, in case of retail loan 30 days of delinquency did not arise during 180 days without a break.

Collective evaluated, forborne loan (receivable) is allowed to be classified as "performing" (in retail business line "A") if:

•following the forbearance, default in paying with more than 15, in case of retail loan 30 days of delinquency did not arise during 365 days without a break.

These loans are recorded classified as forborne until they are recognized in the financial statements.

### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.1. Credit risk [continued]

### Forborne loans [continued]

An analysis of forborne gross loan portfolio by loan types as at 31 December 2012 and 2011 is as follows:

| Loan type       | 2012      | 2011      |
|-----------------|-----------|-----------|
| Retail loans    | 621,824   | 539,954   |
| Corporate loans | 393,058   | 514,309   |
| Municipal loans | 14,314    | 11,197    |
| Total           | 1.029.196 | 1.065.460 |

Gross value of the forborne loans that would otherwise be past due or impaired by loans types as at 31 December 2012 and 2011 is as follows:

| Loan type       | 2012           | 2011           |
|-----------------|----------------|----------------|
| Retail loans    | 367,620        | 295,845        |
| Corporate loans | 161,580        | 168,433        |
| Municipal loans | 13,783         | 9,659          |
| Total           | <u>542,983</u> | <u>473,937</u> |

An analysis of gross value of forborne loans for the year ended 31 December 2012:

| Loan type                | Balance as at<br>1 January<br>2012 | Additions      | Sale          | Decrease (expiring, repayment) | FX<br>difference | Balance as at<br>31 December<br>2012 |
|--------------------------|------------------------------------|----------------|---------------|--------------------------------|------------------|--------------------------------------|
| Retail loans             | 539,954                            | 206,253        | 39,712        | 68,024                         | (16,647)         | 621,824                              |
| Allowance                | 126,874                            | 52,647         | 10,636        | 2,222                          | (3,536)          | 163,127                              |
| Corporate loans          | 514,309                            | 96,786         | 2,330         | 185,140                        | (30,567)         | 393,058                              |
| Allowance                | 106,884                            | 29,122         | 774           | 14,566                         | (6,566)          | 114,100                              |
| Municipal loans          | 11,197                             | 6,893          | -             | 3,539                          | (237)            | 14,314                               |
| Allowance                | 708                                | 221            | -             | 501                            | (9)              | 419                                  |
| Gross loan portfolio     |                                    |                |               |                                |                  |                                      |
| total                    | <u>1,065,460</u>                   | 309,932        | 42,042        | <u>256,703</u>                 | <u>(47,451)</u>  | 1,029,196                            |
| Allowance Total          | <u>234,466</u>                     | <u>81,990</u>  | <u>11,410</u> | <u>17,289</u>                  | (10,111)         | <u>277,646</u>                       |
| Net loan portfolio total | <u>830,994</u>                     | <u>227,942</u> | <u>30,632</u> | <u>239,414</u>                 | (37,340)         | <u>751,550</u>                       |

An analysis of forborne gross loan by loan types and risk classes as at 31 December 2012 is as follows:

| Loan type                                      | Not past<br>due              | 1-30<br>DPD                  | 31-60<br>DPD              | 61-90<br>DPD              | 91-360<br>DPD              | 360+<br>DPD                  | Total<br>carrying<br>amount<br>/allowance |
|--|------------------------------|------------------------------|---------------------------|---------------------------|----------------------------|------------------------------|---|
| Retail loans                                   | 269,838                      | 81,874                       | 28,636                    | 18,645                    | 54,210                     | 168,621                      | 621,824                                   |
| Allowance                                      | 11,707                       | 6,641                        | 3,701                     | 3,543                     | 21,768                     | 115,767                      | 163,127                                   |
| Corporate loans                                | 220,804                      | 39,598                       | 10,219                    | 6,529                     | 38,870                     | 77,038                       | 393,058                                   |
| Allowance                                      | 23,703                       | 9,167                        | 1,277                     | 1,873                     | 20,655                     | 57,425                       | 114,100                                   |
| Municipal loans                                | 13,786                       | 309                          | _                         | 11                        | 105                        | 103                          | 14,314                                    |
| Allowance                                      | 266                          | 11                           | -                         | 1                         | 104                        | 37                           | 419                                       |
| Gross loan portfolio                           |                              |                              |                           |                           |                            |                              |   |
| total Allowance Total Net loan portfolio total | 504,428<br>35,676<br>468,752 | 121,781<br>15,819<br>105,962 | 38,855<br>4,978<br>33,877 | 25,185<br>5,417<br>19,768 | 93,185<br>42,527<br>50,658 | 245,762<br>173,229<br>72,533 | 1,029,196<br>277,646<br>751,550           |

### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.1. Credit risk [continued]

### Forborne loans [continued]

An analysis of forborne gross loan by loan types and risk classes as at 31 December 2011 is as follows:

| Loan type                | Not past<br>due | 1-30<br>DPD | 31-60<br>DPD  | 61-90<br>DPD | 91-360<br>DPD | 360+<br>DPD    | Total<br>carrying<br>amount<br>/allowance |
|--------------------------|-----------------|-------------|---------------|--------------|---------------|----------------|---|
| Retail loans             | 211,762         | 92,341      | 30,026        | 22,806       | 67,969        | 115,050        | 539,954                                   |
| Allowance                | 8,802           | 5,754       | 2,744         | 3,252        | 29,507        | 76,815         | 126,874                                   |
| Corporate loans          | 362,489         | 37,787      | 9,961         | 8,338        | 44,489        | 51,245         | 514,309                                   |
| Allowance                | 37,739          | 9,901       | 1,980         | 3,421        | 22,935        | 30,908         | 106,884                                   |
| Municipal loans          | 10,404          | 570         | -             | -            | 32            | 191            | 11,197                                    |
| Allowance                | 563             | 1           | -             | -            | 12            | 132            | 708                                       |
| Gross loan portfolio     |                 |             |               |              |               |                |   |
| total                    | <u>584,655</u>  | 130,698     | <u>39,987</u> | 31,144       | 112,490       | <b>166,486</b> | <u>1,065,460</u>                          |
| Allowance Total          | 47,104          | 15,656      | 4,724         | 6,673        | 52,454        | 107,855        | 234,466                                   |
| Net loan portfolio total | 537,551         | 115,042     | 35,263        | 24,471       | 60,036        | 58,631         | 830,994                                   |

An analysis of forborne gross loan portfolio impaired and not impaired by loan types as at 31 December 2012 is as follows:

|                          |                 | Not past due   |                |                 | Past due       |                |
|--------------------------|-----------------|----------------|----------------|-----------------|----------------|----------------|
| Loan type                | Not<br>impaired | Impaired       | Total          | Not<br>impaired | Impaired       | Total          |
| Retail loans             | 112,009         | 157,829        | 269,838        | 43,755          | 308,231        | 351,986        |
| Allowance                | -               | 11,707         | 11,707         | -               | 151,420        | 151,420        |
| Collateral               | 125,681         | 155,918        | 281,599        | 34,090          | 138,627        | 172,717        |
| Corporate loans          | 46,446          | 174,358        | 220,804        | 10,990          | 161,264        | 172,254        |
| Allowance                | -               | 23,703         | 23,703         | -               | 90,397         | 90,397         |
| Collateral               | 112,060         | 147,234        | 259,294        | 29,755          | 94,120         | 123,875        |
| Municipal loans          | 15              | 13,771         | 13,786         | -               | 528            | 528            |
| Allowance                | -               | 266            | 266            | -               | 153            | 153            |
| Collateral               | -               | 2,670          | 2,670          | -               | 329            | 329            |
| Gross loan portfolio     |                 |                |                |                 |                |                |
| total                    | <b>158,470</b>  | 345,958        | <u>504,428</u> | <u>54,745</u>   | 470,023        | <u>524,768</u> |
| Allowance Total          | _               | <u>35,676</u>  | <u>35,676</u>  | _               | <u>241,970</u> | <i>241,970</i> |
| Net loan portfolio total | <b>158,470</b>  | <u>310,282</u> | 468,752        | <u>54,745</u>   | <u>228,053</u> | <u>282,798</u> |
| Collateral Total         | <u>237,741</u>  | <u>305,822</u> | <u>543,563</u> | <u>63,845</u>   | <u>233,076</u> | <u>296,921</u> |

### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.1. Credit risk [continued]

### Forborne loans [continued]

An analysis of forborne gross loan portfolio impaired and not impaired by loan types as at 31 December 2011 is as follows:

|                          |                 | Not past due   |                |                 | Past due       |                 |
|--------------------------|-----------------|----------------|----------------|-----------------|----------------|-----------------|
| Loan type                | Not<br>impaired | Impaired       | Total          | Not<br>impaired | Impaired       | Total           |
| Retail loans             | 48,353          | 163,409        | 211,762        | 41,418          | 286,774        | 328,192         |
| Allowance                | -               | 8,802          | 8,802          | -               | 118,072        | 118,072         |
| Collateral               | 48,877          | 147,915        | 196,792        | 29,072          | 135,898        | 164,970         |
| Corporate loans          | 71,239          | 291,250        | 362,489        | 12,189          | 139,631        | 151,820         |
| Allowance                | -               | 37,739         | 37,739         | -               | 69,145         | 69,145          |
| Collateral               | 117,118         | 199,340        | 316,458        | 21,634          | 86,385         | 108,019         |
| Municipal loans          | -               | 10,404         | 10,404         | -               | 793            | 793             |
| Allowance                | -               | 563            | 563            | -               | 145            | 145             |
| Collateral               | -               | 3,208          | 3,208          | -               | 544            | 544             |
| Gross loan portfolio     |                 |                |                |                 |                |                 |
| total                    | <u>119,592</u>  | 465,063        | <u>584,655</u> | <u>53,607</u>   | <u>427,198</u> | 480,805         |
| Allowance Total          | <u>=</u>        | <u>47,104</u>  | <i>47,104</i>  | <u>=</u>        | <i>187,362</i> | <u> 187,362</u> |
| Net loan portfolio total | <u>119,592</u>  | <u>417,959</u> | <u>537,551</u> | <u>53,607</u>   | <u>239,836</u> | <u>293,443</u>  |
| Collateral Total         | <u>165,995</u>  | <u>350,463</u> | <u>516,458</u> | <u>50,706</u>   | <u>222,827</u> | <u>273,533</u>  |

An analysis of forborne retail loans by type of forbearance as at 31 December 2012 and 2011 is as follows:

| Type of forbearance     | Retail loans<br>2012 | Retail loans<br>2011 |
|-------------------------|----------------------|----------------------|
| Suspension of repayment | 234,827              | 280,342              |
| Combined                | 35,714               | 35,528               |
| Debt re-arrangement     | 30,064               | 28,908               |
| Prolongation            | 20,223               | 20,850               |
| Other                   | <u>300,996</u>       | 174,326              |
| Total                   | <u>621,824</u>       | <u>539,954</u>       |

#### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

#### 27.2. Market risk

The Group takes on exposure to market risks. Market risks arise from open positions in interest rate, currency and equity products, all of which are exposed to general and specific market movements. The Group applies a 'Value-at-Risk' methodology to estimate the market risk of positions held and the maximum losses expected, based upon a number of assumptions for various changes in market conditions. The Management Board sets limits on the value of risk that may be accepted, which is monitored on a daily basis. (Analysis of liquidity risk is detailed in Note 34.)

#### 27.2.1. Market Risk sensitivity analysis

The VaR risk measure estimates the potential loss in pre-tax profit over a given holding period for a specified confidence level. The VaR methodology is a statistically defined, probability-based approach that takes into account market volatilities as well as risk diversification by recognizing offsetting positions and correlations between products and markets. Risks can be measured consistently across all markets and products, and risk measures can be aggregated to arrive at a single risk number. The one-day 99% VaR number used by the Group reflects the 99% probability that the daily loss will not exceed the reported VaR.

VaR methodologies are employed to calculate daily risk numbers include the historical and variance-covariance approach. In addition to these two methodologies, Monte Carlo simulations are applied to the various portfolios on a monthly basis to determine potential future exposure.

The VaR of the trading portfolio can be summarized as follows:

| Historical VaR              | Average       |               |  |
|-----------------------------|---------------|---------------|--|
| (99%, one-day) by risk type | 2012          | 2011          |  |
| Foreign exchange            | 335           | 1,474         |  |
| Interest rate               | 217           | 524           |  |
| Equity instruments          | 26            | 18            |  |
| Diversification             | <u>(171</u> ) | <u>(440</u> ) |  |
| Total VaR exposure          | <u>407</u>    | <b>1,576</b>  |  |

While VaR captures the Group's daily exposure to currency and interest rate risk, sensitivity analysis evaluates the impact of a reasonably possible change in interest or foreign currency rates over a year. The longer time frame of sensitivity analysis complements VaR and helps the Group to assess its market risk exposures. Details of sensitivity analysis for foreign currency risk are set out in Note 27.2.2., for interest rate risk in Note 27.2.3., and for equity price sensitivity analysis in Note 27.2.4. below.

#### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

#### 27.2. Market risk [continued]

### 27.2.2. Foreign currency sensitivity analysis

The following table details the Group's sensitivity to an increase and decrease in the HUF exchange rate against the EUR, over a 3 months period. Monte Carlo simulation is used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items as strategic open positions related to foreign activities.

The strategic open position related to the foreign operations was short, amounted to EUR 310 million as at 31 December 2012. High portion of strategic positions is considered as effective hedge of future profit inflows of investment of foreign subsidiaries, and so FX risk affects the Group capital and not its earnings.

A positive number below indicates an increase in profit where the HUF strengthens against the EUR. For a weakening of the HUF against the EUR, there would be an equal and opposite impact on the profit, and the balances below would be negative.

|             | Effects to the Consolidated Statement of Recognized Income in 3 months period |                |  |  |  |
|-------------|---|----------------|--|--|--|
| Probability |   |                |  |  |  |
|             | 2012  | 2011           |  |  |  |
|             | In HUF billion  | In HUF billion |  |  |  |
| 1%          | (12.7)  | (11.4)         |  |  |  |
| 5%          | (8.8)   | (7.8)          |  |  |  |
| 25%         | (3.6)   | (3.1)          |  |  |  |
| 50%         | (0.3)   | (0.1)          |  |  |  |
| 25%         | 2.8   | 2.7            |  |  |  |
| 5%          | 7.2   | 6.6            |  |  |  |
| 1%          | 10.2  | 9.3            |  |  |  |

#### Notes

- (1) The short term loss on the strategic open position is compensated by the long-term exchange rate gain on the foreign operations.
- (2) The HUF/EUR volatility decreased slightly in 2012 but the FX rate was stronger than the theoretic middle-rate, so the probability of losses increased and the probability of further gains decreased.
- (3) Monte Carlo simulation is based on the empirical distribution of the historical exchange rate movements between 2002 and 2012.

#### 27.2.3. Interest rate sensitivity analysis

The sensitivity analyses below have been determined based on the exposure to interest rates for both derivatives and non-derivative instruments at the balance sheet date. The analysis is prepared assuming the amount of assets and liabilities outstanding at the balance sheet date will be outstanding for the whole year. The analysis was prepared by assuming only adverse interest rate changes. The main assumptions were as follows:

- Floating rate assets and liabilities were repriced to the modelled benchmark yields at the repricing dates assuming the unchanged margin compared to the last repricing.
- Fixed rate assets and liabilities were repriced at the contractual maturity date.
- As for liabilities with discretionary repricing by the Bank were assumed to be repriced with two-weeks delay, assuming no change in the margin compared to the last repricing date.
- Assets and liabilities with an interest rate lower than 0.3% were assumed to be unchanged for the whole period.

#### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.2 Market risk [continued]

### 27.2.3. Interest rate sensitivity analysis [continued]

The simulations were prepared by assuming two scenarios:

- (1) 0.50% 0.75% decrease in average HUF yields (probable scenario)
- (2) 1% 1.50% decrease in average HUF yields (alternative scenario)

The net interest income in a one year period after 31 December 2012 would be decreased by HUF 2,076 million (probable scenario) and HUF 9,847 million (alternative scenario) as a result of these simulation. The same simulation indicated HUF 1,512 million (probable scenario) and HUF 7,132 million (alternative scenario) decrease in the Net interest income in a one year period after 31 December 2011.

This effect is counterbalanced by capital gains (HUF 3,867 million for probable scenario, HUF 5,284 million for alternative scenario) as at 31 December 2012 and (HUF 7,710 million for probable scenario, HUF 10,303 million for alternative scenario) as at 31 December 2011 on the government bond portfolio held for hedging.

The effects of the parallel shifts of the yield-curves to the net interest income on a one-year period and to the market value of the hedge government bond portfolio booked against capital can be summarized as follows (in HUF million):

|                           | 20   | 2012   |  | 2011   |  |
|---------------------------|--|--|--|--|--|
| Description               | Effects to the net interest income (one-year period) | Effects to capital<br>(Price change of<br>AFS government<br>bonds) | Effects to the net<br>interest income<br>(one-year period) | Effects to capital<br>(Price change of<br>AFS government<br>bonds) |  |
| HUF (0.1%) parallel shift | (638)  | 592  | (476)  | 1,008  |  |
| EUR (0.1%) parallel shift | (576)  | -  | (795)  | -  |  |
| USD 0.1% parallel shift   | =  | -  | (33)   | -  |  |
| USD (0.1%) parallel shift | <u>(42)</u>  | Ξ.   | <u>=</u>   | Ξ  |  |
| <u>Total</u>              | <u>(1,256)</u>                                       | <u>592</u>   | <u>(1,304)</u>   | <u>1,008</u>   |  |

### 27.2.4. Equity price sensitivity analysis

The following table shows the effect of the equity price sensitivity. The Group uses VaR calculation with 1 day holding period and a 99% confidence level. The VaR methodology is a statistically defined, probability-based approach that takes into account market volatilities as well as risk diversification by recognizing offsetting positions and correlations between products and markets. The daily loss will not exceed the reported VaR number with 99% of probability.

The stress test assumes the largest price movement of the last year and calculates with it as the adverse direction. These scenarios show the loss of the portfolio when all prices change with the maximum amount of the last year.

| Description                     | 2012 | 2011 |
|---------------------------------|------|------|
| VaR (99%, one day, HUF million) | 26   | 18   |
| Stress test (HUF million)       | (14) | (5)  |

#### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.2. Market risk [continued]

### 27.2.5. Capital management

### Capital management

The primary objective of the capital management of the Group is to ensure the prudent operation, the entire compliance with the prescriptions of the regulator for a persistent business operation and maximising the shareholder value, accompanied by an optimal financing structure.

The capital management of the Group members includes the management and evaluation of the shareholders` equity available for hedging risks, other types of funds to be recorded in the equity and all material risks to be covered by the capital.

The basis of the capital management of the Group members in the short run is the continuous monitoring of their capital position, in the long run the strategic and the business planning, which includes the monitoring and forecast of the capital position.

The Group members maintain the capital adequacy required by the regulatory bodies and the planned risk taking mainly by means of ensuring and developing their profitability. In case the planned risk level of a Group member exceeded its Core and the previously raised Supplementary capital, it ensures the prudent operation by occasional measures. A further tool in the capital management of the Bank is the dividend policy, and the transactions performed with the treasury shares.

### Capital adequacy

The capital adequacy of the Group is supervised based on the financial statements data prepared in accordance with the HAS applying the directives, rulings and indicators defined by the Basel Committee, that has been adopted in Hungary in 2008.

The Group has entirely complied with the regulatory capital requirements.

The Group uses the standard method for determining the regulatory capital requirements of the credit risk and market risk, and parallel to that, the base indicator method and the advanced method (AMA) in case of the operational risk. The consolidated Capital adequacy ratio of the Group was 18.9% and 17.8% as at 31 December 2012 and 31 December 2011 respectively. The Regulatory capital was HUF 1,416,291 million and HUF 1,476,777 million, the Total eligible regulatory capital was HUF 598,823 million and HUF 663,804 million as at 31 December 2012 and 31 December 2011 respectively.

### Calculation on HAS basis

|                                      | 2012             | 2011             |
|--------------------------------------|------------------|------------------|
| Core capital                         | 1,180,389        | 1,182,822        |
| Supplementary capital                | 236,245          | 294,332          |
| Deductions                           | (343)            | (377)            |
| due to investments                   | <u>(343)</u>     | <u>(377)</u>     |
| Regulatory capital                   | <u>1,416,291</u> | <u>1,476,777</u> |
| Credit risk capital requirement      | 480,331          | 511,775          |
| Market risk capital requirement      | 38,090           | 43,911           |
| Operational risk capital requirement | <u>80,402</u>    | <u>108,118</u>   |
| Total requirement regulatory capital | <u>598,823</u>   | <u>663,804</u>   |
| Surplus capital                      | <u>817,468</u>   | <u>812,973</u>   |
| Tier 1 ratio                         | 15.8%            | 14.3%            |
| Capital adequacy ratio               | <u>18.9%</u>     | <u>17.8%</u>     |

### **NOTE 27:** FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.2 Market risk [continued]

### 27.2.5. Capital management [continued]

### Capital adequacy [continued]

The positive components of the Core capital are the following: Issued capital, Capital reserve, Tied-up reserve, General reserve, Profit reserve, Changes in the equity, Changes due to consolidation, Non-controlling interest, Profit for the year, General risk reserve, Core loan capital.

The negative components of the Core capital are the following: Treasury shares, Intangible assets.

The positive components of the Supplementary capital are the following: Supplementary loan capital, Subordinated loan capital.

The negative components of the Supplementary capital are the following: Changes due to consolidation of equity. The components of the Deductions: deductions due to investments.

The minimum capital adequacy ratio of the subsidiary banks prescribed by the local regulator, and the compliance with these prescriptions is as follows:

| Subsidiary bank           | Country    | Minimum prescribed CAR | 2012  | 2011  |
|---------------------------|------------|------------------------|-------|-------|
| OAO OTP Bank              | Russia     | 11%                    | 16.3% | 16.2% |
| OTP Bank JSC              | Ukraine    | 10%                    | 13.8% | 20.2% |
| DSK Bank EAD              | Bulgaria   | 12%                    | 18.9% | 20.6% |
| OTP Bank Romania S.A.     | Romania    | 10%                    | 15.6% | 13.4% |
| OTP banka Srbija a.d.     | Serbia     | 12%                    | 16.5% | 18.1% |
| OTP banka Hrvatska d.d.   | Croatia    | 12%                    | 14.9% | 14.8% |
| OTP Banka Slovensko a. s. | Slovakia   | 8%                     | 12.8% | 13.1% |
| Crnogorska komercijalna   | Montenegro | 10%                    | 12.4% | 13.4% |
| banka a.d.                |            |                        |       |       |

For international comparison purposes, the Group calculates the Regulatory capital in accordance with the Basel II directive based on IFRS data, and the consolidated Capital adequacy ratio based on this. The Capital adequacy ratio of the Group was 19.7% as at 31 December 2012 and 17.3 % as at 31 December 2011. The Regulatory capital was HUF 1,473,525 million and HUF 1,433,086 million, the Total regulatory capital requirement was HUF 598,823 million and HUF 663,804 million as at 31 December 2012 and 31 December 2011 respectively.

### Calculation on IFRS basis

|                                      | 2012             | 2011             |
|--------------------------------------|------------------|------------------|
| Core capital (Tier 1)                | 1,203,019        | 1,105,876        |
| Positive components                  | 1,494,427        | 1,410,131        |
| Issued capital                       | 28,000           | 28,000           |
| Reserves                             | 1,362,290        | 1,273,838        |
| Other issued capital components      | 104,137          | 108,293          |
| Negative components                  | (291,408)        | (304,255)        |
| Treasury shares                      | (53,802)         | (54,386)         |
| Goodwill and other intangible assets | (237,606)        | (249,869)        |
| Supplementary capital (Tier 2)       | 270,849          | 327,587          |
| Fair value corrections               | 13,688           | (35,190)         |
| Subordinated bonds and loans         | 257,161          | 362,777          |
| Deductions                           | <u>(343)</u>     | <u>(377)</u>     |
| Regulatory capital                   | <u>1,473,525</u> | <u>1,433,086</u> |
| Credit risk capital requirement      | 480,331          | 511,775          |
| Market risk capital requirement      | 38,090           | 43,911           |
| Operational risk capital requirement | 80,402           | <u>108,118</u>   |
| Total requirement regulatory capital | <u>598,823</u>   | <u>663,804</u>   |
| Surplus capital                      | <u>874,702</u>   | <u>769,282</u>   |
| Tier 1 ratio                         | 16.1%            | 13.3%            |
| Capital adequacy ratio               | <u>19.7%</u>     | <u>17.3%</u>     |

#### NOTE 27: FINANCIAL RISK MANAGEMENT (in HUF mn) [continued]

### 27.2 Market risk [continued]

### 27.2.5. Capital management [continued]

### Capital adequacy [continued]

The positive components of the Core capital are the following: Issued capital, Profit reserve, Other reserves, Changes in the equity of subsidiaries, Profit for the year, Changes due to consolidation, Other issued capital components.

The negative components of the Core capital are the following: Treasury shares, Goodwill and other intangible assets, dividend.

The components of the Supplementary capital are the following: Revaluation reserve, Fair value adjustments, Share-based payment, Cash-flow hedge, Hedges of net investments in foreign operations, Other issued capital (in the Supplementary capital), Subordinated loan capital, Supplementary loan capital.

The components of the Deductions: deductions due to investments.

### NOTE 28: OFF-BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn)

In the normal course of business, the Group becomes a party to various financial transactions that are not reflected on the Consolidated Statement of Financial Position and are referred to as off-balance sheet financial instruments. The following represent notional amounts of these off-balance sheet financial instruments, unless stated otherwise.

#### **Contingent liabilities**

|  | 2012           | 2011       |
|--|----------------|------------|
| Commitments to extend credit               | 1,159,026      | 1,000,043  |
| Guarantees arising from banking activities | 316,159        | 287,513    |
| Legal disputes (disputed value)            | 49,916         | 11,067,643 |
| Confirmed letters of credit                | 13,721         | 5,483      |
| Other                                      | <u>115,166</u> | 139,500    |
| Total                                      | 1,653,988      | 12,500,182 |

### Legal disputes

At the balance sheet date the Group was involved in various claims and legal proceedings of a nature considered normal to its business. The level of these claims and legal proceedings corresponds to the level of claims and legal proceedings in previous years.

The Victims of Hungarian Holocaust initiated a class action against, amongst others, OTP before the United States District Court Northern District of Illinois. The Bank emphasises that "Országos Takarékpénztár Nemzeti Vállalat" was established on 1 March 1949 with no predecessor. The Bank considers the claim against it entirely unfounded.

The Group believes that the various asserted claims and litigations in which it is involved will not materially affect its financial position, future operating results or cash flows, although no assurance can be given with respect to the ultimate outcome of any such claim or litigation. Provisions due to legal disputes were HUF 4,089 million and HUF 3,697 million as at 31 December 2012 and 31 December 2011, respectively. (See Note 17.)

On 23 August the Bank announced that the United States Court of Appeals granted the petition for writs of mandamus submitted by OTP and ordered the district court to dismiss the plaintiffs' claims against the Bank for lack of personal jurisdiction in the class action. OTP maintains that plaintiffs' claim against it has been unfounded in its entirety.

### NOTE 28: OFF-BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn) [continued]

### Legal disputes [continued]

On 19 November 2012 the Bank announced that the court of first instance (the United States District Court Northern District of Illinois) has, by virtue of the order of the United States Court of Appeals, dismissed the suit in respect of OTP on the ground of lack of jurisdiction and competence concerning the litigation "Holocaust Victims of Bank Theft" initiated by the plaintiffs against the Bank. This order for dismissal of the suit of the court of first instance is final and binding.

The civil lawsuit filed at the Municipal Court of Budapest in 2009 by Nitrogénművek Chemicals Private Company Limited by Shares Nitrogénművek Co., Ltd. for damages in the amount of HUF 25,247,527,000 against the Bank has ended. In its final judgment the Municipal Court of Budapest has dismissed the claim of Nitrogénművek Chemicals Private Company Limited by Shares Nitrogénművek Co., Ltd.

#### Commitments to extend credit, guarantees and letters of credit

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Guarantees and standby letters of credit, which represent irrevocable assurances that the Group will make payments in the event that a customer cannot meet its obligations to third parties, carry the same credit risk as loans.

Documentary and commercial letters of credit, which are written undertakings by the Group on behalf of a customer authorising a third party to draw drafts on the Group up to a stipulated amount under specific terms and conditions, are collateralised by the underlying shipments of goods to which they relate and therefore carry less risk than a direct borrowing.

Commitments to extend credit represent unused portions of authorisations to extend credit in the form of loans, guarantees or letters of credit. With respect to credit risk on commitments to extend credit, the Group is potentially exposed to loss in an amount equal to the total unused commitments. However, the likely amount of loss is less than the total unused commitments since most commitments to extend credit are contingent upon customers maintaining specific credit standards.

Guarantees, irrevocable letters of credit and undrawn loan commitments are subject to similar credit risk monitoring and credit policies as utilised in the extension of loans. The management of the Group believes the market risk associated with guarantees, irrevocable letters of credit and undrawn loan commitments are minimal.

#### Guarantees, payment undertakings arising from banking activities

Payment undertaking is a promise by the Group to assume responsibility for the debt obligation of a borrower if that borrower defaults until a determined amount, until a determined date, in case of fulfilling conditions, without checking the undermined transactions. The guarantee's liability is joint and primary with the principal, in case of payment undertaking, while the Group assumes the obligation derived from guarantee independently by the conditions established by the Group.

A guarantee is most typically required when the ability of the primary obligor or principal to perform its obligations under a contract is in question, or when there is some public or private interest which requires protection from the consequences of the principal's default or delinquency. A contract of guarantee is subject to the statute of frauds (or its equivalent local laws) and is only enforceable if recorded in writing and signed by the surety and the principal. If the surety is required to pay or perform due to the principal's failure to do so, the law will usually give the surety a right of subrogation, allowing the surety to use the surety's contractual rights to recover the cost of making payment or performing on the principal's behalf, even in the absence of an express agreement to that effect between the surety and the principal.

### NOTE 28: OFF-BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn) [continued]

#### **Derivatives**

The Group maintains strict control limits on net open derivative positions, i.e. the difference between purchase and sale contracts, by both amount and term. At any one time the amount subject to credit risk is limited to the current fair value of instruments that are favourable to the Group (i.e. assets), which in relation to derivatives is only a small fraction of the contract or notional values used to express the volume of instruments outstanding. This credit risk exposure is managed as part of the overall lending limits with customers, together with potential exposures from market movements. Collateral or other security is not usually obtained for credit risk exposures on these instruments, except for trading with clients, where the Group in most of the cases requires margin deposits.

#### **Foreign currency contracts**

Foreign currency contracts are agreements to exchange specific amounts of currencies at a specified rate of exchange, at a spot date (settlement occurs two days after the trade date) or at a forward date (settlement occurs more than two days after the trade date). The notional amount of these contracts does not represent the actual market or credit risk associated with these contracts.

Foreign currency contracts are used by the Group for risk management and trading purposes. The risk management foreign currency contracts of the Group were used to hedge the exchange rate fluctuations of loans and deposits to credit institutions denominated in foreign currency.

### Foreign exchange swaps and interest rate swaps

The Group enters into foreign exchange swap and interest rate swap transactions. The swap transaction is a complex agreement concerning the swap of certain financial instruments, which usually consists of a prompt and one or more futures contracts.

Interest rate swaps oblige two parties to exchange one or more payments calculated with reference to fixed or periodically reset rates of interest applied to a specific notional principal amount (the base of the interest calculation). Notional principal is the amount upon which interest rates are applied to determine the payment streams under interest rate swaps. Such notional principal amounts often are used to express the volume of these transactions but are not actually exchanged between the counterparties.

The interest rate swaps are used by the Group for risk management and trading purposes.

### **Cross-currency interest rate swaps**

The Bank enters into cross-currency interest rate swap (CCIRS) transactions which have special attributes, i.e. the parties exchange the notional amount at the beginning and also at the maturity of the transaction. A special type of these deals is the mark-to-market CCIRS agreements. At this kind of deals the parties – in accordance with the foreign exchange prices – revalue the notional amount during lifetime of the transaction.

### Forward rate agreements (FRA)

A forward rate agreement is an agreement to settle amounts at a specified future date based on the difference between an interest rate index and an agreed upon fixed rate. Market risk arises from changes in the market value of contractual positions caused by movements in interest rates.

The Group limits its exposure to market risk by entering into generally matching or offsetting positions and by establishing and monitoring limits on unmatched positions. Credit risk is managed through approval procedures that establish specific limits for individual counterparties. The Group's forward rate agreements were transacted for management of interest rate exposures and have been accounted for at mark-to-market fair value.

### NOTE 28: OFF-BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn) [continued]

### Foreign exchange options

A foreign exchange option is a derivative financial instrument that gives the owner the right but not the obligation to exchange money denominated in one currency into another currency at a pre-agreed exchange rate at a specified future date. The transaction, for a fee, guarantees a worst-case exchange rate for the futures purchase of one currency for another. The option does not obligate the buyer to deliver a currency on the settlement date unless the buyer chooses to. These options protect against unfavourable currency movements while preserving the ability to participate in favourable movements.

### **NOTE 29:** SHARE-BASED PAYMENT

Previously approved option program required a modification thanks to the introduction of the Bank Group Policy on Payments accepted in 9/2011 resolution of Annual General Meeting regarding to the amendment of CRD III. directives and Act on Credit Institutions and Financial Enterprises.

Key management personnel affected by the Bank Group Policy receive compensation based on performance assessment generally in the form of cash bonus and equity shares in a ratio of 50-50%. Assignment is based on OTP shares, furthermore performance based payments are deferred in accordance with the rules of Credit Institutions Act. The Bank ensures the share-based payment part for the management personnel of the Group members.

The value of the discounted share-based payment at the performance assessment is determined by Board of Directors based on the average of the three previous trade day's middle rate of the Bank's equity shares fixed on the Budapest Stock Exchange.

Discounted share-based payment shall contain maximum HUF 2,000 discount at the assessment date, and earnings for the shares at the payment date is determined by Board of Directors, maximum HUF 4,000.

Board of Directors determined the parameters for the share-based payment relating to the year 2010 as follows:

| Year | Exercise price per share | Maximum earnings per share |  |
|------|--------------------------|----------------------------|--|
| 2011 | 3.946                    | 2,500                      |  |
| 2011 | 3,946                    | ,                          |  |
|      | - /                      | 3,000                      |  |
| 2013 | 4,446                    | 3,500                      |  |
| 2014 | 4,946                    | 3,500                      |  |

During implementation of the Remuneration Policy of the Group appeared that in case of certain foreign subsidiaries it is not possible to ensure the originally determined share-based payment because of legal reasons – incompatible with concerning EU-directives –, therefore the Board of Directors made a decision to cancel the share-based payment in the referred countries.

Based on parameters accepted by Board of Directors cancellation, risk evaluation and personal changes effective pieces are follows as at 31 December 2012:

| 2012 | 735,722 |
|------|---------|
| 2013 | 421,734 |
| 2014 | 512,095 |

Maturity of exercise period was settled in 31 December 2013 by the Board of Directors.

Board of Directors determined the parameters for the share-based payment relating to the year 2011 as follows:

| Year | Exercise price per share | Maximum earnings<br>per share |
|------|--------------------------|-------------------------------|
| 2012 | 1,370                    | 3,000                         |
| 2013 | 1,870                    | 3,000                         |
| 2014 | 1,870                    | 4,000                         |
| 2015 | 1,870                    | 4,000                         |

### **NOTE 29:** SHARE-BASED PAYMENT [continued]

Based on cancellation, effective performance assessment and exercise during the year effective pieces are follows in exercise periods of each year as at 31 December 2012:

| 2012 | $10,370^{1}$ |
|------|--------------|
| 2013 | 1,284,731    |
| 2014 | 654,064      |
| 2015 | 724,886      |

In connection with programs accounted as equity-settled share based transactions, HUF 4,584 million was recognized as an expense during the year ended 31 December 2012.

### **NOTE 30: RELATED PARTY TRANSACTIONS (in HUF mn)**

The compensation of key management personnel, such as the members of the Board of Directors, members of the Supervisory Board, key employees of the Bank and its major subsidiaries involved in the decision-making process in accordance with the compensation categories defined in IAS 24 Related party disclosures, is summarised below:

| Compensations  | 2012               | 2011               |
|--|--------------------|--------------------|
| Short-term employee benefits   | 8,720              | 8,484              |
| Share-based payment  | 2,711              | 2,343              |
| Other long-term employee benefits  | 1,050              | 886                |
| Termination benefits   | 218                | 37                 |
| Redundancy payments  | <u>10</u>          | Ξ                  |
| Total  | <u>12,709</u>      | <u>11,750</u>      |
| Loans provided to companies owned by the management (normal course of business)  | <b>2012</b> 35,792 | <b>2011</b> 42,806 |
| Commitments to extend credit and guarantees Credit lines of the members of Board of Directors and the Supervisory Board and their close family | 518                | 6                  |
| members (at normal market conditions)  | 112                | 117                |
|  | 2012               | 2011               |
| Loans provided to unconsolidated subsidiaries  | 1,526              | 17,523             |

The members of the Board of Directors, members of the Supervisory Board, chief executives and their close family members owned credit line "A" in the amount of HUF 131.8 million as at 31 December 2012 and 2011.

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<sup>&</sup>lt;sup>1</sup> The approved pieces of shares are 471,240 from which 460,870 have been exercised until 31 December 2012.

### **NOTE 30: RELATED PARTY TRANSACTIONS (in HUF mn) [continued]**

An analysis of credit limit related to MasterCard Gold is as follows:

|  | 2012 | 2011 |
|--|------|------|
| Members of Board of Directors and their close family |      |      |
| members  | 15   | 19   |
| Members of Supervisory Board                         | 4    | 2    |

One member of the Board of Directors and its family member owned AMEX Blue credit card loan in the amount of HUF 0.6 million and HUF 1.2 million as at 31 December 2012 and 2011, respectively.

Chief executive owned AMEX Gold loading card loan in the amount of HUF 1 million as at 31 December 2012 and 2011.

An analysis of payment to chief executives related to their activity in Board of Directors and Supervisory Board is as follows:

|                               | 2012         | 2011         |
|-------------------------------|--------------|--------------|
| Members of Board of Directors | 1,363        | 791          |
| Members of Supervisory Board  | <u>377</u>   | <u>286</u>   |
| Total                         | <u>1,740</u> | <u>1,077</u> |

### NOTE 31: SIGNIFICANT SUBSIDIARIES AND ASSOCIATES

Investments in companies in which the Bank has a significant interest are detailed below. They are fully consolidated companies and incorporated in Hungary unless otherwise stated. The Bank considers the subsidiaries as cash generating units.

### Significant subsidiaries

| Name                           | Ownership (Direct | and Indirect) | <u>Activity</u>                 |
|--------------------------------|-------------------|---------------|---------------------------------|
|                                | 2012              | 2011          |                                 |
| DSK Bank EAD (Bulgaria)        | 100.00%           | 100.00%       | commercial banking services     |
| OTP Bank JSC (Ukraine)         | 100.00%           | 100.00%       | commercial banking services     |
| OAO OTP Bank (Russia)          | 97.78%            | 97.75%        | commercial banking services     |
| OTP banka Hrvatska d.d.        |                   |               | -                               |
| (Croatia)                      | 100.00%           | 100.00%       | commercial banking services     |
| OTP Bank Romania S.A.          |                   |               | -                               |
| (Romania)                      | 100.00%           | 100.00%       | commercial banking services     |
| OTP banka Srbija a.d. (Serbia) | 96.79%            | 92.60%        | commercial banking services     |
| OTP Banka Slovensko a. s.      |                   |               | -                               |
| (Slovakia)                     | 98.94%            | 98.94%        | commercial banking services     |
| OTP Factoring Ltd.             | 100.00%           | 100.00%       | work-out                        |
| OTP Mortgage Bank Ltd.         | 100.00%           | 100.00%       | mortgage lending                |
| OTP Real Estate Ltd.           | 100.00%           | 100.00%       | real estate management and      |
|                                |                   |               | development                     |
| Merkantil Bank Ltd.            | 100.00%           | 100.00%       | finance lease                   |
| Merkantil Car Ltd.             | 100.00%           | 100.00%       | finance lease                   |
| OTP Building Society Ltd.      | 100.00%           | 100.00%       | flat finance and reconstruction |
| OTP Fund Management Ltd.       | 100.00%           | 100.00%       | fund management                 |

### NOTE 31: SIGNIFICANT SUBSIDIARIES AND ASSOCIATES [continued]

### Significant subsidiaries [continued]

| Name                               | Ownership (Direct | and Indirect) | <u>Activity</u>             |
|------------------------------------|-------------------|---------------|-----------------------------|
|                                    | 2012              | 2011          |                             |
| Crnogorska komercijalna banka a.d. |                   |               |                             |
| (Montenegro)                       | 100.00%           | 100.00%       | commercial banking services |
| OTP Financing Netherlands B.V.     |                   |               |                             |
| (Netherlands)                      | 100.00%           | 100.00%       | refinancing activities      |
| OTP Holding Ltd. (Cyprus)/         |                   |               |                             |
| OTP Financing Cyprus               | 100.00%           | 100,00%       | refinancing activities      |
| Bank Center No. 1. Ltd.            | 100.00%           | 100.00%       | real estate lease           |
| Inga Two Ltd.                      | 100.00%           | 100.00%       | property management         |
| OTP Funds Servicing and            |                   |               |                             |
| Consulting Ltd.                    | 100.00%           | 100.00%       | fund services               |
| OTP Real Estate Leasing Ltd.       | 100.00%           | 100.00%       | real estate leasing         |
| OTP Life Annuity Ltd.              | 100.00%           | 100.00%       | life annuity services       |
| OTP Factoring Ukraine LLC          | 100.00%           | 100.00%       | work-out                    |

### Significant associates

Most significant indicators of associates which are not accounted for using the equity method is as follows:

### As at 31 December 2012

| 115 dt 51 December 2012  |                                      |   |                      |       |
|--------------------------|--------------------------------------|---|----------------------|-------|
|                          | Company for<br>Cash Services<br>Ltd. | Suzuki<br>Pénzügyi<br>Szolgáltató<br>Ltd. | Agóra-<br>Kapos Ltd. | Total |
| Total assets             | 1,924                                | 629                                       | 73                   | 2,626 |
| Total liabilities        | 82                                   | 12  | 53                   | 147   |
| Shareholders' equity     | 1,842                                | 617                                       | 20                   | 2,479 |
| Reserves                 | (59)                                 | 552                                       | 18                   | 511   |
| Total revenues           | 869                                  | 46  | 4                    | 919   |
| Profit before income tax | 44                                   | 27  | 1                    | 72    |
| Profit after income tax  | 39                                   | 25  | 1                    | 65    |

### Significant associates

|                          | Moneta Ltd. | Company for<br>Cash Services<br>Ltd. | Suzuki<br>Pénzügyi<br>Szolgáltató<br>Ltd. | Agóra-<br>Kapos Ltd. | Total |
|--------------------------|-------------|--------------------------------------|---|----------------------|-------|
| Total assets             | 436         | 2,132                                | 611                                       | 157                  | 3,336 |
| Total liabilities        | 336         | 204                                  | 9   | 108                  | 657   |
| Shareholders' equity     | 100         | 1,928                                | 602                                       | 49                   | 2,679 |
| Reserves                 | (58)        | -                                    | 544                                       | 17                   | 503   |
| Total revenues           | 304         | 892                                  | 44  | 934                  | 2,174 |
| Profit before income tax | 59          | 27                                   | 16  | 36                   | 138   |
| Profit after income tax  | 59          | 27                                   | 14  | 32                   | 132   |

#### NOTE 32: TRUST ACTIVITIES (in HUF mn)

The Bank acts as a trustee for certain loans granted by companies or employers to their employees, mainly for housing purposes. The ultimate risk for these loans rests with the party advancing the funds. As these loans and related funds are not considered to be assets or liabilities of the Group, they have been excluded from the accompanying Consolidated Statement of Financial Position.

|                                | 2012   | 2011   |
|--------------------------------|--------|--------|
| The amount of loans managed by |        |        |
| the Group as a trustee         | 43,260 | 43,196 |

### **NOTE 33:** CONCENTRATION OF ASSETS AND LIABILITIES

|   | 2012  | 2011  |
|---|-------|-------|
| In the percentage of the total assets Receivables from, or securities issued by |       |       |
| the Hungarian Government or the NBH   | 15.9% | 11.2% |

There were no other significant concentrations of the assets or liabilities of the Group as at 31 December 2012 or as at 31 December 2011.

The Group continuously provides the HFSA with reports on the extent of dependency on large depositors as well as the exposure of the biggest 50 depositors towards the Group.

Further to this obligatory reporting to the HFSA, the Group pays particular attention on the exposure of its largest partners and cares for maintaining a closer relationship with these partners in order to secure the stability of the level of deposits.

The organisational unit of the Group in charge of partner-risk management analyses the biggest partners on a constant basis and sets limits on the Bank's and the Group's exposure separately partner-by-partner. If necessary, it modifies partner-limits in due course thereby reducing the room for manoeuvring of the Treasury and other business areas.

### NOTE 34: MATURITY ANALYSIS OF ASSETS AND LIABILITIES AND LIQUIDITY RISK (in HUF mn)

Liquidity risk is a measure of the extent to which the Group may be required to raise funds to meet its commitments associated with financial instruments. The Group maintains its liquidity profiles in accordance with regulations prescribed by the NBH. The following tables provide an analysis of assets, liabilities and shareholders' equity into relevant maturity groupings based on the remaining period from the period end to the contractual maturity date. It is presented under the most prudent consideration of maturity dates where options or repayment schedules allow for early repayment possibilities.

## NOTE 34: MATURITY ANALYSIS OF ASSETS AND LIABILITIES AND LIQUIDITY RISK (in HUF mn) [continued]

| As at 31 December 2012              | Within 3 months    | Within one year and over 3 months | Within 5 years<br>and over<br>one year | Over<br>5 years  | Without<br>maturity | Total             |
|-------------------------------------|--------------------|-----------------------------------|--|------------------|---------------------|-------------------|
| Cash, amounts due from banks        |                    | 0,01010111111                     | one year                               |                  |                     |                   |
| and balances with the National      |                    |                                   |  |                  |                     |                   |
| Banks                               | 584,085            | 17,777                            | 350                                    | 309              | -                   | 602,521           |
| Placements with other banks, net    |                    |                                   |  |                  |                     |                   |
| of allowance for placements         |                    |                                   |  |                  |                     |                   |
| losses                              | 258,165            | 76,563                            | 21,947                                 | 191              | -                   | 356,866           |
| Financial assets at fair value      |                    |                                   |  |                  |                     |                   |
| through profit or loss              | 21,155             | 24,252                            | 63,820                                 | 22,550           | 91,097              | 222,874           |
| Securities available-for-sale       | 930,583            | 111,229                           | 260,593                                | 68,986           | 39,786              | 1,411,177         |
| Loans, net of allowance for loan    |                    |                                   |  |                  |                     |                   |
| losses                              | 957,743            | 1,111,844                         | 1,905,677                              | 2,488,927        | -                   | 6,464,191         |
| Associates and other investments    | -                  | -                                 | -                                      | -                | 7,936               | 7,936             |
| Securities held-to-maturity         | 39,366             | 122,784                           | 112,622                                | 154,531          | -                   | 429,303           |
| Property and equipment,             |                    |                                   |  |                  |                     |                   |
| Intangible assets                   | -                  | -                                 | -                                      | -                | 489,142             | 489,142           |
| Other assets                        | <u>54,231</u>      | <u>55,819</u>                     | <u>16,761</u>                          | <u>2,645</u>     | =                   | <u>129,456</u>    |
| TOTAL ASSETS                        | <u>2,845,328</u>   | <u>1,520,268</u>                  | <u>2,381,770</u>                       | <u>2,738,139</u> | <u>627,961</u>      | <u>10,113,466</u> |
| Amounts due to banks, the           |                    |                                   |  |                  |                     |                   |
| Hungarian Government,               |                    |                                   |  |                  |                     |                   |
| deposits from the National          |                    |                                   |  |                  |                     |                   |
| Banks and other banks               | 131,509            | 150,124                           | 126,352                                | 126,339          | -                   | 534,324           |
| Deposits from customers             | 5,167,850          | 1,110,672                         | 249,774                                | 22,412           | -                   | 6,550,708         |
| Liabilities from issued securities  | 118,337            | 167,445                           | 285,279                                | 72,062           | -                   | 643,123           |
| Financial liabilities at fair value |                    |                                   |  |                  |                     |                   |
| through profit or loss              | 26,415             | 22,657                            | 54,166                                 | 18,794           | -                   | 122,032           |
| Other liabilities                   | 341,264            | 28,250                            | 77,979                                 | 9,738            | -                   | 457,231           |
| Subordinated bonds and loans        | <u>3,421</u>       | <u>4,677</u>                      | <u>161,870</u>                         | =                | <u>121,527</u>      | <u>291,495</u>    |
| TOTAL LIABILITIES                   | <u>5,788,796</u>   | <u>1,483,825</u>                  | <u>955,420</u>                         | <u>249,345</u>   | <u>121,527</u>      | <u>8,598,913</u>  |
| Share capital                       | -                  | -                                 | -                                      | -                | 28,000              | 28,000            |
| Retained earnings and reserves      | -                  | -                                 | -                                      | -                | 1,534,572           | 1,534,572         |
| Treasury shares                     | -                  | -                                 | -                                      | -                | (53,802)            | (53,802)          |
| Non-controlling interest            | Ξ                  | Ξ                                 | Ξ                                      | Ξ                | <u>5,783</u>        | <u>5,783</u>      |
| TOTAL SHAREHOLDERS'                 |                    |                                   |  |                  |                     |                   |
| EQUITY                              | =                  | Ξ                                 | <b>=</b>                               | =                | <u>1,514,553</u>    | <u>1,514,553</u>  |
| TOTAL LIABILITIES AND               |                    |                                   |  |                  |                     |                   |
| SHAREHOLDERS'                       |                    |                                   |  |                  |                     |                   |
| EQUITY                              | <u>5,788,796</u>   | <u>1,483,825</u>                  | <u>955,420</u>                         | <u>249,345</u>   | <u>1,636,080</u>    | <u>10,113,466</u> |
| LIQUIDITY                           |                    |                                   |  |                  |                     |                   |
| (DEFICIENCY)/EXCESS                 | <u>(2,943,468)</u> | <u>36,443</u>                     | <u>1,426,350</u>                       | <u>2,488,794</u> | <u>(1,008,119)</u>  | <b>=</b>          |

### NOTE 34: MATURITY ANALYSIS OF ASSETS AND LIABILITIES AND LIQUIDITY RISK (in HUF mn) [continued]

| As at 31 December 2011   | Within 3 months  | Within one year and over 3 months | Within 5 years<br>and over<br>one year | Over<br>5 years  | Without<br>maturity | Total              |
|--|------------------|-----------------------------------|--|------------------|---------------------|--------------------|
| Cash, amounts due from banks   |                  |                                   | ·                                      |                  |                     |                    |
| and balances with the National   |                  |                                   |  |                  |                     |                    |
| Banks  | 576,135          | 19,058                            | 392                                    | 401              | -                   | 595,986            |
| Placements with other banks, net   |                  |                                   |  |                  |                     |                    |
| of allowance for placements  | 105 247          | 12 0 42                           | 2 270                                  | 200              |                     | 400 777            |
| losses Financial assets at fair value  | 405,347          | 13,843                            | 3,379                                  | 208              | -                   | 422,777            |
| through profit or loss   | 30,593           | 43,480                            | 56,315                                 | 14,818           | 96,076              | 241,282            |
| Securities available-for-sale  | 570,434          | 106,279                           | 253,140                                | 190,307          | 5,695               | 1,125,855          |
| Loans, net of allowance for loan   | 370,131          | 100,279                           | 255,110                                | 170,507          | 3,073               | 1,120,000          |
| losses   | 815,385          | 1,293,540                         | 2,543,488                              | 2,390,972        | 3,794               | 7,047,179          |
| Associates and other investments   | · _              | -                                 | -                                      | _                | 10,342              | 10,342             |
| Securities held-to-maturity  | 7,174            | 15,350                            | 92,298                                 | 9,761            | 304                 | 124,887            |
| Property and equipment,  | ,                | - ,                               | , , , ,                                | - ,              |                     | ,                  |
| Intangible assets  | -                | -                                 | -                                      | -                | 491,666             | 491,666            |
| Other assets   | 46,023           | <u>71,595</u>                     | <u>19,551</u>                          | <u>1,684</u>     | <u>1,700</u>        | 140,553            |
| TOTAL ASSETS   | <u>2,451,091</u> | <u>1,563,145</u>                  | <u>2,968,563</u>                       | <u>2,608,151</u> | <u>609,577</u>      | <u>10,200,527</u>  |
| Amounts due to banks, the<br>Hungarian Government,<br>deposits from the National |                  |                                   |  |                  |                     |                    |
| Banks and other banks  | 180,859          | 124,850                           | 172,273                                | 168,986          | -                   | 646,968            |
| Deposits from customers  | 4,563,198        | 1,501,196                         | 311,084                                | 23,375           | -                   | 6,398,853          |
| Liabilities from issued securities   | 169,619          | 304,329                           | 239,298                                | 99,617           | -                   | 812,863            |
| Financial liabilities at fair value  | 21 752           | 77.407                            | 110 (22                                | 0.256            |                     | 220 140            |
| through profit or loss<br>Other liabilities                                      | 31,753           | 77,407                            | 112,633                                | 8,356            | 425                 | 230,149            |
| Subordinated bonds and loans   | 246,660<br>3,412 | 31,024<br>419                     | 86,234<br>184,539                      | 12,584           | 435<br>128,077      | 376,937<br>316,447 |
| TOTAL LIABILITIES  | <u>5,195,501</u> | $2,039,\overline{225}$            | 1,106,061                              | 312,918          | 128,577<br>128,512  | 8,782,217          |
|  | <u> </u>         | 2,009,220                         | 1,100,001                              | 012,710          | 120,012             | 0,702,217          |
| Share capital  | -                | -                                 | -                                      | -                | 28,000              | 28,000             |
| Retained earnings and reserves   | -                | -                                 | -                                      | -                | 1,439,095           | 1,439,095          |
| Treasury shares  | -                | -                                 | -                                      | -                | (54,386)            | (54,386)           |
| Non-controlling interest   | Ξ                | Ξ                                 | Ξ                                      | Ξ                | <u>5,601</u>        | <u>5,601</u>       |
| TOTAL SHAREHOLDERS'  |                  |                                   |  |                  |                     |                    |
| EQUITY   | <u>=</u>         | <u>=</u>                          | Ξ                                      | =                | <u>1,418,310</u>    | <u>1,418,310</u>   |
| TOTAL LIABILITIES AND<br>SHAREHOLDERS'<br>EQUITY                                 | <u>5,195,501</u> | 2,039,225                         | <u>1,106,061</u>                       | <u>312,918</u>   | <u>1,546,822</u>    | 10,200,527         |
| LIQUIDITY<br>(DEFICIENCY)/EXCESS   | (2,744,410)      | <u>(476,080)</u>                  | 1,862,502                              | 2,295,233        | (937,245)           | =                  |

### NOTE 35: NET FOREIGN CURRENCY POSITION AND FOREIGN CURRENCY RISK (in HUF mn)

#### As at 31 December 2012

|                              | USD             | EUR            | CHF              | Others           | Total            |
|------------------------------|-----------------|----------------|------------------|------------------|------------------|
| Assets                       | 570,169         | 1,603,605      | 1,060,445        | 2,591,153        | 5,825,372        |
| Liabilities                  | (429,247)       | (1,732,041)    | (124,747)        | (2,160,224)      | (4,446,259)      |
| Off-balance sheet assets and |                 |                |                  |                  |                  |
| liabilities, net             | <u>(49,684)</u> | <u>206,904</u> | <u>(971,435)</u> | <u>(152,508)</u> | <u>(966,723)</u> |
| Net position                 | <u>91,238</u>   | <u>78,468</u>  | <u>(35,737)</u>  | <u>278,421</u>   | <u>412,390</u>   |
| As at 31 December 2011       |                 |                |                  |                  |                  |
|                              | USD             | EUR            | CHF              | Others           | Total            |
| Assets                       | 627,984         | 2,368,051      | 1,400,243        | 2,527,272        | 6,923,550        |
| Liabilities                  | (333,291)       | (2,482,507)    | (134,814)        | (1,880,933)      | (4,831,545)      |
| Off-balance sheet assets and |                 |                |                  |                  |                  |
| liabilities, net             | (255,664)       | <u>189,971</u> | (1,327,578)      | <u>(193,256)</u> | (1,586,527)      |
| Net position                 | <u>39,029</u>   | <u>75,515</u>  | <u>(62,149)</u>  | <u>453,083</u>   | <u>505,478</u>   |

The table above provides an analysis of the main foreign currency exposures of the Group. The remaining foreign currencies are shown within 'Others'. 'Others' category contains mainly foreign currencies in RON, UAH, RUB and BGN. Whilst the Group monitors its foreign exchange position for compliance with the regulatory requirements of the National Banks and own limit system established in respect of limits on open positions. The measurement of the open foreign currency position of the Group involves monitoring the 'Value-at-Risk' ("VaR") limit on the foreign exchange exposure of the Group.

### **NOTE 36:** INTEREST RATE RISK MANAGEMENT (in HUF mn)

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The length of time for which the rate of interest is fixed on a financial instrument, therefore, indicates to what extent it is exposed to interest rate risk.

The majority of the interest bearing assets and liabilities of the Group are structured to match either short-term assets and short-term liabilities, or long-term assets and liabilities with repricing opportunities within one year, or long-term assets and corresponding liabilities where repricing is performed simultaneously.

In addition, the significant spread existing between the different types of interest bearing assets and liabilities enables the Group to benefit from a high level of flexibility in adjusting for its interest rate matching and interest rate risk exposure.

The following table presents the interest repricing dates of the Group. Variable yield assets and liabilities have been reported in accordance with their next repricing date. Fixed income assets and liabilities have been reported in accordance with their maturity.

### NOTE 36: INTEREST RATE RISK MANAGEMENT (in HUF mn) [continued]

|   | Within 1 month | month     | Over 1 month and<br>Within 3 months | onth and<br>nonths | Over 3 m<br>Within L | Over 3 months and<br>Within 12 months | Over 1 year and<br>Within 2 years | ear and<br>years | Over 2 years | years    | Non-inter | Non-interest-bearin | Total     | Į <b>a</b> | Total     | As at |
|---|----------------|-----------|-------------------------------------|--------------------|----------------------|---------------------------------------|-----------------------------------|------------------|--------------|----------|-----------|---------------------|-----------|------------|-----------|-------|
|   | HUF            | Currency  | HUF                                 | Currency           | HUF                  | Currency                              | HUF                               | Currency         | HUF          | Currency | HUF       | Currency            | HUF       | Currency   |           | 31    |
| ASSETS  |                |           |                                     |                    |                      |                                       |                                   |                  |              |          |           |                     |           |            |           | Dece  |
| Cash, amounts due from banks and balances with the National Banks   | 133,502        | 81,269    | 1,461                               | 310                | 7                    | 90                                    | •                                 | 28               | •            | •        | 60,026    | 325,803             | 194,991   | 407,530    | 602,521   | embe  |
| fixed rate  | 128,672        | 45,128    | 1,460                               | 96                 | 2                    | 06                                    |                                   | 58               | '            |          |           |                     | 130,134   | 45,372     | 175,506   | er 2  |
| variable rate   | 4,830          | 36,141    | I                                   | 214                | •                    | •                                     | •                                 | •                | '            | ,        | •         | •                   | 4,831     | 36,355     | 41,186    | U12   |
| non-interest-bearing  | •              | •         | •                                   | •                  | •                    | •                                     | •                                 | •                | •            | •        | 60,026    | 325,803             | 60,026    | 325,803    | 385,829   | '     |
| Placements with other banks, net of allowance for placements losses | 55,842         | 87,510    | •                                   | 165,347            | •                    | 12,810                                | •                                 | 12,631           | •            | 8,319    | 319       | 14,088              | 56,161    | 300,705    | 356,866   |       |
| fixed rate  | 38,564         | 76,734    |                                     | 108                |                      | 12,652                                |                                   | 12,631           |              | 7,507    | •         | •                   | 38,564    | 109,632    | 148,196   |       |
| variable rate   | 17,278         | 10,776    | •                                   | 165,239            | •                    | 158                                   | •                                 |                  | •            | 812      | •         | •                   | 17,278    | 176,985    | 194,263   |       |
| non-interest-bearing  |                | ٠         | ٠                                   | •                  | ٠                    | •                                     | ٠                                 |                  | •            |          | 319       | 14,088              | 319       | 14,088     | 14,407    |       |
| Securities held for trading   | 1,635          | 208       | 1,731                               | 10                 | 2,839                | 89                                    | 458                               | 5,542            | 288          | 10,863   | 90,473    | 7,705               | 97,424    | 24,396     | 121,820   |       |
| fixed rate  | 1,635          | 208       | 1,731                               | 10                 | 2,838                | 29                                    | 458                               | 5,542            | 288          | 10,863   |           |                     | 6,950     | 16,690     | 23,640    |       |
| variable rate   | •              | ٠         | ٠                                   | •                  | I                    | I                                     | •                                 |                  |              |          |           |                     | I         | I          | 2         |       |
| non-interest-bearing  | •              | ٠         | ٠                                   | •                  | •                    | ٠                                     | •                                 |                  | •            | •        | 90,473    | 7,705               | 90,473    | 7,705      | 98,178    |       |
| Securities available-for-sale                                       | 861,854        | 16,876    | 17,746                              | 32,433             | 25,402               | 85,054                                | 23,502                            | 48,912           | 180,843      | 65,667   | 35,426    | 17,462              | 1,144,773 | 266,404    | 1,411,177 |       |
| fixed rate  | 861,854        | 14,316    | 17,746                              | 25,850             | 25,402               | 84,506                                | 23,502                            | 48,912           | 180,843      | 65,667   |           | •                   | 1,109,347 | 239,251    | 1,348,598 |       |
| variable rate   |                | 2,560     | •                                   | 6,583              | ٠                    | 548                                   | •                                 |                  | •            | •        | •         | ٠                   | ٠         | 169'6      | 169'6     |       |
| non-interest-bearing  | •              |           |                                     |                    | •                    | •                                     | •                                 |                  | '            | •        | 35,426    | 17,462              | 35,426    | 17,462     | 52,888    |       |
| Loans, net of allowance for loan losses                             | 992,970        | 2,763,790 | 230,159                             | 807,943            | 82,808               | 364,470                               | 97,393                            | 263,170          | 174,702      | 389,931  | 34,193    | 259,661             | 1,615,225 | 4,848,965  | 6,464,191 |       |
| fixed rate  | 10,735         | 317,510   | 2,122                               | 120,045            | 1,104                | 339,519                               | 3,266                             | 241,134          | 5,058        | 276,050  | ,         | •                   | 22,285    | 1,294,258  | 1,316,543 |       |
| variable rate   | 982,235        | 2,446,281 | 228,037                             | 868,7898           | 84,704               | 24,951                                | 94,127                            | 22,036           | 169,644      | 113,881  |           |                     | 1,558,747 | 3,295,046  | 4,853,794 |       |
| non-interest-bearing  | •              | ٠         | ٠                                   | •                  | ٠                    | ٠                                     | •                                 |                  |              |          | 34,193    | 259,661             | 34,193    | 259,661    | 293,854   |       |
| Securities held-to-maturity   | 19,297         | 1,231     | 888'6                               | 15,916             | 54,888               | 7,890                                 | 675                               | 22,786           | 278,539      | 5,783    | 10,966    | 1,444               | 374,253   | 55,050     | 429,303   |       |
| fixed rate  | 5,947          | 296       | 2,677                               | 15,433             | 44,764               | 7,854                                 | 929                               | 22,786           | 278,539      | 5,783    | •         | •                   | 332,602   | 52,823     | 385,425   |       |
| variable rate   | 13,350         | 264       | 7,211                               | 483                | 10,124               | 36                                    | •                                 |                  | •            | •        |           | •                   | 30,685    | 783        | 31,468    |       |
| non-interest-bearing  | •              | •         | •                                   | •                  | 1                    | •                                     | •                                 | •                | '            | •        | 10,966    | 1,444               | 10,966    | 1,444      | 12,410    |       |
| Derivative financial instruments                                    | 919,552        | 1,047,446 | 768,810                             | 1,407,927          | 31,161               | 188,345                               | 27,230                            | 15,442           | 29,813       | 33,488   | 80        | 1,819               | 1,776,646 | 2,694,467  | 4,471,113 |       |
| fixed rate  | 390,418        | 339,102   | 72,075                              | 173,000            | 31,133               | 180,283                               | 27,230                            | 15,442           | 29,813       | 33,488   | •         | •                   | 550,669   | 741,315    | 1,291,984 |       |
| variable rate   | 529,134        | 708,344   | 696,735                             | 1,234,927          | 28                   | 8,062                                 | •                                 |                  | •            | •        | •         | •                   | 1,225,897 | 1,951,333  | 3,177,230 |       |
| non-interest-bearing  | •              | 1         | 1                                   | •                  | •                    | •                                     | •                                 | •                |              | •        | 80        | 1,819               | 80        | 1,819      | 1,899     |       |

### NOTE 36: INTEREST RATE RISK MANAGEMENT (in HUF mn) [continued]

|   | Within 1 month | nonth               | Over 1 month and Within 3 months | onth and<br>nonths  | Over 3 months and<br>Within 12 months | onths and<br>months | Over 1 year and<br>Within 2 years | ear and<br>years | Over 2 years |                | Non-interest-bearin | -bearin  | Total     | _         | Total     | As at       |
|---|----------------|---------------------|----------------------------------|---------------------|---------------------------------------|---------------------|-----------------------------------|------------------|--------------|----------------|---------------------|----------|-----------|-----------|-----------|-------------|
|   | HUF            | Currency            | HUF                              | Currency            | HUF                                   | Currency            | HUF                               | Currency         | HUF          | Currency       | HUF C               | Currency | HUF       | Currency  |           | <b>31</b> l |
| LIABILITIES   |                |                     |                                  |                     |                                       |                     |                                   |                  |              |                |                     |          |           |           |           | Dece        |
| Amounts due to banks, the Hungarian Government, deposits from<br>the National Bank of Hungary and other banks | 59,636         | 127,333             | 10,609                           | 83,053              | 118,696                               | 22,358              | 73                                | 103,082          | 478          | 3,331          | 96                  | 5,579    | 189,588   | 344,736   | 534,324   | mber        |
| fixed rate  | 51,596         | 102,663             | 2,730                            | 5,732               | 542                                   | 15,258              | 23                                | 101,444          | 397          | 3,331          |                     | 1        | 55,288    | 228,428   | 283,716   | 201         |
| variable rate   | 8,040          | 24,670              | 7,879                            | 77,321              | 118,154                               | 7,100               | 50                                | 1,638            | 18           | ,              | •                   | ,        | 134,204   | 110,729   | 244,933   | 2           |
| non-interest-bearing  | •              | •                   | •                                | •                   | •                                     | •                   | •                                 |                  | •            | •              | 96                  | 5,579    | 96        | 5,579     | 5,675     |             |
| Deposits from customers   | 1,435,223      | 1,435,223 1,930,614 | 649,539                          | 478,089             | 172,472                               | 711,795             | 102,808                           | 87,577           | 633,666      | 146,083        | 13,412              | 189,430  | 3,007,120 | 3,543,588 | 6,550,708 |             |
| fixed rate  | 1,042,679      | 825,021             | 633,649                          | 478,089             | 172,472                               | 604,827             | 102,808                           | 87,577           | 14,392       | 26,670         | •                   | •        | 1,966,000 | 2,022,184 | 3,988,184 |             |
| variable rate   | 392,544        | 392,544 1,105,593   | 15,890                           | •                   | •                                     | 106,968             | •                                 |                  | 619,274      | 119,413        | •                   | •        | 1,027,708 | 1,331,974 | 2,359,682 |             |
| non-interest-bearing  | •              | •                   | •                                | •                   | •                                     | •                   | •                                 |                  | •            | •              | 13,412              | 189,430  | 13,412    | 189,430   | 202,842   |             |
| Liabilities from issued securities  | 30,498         | 7,229               | 52,031                           | 17,900              | 85,478                                | 36,609              | 52,604                            | 160,111          | 175,857      | 3,857          | 17,077              | 3,872    | 413,545   | 229,578   | 643,123   |             |
| fixed rate  | 30,169         | 7,229               | 50,595                           | 6,524               | 84,653                                | 36,609              | 30,779                            | 160,111          | 164,395      | 3,857          | ٠                   |          | 360,591   | 214,330   | 574,921   |             |
| variable rate   | 329            | •                   | 1,436                            | 11,376              | 825                                   | •                   | 21,825                            |                  | 11,462       | •              | •                   | •        | 35,877    | 11,376    | 47,253    |             |
| non-interest-bearing  |                |                     | ٠                                |                     | ٠                                     |                     | •                                 | ٠                | ٠            | ٠              | 17,077              | 3,872    | 17,077    | 3,872     | 20,949    |             |
| Derivative financial instruments  | 103,114        | 103,114 1,924,409   | 43,868                           | 2,099,382           | 33,570                                | 152,268             | 14,961                            | 18,715           | 125,471      | 35,659         | 1,679               | 1,408    | 322,663   | 4,231,841 | 4,554,504 |             |
| fixed rate  | 102,630        | 640,675             | 42,109                           | 202,255             | 33,565                                | 144,147             | 14,961                            | 18,470           | 125,471      | 34,688         |                     | 1        | 318,736   | 1,040,235 | 1,358,971 |             |
| variable rate   | 484            | 484 1,283,734       | 1,759                            | 1,897,127           | 5                                     | 8,121               | •                                 | 245              |              | 126            |                     |          | 2,248     | 3,190,198 | 3,192,446 |             |
| non-interest-bearing  | •              |                     | ٠                                |                     | ٠                                     |                     | ٠                                 | ٠                | ٠            | ٠              | 1,679               | 1,408    | 1,679     | 1,408     | 3,087     |             |
| Subordinated bonds and loans  | •              | •                   | 5,000                            | 26,009              | •                                     | 15,706              | ٠                                 | 80               | •            | 241,673        | •                   | 3,027    | 5,000     | 286,495   | 291,495   |             |
| fixed rate  |                |                     | •                                |                     |                                       | ٠                   | •                                 |                  | ٠            | 241,632        |                     | 1        | •         | 241,632   | 241,632   |             |
| variable rate   |                |                     | 5,000                            | 26,009              |                                       | 15,706              |                                   | 80               | ٠            | 41             |                     |          | 5,000     | 41,836    | 46,836    |             |
| non-interest-bearing  | •              | •                   | •                                | •                   | •                                     | •                   | •                                 | •                | •            | •              | •                   | 3,027    | •         | 3,027     | 3,027     |             |
|   |                |                     |                                  |                     |                                       |                     |                                   |                  |              |                |                     |          |           |           |           |             |
| Net position  | 1,356,181      | 8,746               | 268,748                          | (274,547) (210,116) | (210,116)                             | (280,009) (21,188)  | (21,188)                          | (1,024)          | (271,287)    | 83,448 199,219 |                     | 424,666  | 1,321,557 | (38,721)  | 1,282,837 |             |

### NOTE 36: INTEREST RATE RISK MANAGEMENT (in HUF mn) [continued]

|  | Within 1 month |                   | Over 1 mont | Over 1 month and Within 3 Over 3 months and Within months | ver 3 months and<br>12 months | ınd Within<br>hs | Over 1 year and<br>Within 2 years | ear and<br>years | Over 2 years | years    | Non-intel | Non-interest-bearin | Ţ         | Total     | Total     |
|--|----------------|-------------------|-------------|---|-------------------------------|------------------|-----------------------------------|------------------|--------------|----------|-----------|---------------------|-----------|-----------|-----------|
|  | HUF            | Currency          | HUF         | Currency  | HUF                           | Currency         | HUF (                             | Currency         | HUF          | Currency | HUF       | Currency            | HUF       | Currency  |           |
| ASSETS   |                |                   |             |   |                               |                  |                                   |                  |              |          |           |                     |           |           |           |
| Cash, amounts due from banks and balances with the<br>National Banks | 138,940        | 89,472            | 25          | 2,049   | •                             | 385              | •                                 |                  | •            | 1        | 54,065    | 311,049             | 193,030   | 402,956   | 595,986   |
| fixed rate   | 137,789        | 31,302            | 20          | 215   | •                             | 385              | ٠                                 |                  |              | I        |           | •                   | 137,809   | 31,903    | 169,712   |
| variable rate  | 1,151          | 58,170            | 5           | 1,834   | •                             | •                | •                                 |                  |              | ,        | 1         | •                   | 1,156     | 60,004    | 61,160    |
| non-interest-bearing   | •              |                   | ٠           |   | •                             | •                | •                                 | ٠                | •            |          | 54,065    | 311,049             | 54,065    | 311,049   | 365,114   |
| Placements with other banks, net of allowance for placements losses  | 14,979         | 343,423           |             | 25,956  | 1,463                         | 6,973            | •                                 | 14,322           |              | 3,023    | 28        | 12,610              | 16,470    | 406,307   | 422,777   |
| fixed rate   | 14,914         | 332,645           |             | 24,778  | 1,463                         | 583              | •                                 | 14,322           | •            | 3,023    | 1         | •                   | 16,377    | 375,351   | 391,728   |
| variable rate  | 92             | 10,778            |             | 1,178   | •                             | 96,390           | •                                 |                  | •            | •        | 1         | •                   | 92        | 18,346    | 18,411    |
| non-interest-bearing   | •              | •                 | •           |   | •                             | •                | •                                 | •                | •            | 1        | 28        | 12,610              | 28        | 12,610    | 12,638    |
| Securities held for trading  | 1,872          | 664               | 439         | 485   | 4,670                         | 2,797            | 2,842                             | 426              | 15,444       | 12,274   | 88,511    | 8,573               | 113,778   | 25,552    | 139,330   |
| fixed rate   | 1,872          | 78                | 430         |   | 4,123                         | 2,797            | 2,842                             | 426              | 15,444       | 12,274   | •         | •                   | 24,711    | 15,575    | 40,286    |
| variable rate  | ٠              | 616               | 6           | 485   | 547                           | •                | •                                 |                  | •            | •        | ,         | •                   | 556       | 1,404     | 1,960     |
| non-interest-bearing   | •              | ı                 |             |   | •                             | ٠                | ٠                                 | ٠                | •            | 1        | 88,511    | 8,573               | 88,511    | 8,573     | 97,084    |
| Securities available-for-sale  | 515,203        | 8,575             | 2,956       | 26,676  | 46,531                        | 58,499           | 73,063                            | 24,412           | 244,993      | 73,128   | 35,432    | 16,387              | 918,178   | 207,677   | 1,125,855 |
| fixed rate   | 515,203        | 8/9/9             | 2,956       | 26,676  | 46,531                        | 58,499           | 71,323                            | 24,412           | 244,993      | 72,024   | •         | •                   | 881,006   | 188,289   | 1,069,295 |
| variable rate  | •              | 1,897             |             |   | •                             | ٠                | 1,740                             | ٠                | •            | I, I04   | '         | •                   | 1,740     | 3,001     | 4,741     |
| non-interest-bearing   | ı              | •                 |             |   | •                             | •                | 1                                 |                  | •            | •        | 35,432    | 16,387              | 35,432    | 16,387    | 51,819    |
| Loans, net of allowance for loan losses                              | 958,820        | 2,957,397         | 56,874      | 524,697   | 200,464                       | 1,239,811        | 180,771                           | 216,696          | 189,240      | 346,566  | 1,409     | 174,434             | 1,587,578 | 5,459,601 | 7,047,179 |
| fixed rate   | 11,519         | 92,683            | 086'6       | 100,065   | 39,131                        | 449,515          | 2,862                             | 197,256          | 14,312       | 327,846  | •         | •                   | 77,804    | 1,167,365 | 1,245,169 |
| variable rate  | 947,301        | 947,301 2,864,714 | 46,894      | 424,632   | 161,333                       | 790,296          | 177,909                           | 19,440           | 174,928      | 18,720   |           | •                   | 1,508,365 | 4,117,802 | 5,626,167 |
| non-interest-bearing   | •              | •                 |             |   | •                             | •                | ٠                                 |                  | ٠            | •        | 1,409     | 174,434             | 1,409     | 174,434   | 175,843   |
| Securities held-to-maturity  | •              | 1,707             | 17,765      | 2,828   | 18,075                        | 13,291           | 1,949                             | 16,274           | 19,221       | 30,911   | 1,220     | 1,646               | 58,230    | 66,657    | 124,887   |
| fixed rate   | •              | 1,380             | 346         | 2,164   |                               | 13,240           | 1,949                             | 16,274           | 19,221       | 30,911   |           | •                   | 21,516    | 63,969    | 85,485    |
| variable rate  | •              | 327               | 17,419      | 664   | 18,075                        | 51               | •                                 | ٠                | •            | 1        |           | •                   | 35,494    | 1,042     | 36,536    |
| non-interest-bearing   | 1              | 1                 |             |   | •                             | •                | •                                 |                  | •            | •        | 1,220     | 1,646               | 1,220     | 1,646     | 2,866     |
| Derivative financial instruments                                     | 568,770        | 717,566           | 971,534     | 1,546,567   | 442,972                       | 146,951          | 44,653                            | 9,762            | 20,735       | 098'9    |           | •                   | 2,048,664 | 2,427,706 | 4,476,370 |
| fixed rate   | 165,811        | 571,464           | 165,240     | 247,387   | 365,126                       | 186'96           | 22,655                            | 7,676            | 20,735       | 5,298    | •         | •                   | 739,567   | 928,206   | 1,667,773 |
| variable rate  | 402,959        | 146,102           | 806,294     | 1,299,180   | 77,846                        | 50,570           | 21,998                            | 2,086            | •            | 1,562    | •         | •                   | 1,309,097 | 1,499,500 | 2,808,597 |

### NOTE 36: INTEREST RATE RISK MANAGEMENT (in HUF mn) [continued]

|   | Within 1 month      |                           | Over 1 mont | Over 1 month and Within? Over 3 months and Within months | ver 3 months and<br>12 months | nd Within<br>hs | Over 1 year and<br>Within 2 years | ear and<br>years | Over 2 years |                           | Non-interest-bearin | st-bearin | Total     | =         | Total             |
|---|---------------------|---------------------------|-------------|--|-------------------------------|-----------------|-----------------------------------|------------------|--------------|---------------------------|---------------------|-----------|-----------|-----------|-------------------|
|   | HUF                 | Currency                  | HUF         | Currency   | HUF                           | Currency        | HUF (                             | Currency         | HUF          | Currency                  | HUF                 | Currency  | HUF       | Currency  |                   |
| LIABILITIES   |                     |                           |             |  |                               |                 |                                   |                  |              |                           |                     |           |           |           |                   |
| Amounts due to banks, the Hungarian Government, deposit from the National Bank of Hungary and other banks | 33,799              | 238,092                   | 5,824       | 144,385  | 134,168                       | 47,060          | 711                               | 11,019           | 877          | 30,073                    | 410                 | 550       | 175,789   | 471,179   | 646,968           |
| fixed rate  | 32,740              | 180,619                   | 3,033       | 13,606   | s.                            | 17,206          | 711                               | 5,911            | 263          | 29,486                    |                     | •         | 36,750    | 246,828   | 283,578           |
| variable rate   | 1,059               | 57,473                    | 2,791       | 130,779  | 134,165                       | 29,854          | •                                 | 5,108            | 614          | 587                       | •                   | •         | 138,629   | 223,801   | 362,430           |
| non-interest-bearing  | •                   | •                         | •           | ٠  | 1                             | •               | •                                 | ٠                | •            | •                         | 410                 | 550       | 410       | 550       | 096               |
| Deposits from customers   | 1,191,900 1,608,710 |                           | 452,772     | 472,915  | 602,281                       | 940,467         | 87,339                            | 895'89           | 660,254      | 140,932                   | 14,739              | 157,976   | 3,009,285 | 3,389,568 | 6,398,853         |
| fixed rate  | 755,534             | 780,249                   | 444,261     | 391,674  | 602,281                       | 591,082         | 87,339                            | 64,741           | 14,312       | 28,385                    | •                   | •         | 1,903,727 | 1,856,131 | 3,759,858         |
| variable rate   | 436,366             | 828,461                   | 8,511       | 81,241   | •                             | 349,385         | •                                 | 3,827            | 645,942      | 112,547                   | •                   | •         | 1,090,819 | 1,375,461 | 2,466,280         |
| non-interest-bearing  | •                   | •                         | •           | •  | •                             | •               | •                                 | •                | •            | •                         | 14,739              | 157,976   | 14,739    | 157,976   | 172,715           |
| Liabilities from issued securities  | 29,589              | 8,727                     | 92,830      | 46,521   | 246,245                       | 53,073          | 27,002                            | 7,228            | 150,083      | 128,089                   | 20,331              | 3,145     | 566,080   | 246,783   | 812,863           |
| fixed rate  | 21,455              | 8,727                     | 75,268      | 23,219   | 246,245                       | 53,073          | 27,002                            | 7,228            | 150,083      | 128,089                   | •                   | •         | 520,053   | 220,336   | 740,389           |
| variable rate   | 8,134               | •                         | 17,562      | 23,302   | •                             | •               | ٠                                 | ٠                | •            | •                         | •                   | •         | 25,696    | 23,302    | 48,998            |
| non-interest-bearing  | •                   |                           | ٠           | ٠  |                               | •               | •                                 | ٠                | ٠            | •                         | 20,331              | 3,145     | 20,331    | 3,145     | 23,476            |
| Derivative financial instruments  | 335,972             | 719,666                   | 78,128      | 2,548,062  | 141,246                       | 492,635         | 51,593                            | 8,953            | 14,138       | 19,441                    | •                   | •         | 621,077   | 4,068,768 | 4,689,845         |
| fixed rate  | 330,662             | 464,667                   | 63,663      | 359,821  | 59,854                        | 417,951         | 20,740                            | 6,943            | 14,138       | 18,309                    | •                   | ٠         | 489,057   | 1,267,691 | 1,756,748         |
| variable rate   | 5,310               | 535,010                   | 14,465      | 2,188,241  | 81,392                        | 74,684          | 30,853                            | 2,010            | •            | 1,132                     | •                   | •         | 132,020   | 2,801,077 | 2,933,097         |
| Subordinated bonds and loans  | •                   | •                         | 5,000       | 29,518   | •                             | 17,135          | •                                 | 92               | •            | 261,323                   | •                   | 3,395     | 5,000     | 311,447   | 316,447           |
| fixed rate  | •                   | •                         | ٠           |  | •                             | •               | •                                 | ٠                | •            | 261,198                   | •                   | ٠         | ٠         | 261,198   | 261,198           |
| variable rate   | •                   | •                         | 5,000       | 29,518   |                               | 17,135          | •                                 | 92               | ٠            | 125                       | •                   | •         | 5,000     | 46,854    | 51,854            |
| non-interest-bearing  | •                   | •                         |             |  |                               | ٠               | •                                 | ٠                | ٠            | •                         | •                   | 3,395     | •         | 3,395     | 3,395             |
|   |                     |                           |             |  |                               |                 |                                   |                  |              |                           |                     |           |           |           |                   |
| Net position  | 607.324             | 607.324 1.263.931 415.039 | 415.039     | (1.112.143)  | (409,765)                     | (81.663)        | (81,663) 136,633 186,048          |                  | (335.719)    | (107,095) 145,185 359,633 | 145.185             | 359,633   | 558,697   | 508.711   | 508.711 1.067.408 |

### **NOTE 37:** CONSOLIDATED EARNINGS PER SHARE

Consolidated Earnings per share attributable to the ordinary shares of the Group are determined by dividing consolidated Net profit for the year attributable to ordinary shareholders, after the deduction of declared preference dividends, by the weighted average number of ordinary shares outstanding during the year. Dilutive potential ordinary shares are deemed to have been converted into ordinary shares.

|  | 2012  | 2011                                     |
|--|---|--|
| Consolidated net profit for the year attributable to ordinary shareholders (in HUF mn)  Weighted average number of ordinary shares outstanding during the year for calculating basic EPS (number of share)   | 121,690<br>266,239,227                        | 83,147<br>266,373,139                    |
| Basic Earnings per share (in HUF)  | <u>457</u>                                    | <u>312</u>                               |
| Consolidated net profit for the year attributable to ordinary shareholders (in HUF mn)  Modified weighted average number of ordinary shares outstanding during the year for calculating diluted EPS (number of share)  | 121,690<br>266,307,792                        | 83,147<br>266,438,959                    |
| Diluted Earnings per share (in HUF)  | <u>457</u>                                    | <u>312</u>                               |
|  |   |  |
|  |   |  |
|  | 2012<br>N                                     | 2011<br>umber of shares                  |
| Weighted average number of ordinary shares   |   |  |
| Weighted average number of ordinary shares Average number of Treasury shares   | N   | umber of shares                          |
| · · · · · · · · · · · · · · · · · · ·  | N<br>280,000,010                              | <b>280,000,010</b>                       |
| Average number of Treasury shares  Weighted average number of ordinary shares outstanding during the year for calculating basic EPS  | N<br>280,000,010                              | <b>280,000,010</b>                       |
| Average number of Treasury shares  Weighted average number of ordinary shares outstanding during the year for calculating basic EPS  Dilutive effects of options issued in accordance with the Remuneration  | N<br>280,000,010<br>13,760,783                | 280,000,010<br>13,626,871                |
| Average number of Treasury shares  Weighted average number of ordinary shares outstanding during the year for calculating basic EPS  Dilutive effects of options issued in accordance with the Remuneration Policy / Management Option Program and convertible into ordinary | N<br>280,000,010<br>13,760,783<br>266,239,227 | 280,000,010<br>13,626,871<br>266,373,139 |
| Average number of Treasury shares  Weighted average number of ordinary shares outstanding during the year for calculating basic EPS  Dilutive effects of options issued in accordance with the Remuneration  | N<br>280,000,010<br>13,760,783                | 280,000,010<br>13,626,871                |

The ICES bonds could potentially dilute basic EPS in the future, but were not included in the calculation of diluted EPS because they are antidilutive for the period presented.

### NOTE 38: NET GAIN OR LOSS REALIZED ON FINANCIAL INSTRUMENTS (in HUF mn)

| As at 31 December 2012                        |                  |                |                    |               |
|---|------------------|----------------|--------------------|---------------|
|   | Net interest     | Net non-       | Provision          | Other         |
|   | gain and         | interest gain  | for                | comprehensive |
|   | loss             | and loss       | impairment         | income        |
| Cash, amounts due from banks and balances     | 6740             |                |                    |               |
| with the National Banks                       | 6,749            | -              | -                  | -             |
| Placements with other banks, net of allowance | 0.455            |                | (40)               |               |
| for placements losses                         | 9,457            | (2.546)        | (40)               | -             |
| Securities held for trading                   | 1,827            | (3,546)        | -                  | -<br>-<br>-   |
| Securities available-for-sale                 | 78,624           | 2,798          | 490                | 59,481        |
| Loans, net of allowance for loan losses       | 787,646          | 6,952          | (226,940)          | -             |
| From this: Consumer loans                     | 372,603          |                |                    |               |
| Housing loans                                 | 178,050          |                |                    |               |
| Corporate loans                               | 153,448          |                |                    |               |
| Mortgage backed loans                         | 65,687           |                |                    |               |
| Municipality loans                            | 17,858           | (O=)           |                    |               |
| Securities held-to-maturity                   | 20,204           | (87)           | 15                 | -             |
| Derivative financial instruments              | 56,302           | (7,376)        | -                  | -             |
| Amounts due to banks, the Hungarian           |                  |                |                    |               |
| Government, deposits from the National        |                  |                |                    |               |
| Banks and other banks                         | (18,814)         | =              | -                  | -             |
| Deposits from customers                       | (230,574)        | 123,141        | -                  | -             |
| Liabilities from issued securities            | (54,033)         | -              | -                  | -             |
| Subordinated bonds and loans                  | <u>(11,923</u> ) | =              | =                  | Ξ             |
|   | <u>645,465</u>   | <u>121,882</u> | ( <u>226,475</u> ) | <u>59,481</u> |
| As at 31 December 2011                        |                  |                |                    |               |
|   | Net interest     | Net non-       | <b>Provision</b>   | Other         |
|   | gain and         | interest gain  | for                | comprehensive |
|   | loss             | and loss       | impairment         | income        |
| Cash, amounts due from banks and balances     |                  |                |                    |               |
| with the National Banks                       | 6,504            | -              | -                  | -             |
| Placements with other banks, net of allowance |                  |                |                    |               |
| for placements losses                         | 9,570            | -              | 594                | -             |
| Securities held for trading                   | 1,725            | 5,224          | -                  | -             |
| Securities available-for-sale                 | 73,941           | 574            | (313)              | (28,064)      |
| Loans, net of allowance for loan losses       | 741,605          | 11,832         | (317,270)          | -             |
| From this: Consumer loans                     | 307,524          | ,              | . , ,              |               |
| Housing loans                                 | 191,684          |                |                    |               |
| Corporate loans                               | 154,235          |                |                    |               |
| Mortgage backed loans                         | 68,812           |                |                    |               |
| Municipality loans                            | 19,350           |                |                    |               |
| Canadidia a halal da madamida                 | 7.710            | 67             | (622)              |               |

7,719

71,475

(18,112)

(50,936)

(11,958) **630,816** 

(200,717)

67

10,016

113,032

140,745

(632)

(317,621)

Securities held-to-maturity

Banks and other banks

Deposits from customers

Derivative financial instruments

Liabilities from issued securities

Subordinated bonds and loans

Amounts due to banks , the Hungarian Government, deposits from the National

### NOTE 39: FAIR VALUE OF FINANCIAL INSTRUMENTS (in HUF mn)

In determining the fair value of a financial asset or liability the Group in the case of instruments that are quoted on an active market uses the market price. In most cases market price is not publicly available so the Group has to make assumptions or use valuation techniques to determine the fair value of a financial instrument. See Note 39. e) for more information about fair value classes applied for financial assets and liabilities measured at fair value in these financial statements.

To provide a reliable estimate of the fair value of those financial instrument that are originally measured at amortized cost, the Group used the discounted cash-flow analyses (loans, placements with other banks, amounts due to banks, deposits from customers). The fair value of issued securities and subordinated bonds is based on quoted prices (e.g. Reuters). Cash and amounts due from banks and balances with the National Banks represent amounts available immediately thus the fair value equals to the cost.

The assumptions used when calculating the fair value of financial assets and liabilities when using valuation technique are the following:

- the discount rates are the risk free rates related to the denomination currency adjusted by the appropriate risk premium as of the end of the reporting period,
- the contractual cash-flows are considered for the performing loans and for the non-performing loans, the amortized cost less impairment is considered as fair value,
- the future cash-flows for floating interest rate instruments are estimated from the yield curves as of the end of the reporting period,
- the fair value of the deposit which can be due in demand cannot be lower than the amount payable on demand.

#### a) Fair value of financial assets and liabilities

|  | 20               | 12                | 2                | 011               |
|--|------------------|-------------------|------------------|-------------------|
|  | Carrying amount  | Fair value        | Carrying amount  | Fair value        |
| Cash, amounts due from banks and balances        |                  |                   |                  |                   |
| with the National Banks                          | 602,521          | 602,521           | 595,986          | 595,986           |
| Placements with other banks, net of allowance    |                  |                   |                  |                   |
| for placements losses                            | 356,866          | 359,463           | 422,777          | 427,427           |
| Financial assets at fair value through profit or |                  |                   |                  |                   |
| loss   | 222,874          | 222,874           | 241,282          | 241,282           |
| Securities held for trading                      | 121,820          | 121,820           | 139,330          | 139,330           |
| Fair value of derivative financial               |                  |                   |                  |                   |
| instruments classified as held for trading       | 101,054          | 101,054           | 101,952          | 101,952           |
| Securities available-for-sale                    | 1,411,177        | 1,411,177         | 1,125,855        | 1,125,855         |
| Loans, net of allowance for loan losses          | 6,464,191        | 7,490,502         | 7,047,179        | 8,250,983         |
| Securities held-to-maturity                      | 429,303          | 154,517           | 124,887          | 151,604           |
| Fair value of derivative financial instruments   |                  |                   |                  |                   |
| designated as fair value hedge                   | <u>13,694</u>    | <u>13,694</u>     | <u>13,137</u>    | <u>13,137</u>     |
| Financial assets total                           | <u>9,500,626</u> | <u>10,254,748</u> | <u>9,571,103</u> | <u>10,806,274</u> |
| Amounts due to banks, the Hungarian              |                  |                   |                  |                   |
| Government, deposits from the National           |                  |                   |                  |                   |
| Banks and other banks                            | 534,324          | 495,497           | 646,968          | 758,719           |
| Deposits from customers                          | 6,550,708        | 6,548,734         | 6,398,853        | 6,510,444         |
| Liabilities from issued securities               | 643,123          | 614,156           | 812,863          | 664,422           |
| Fair value of derivative financial instruments   |                  |                   |                  |                   |
| designated as fair value hedge                   | 119,027          | 119,027           | 98,415           | 98,415            |
| Fair value of derivative financial instruments   |                  |                   |                  |                   |
| classified as held for trading                   | 122,032          | 122,032           | 230,149          | 230,149           |
| Subordinated bonds and loans                     | <u>291,495</u>   | <u>241,268</u>    | 316,447          | 225,511           |
| Financial liabilities total                      | <u>8,260,709</u> | <u>8,140,714</u>  | <u>8,503,695</u> | <u>8,487,660</u>  |

## NOTE 39: FAIR VALUE OF FINANCIAL INSTRUMENTS (in HUF mn) [continued]

### b) Fair value of derivative instruments

|   | Fair             | · value   | Notional  | value, net |
|---|------------------|-----------|-----------|------------|
|   | 2012             | 2011      | 2012      | 2011       |
| Interest rate swaps classified as held for                          |                  |           |           |            |
| trading   |                  |           |           |            |
| Positive fair value of interest rate swaps                          |                  |           |           |            |
| classified as held for trading                                      | 73,183           | 39,370    | 49,524    | 33,995     |
| Negative fair value of interest rate swaps                          |                  |           |           |            |
| classified as held for trading                                      | (75,332)         | (40,542)  | (56,534)  | (37,495)   |
| Foreign exchange swaps classified as held for                       |                  |           |           |            |
| trading   |                  |           |           |            |
| Positive fair value of foreign exchange swaps                       |                  |           |           |            |
| classified as held for trading                                      | 7,173            | 18,596    | 7,147     | 22,832     |
| Negative fair value of foreign exchange swaps                       |                  |           |           |            |
| classified as held for trading                                      | (6,388)          | (50,204)  | (6,025)   | (45,725)   |
| Interest rate swaps designated as fair value                        |                  |           |           |            |
| hedge   |                  |           |           |            |
| Positive fair value of interest rate swaps                          |                  |           |           |            |
| designated as fair value hedge                                      | 4,224            | 2,329     | (4,488)   | 3,526      |
| Negative fair value of interest rate swaps                          | ( <b>7</b> .022) | (10.7.50) | 4.40      | (10.000)   |
| designated as fair value hedge                                      | (5,033)          | (12,563)  | 140       | (10,980)   |
| CCIRS classified as held for trading                                |                  |           |           |            |
| Positive fair value of CCIRS classified as held                     | 0.674            | 25.140    | 0.000     | 22 (41     |
| for trading   | 9,674            | 25,149    | 9,808     | 23,641     |
| Negative fair value of CCIRS classified as                          | (20.049)         | (110.022) | (21, (25) | (120.254)  |
| held for trading  | (30,948)         | (119,933) | (31,625)  | (129,254)  |
| Mark-to-market CCIRS classified                                     |                  |           |           |            |
| as held for trading Positive fair value of mark-to-market CCIRS     |                  |           |           |            |
|   | 624              | 2 200     | 376       | (1.197)    |
| classified as held for trading                                      | 024              | 2,299     | 3/0       | (1,187)    |
| Negative fair value of mark-to-market CCIRS                         | (646)            | (5,081)   | (220)     | (9,531)    |
| classified as held for trading CCIRS designated as fair value hedge | (040)            | (3,001)   | (320)     | (9,331)    |
| Positive fair value of CCIRS designated as                          |                  |           |           |            |
| fair value hedge  | 9,035            | 2,816     | 9,099     | 2,496      |
| Negative fair value of CCIRS designated as                          | 9,033            | 2,010     | 9,099     | 2,490      |
| fair value hedge  | (103,845)        | (85,349)  | (106,792) | (104,207)  |
| Mark-to-market CCIRS designated                                     | (103,043)        | (03,347)  | (100,772) | (104,207)  |
| as fair value hedge   |                  |           |           |            |
| Positive fair value of mark-to-market CCIRS                         |                  |           |           |            |
| designated as fair value hedge                                      | 283              | 7,670     | (577)     | (6,738)    |
| Negative fair value of mark-to-market CCIRS                         | 200              | 7,070     | (677)     | (0,750)    |
| designated as fair value hedge                                      | (10,070)         | (496)     | (12,275)  | (1,419)    |
| Other derivative contracts designated as fair                       | (,)              | (12.7)    | (,,       | (-,)       |
| value hedge   |                  |           |           |            |
| Positive fair value of other derivative                             |                  |           |           |            |
| contracts designated as fair value hedge                            | 152              | 322       | 41,073    | 3,062      |
| Negative fair value of other derivative                             |                  |           |           |            |
| contracts designated as fair value hedge                            | (79)             | (7)       | (1)       | (7)        |
| 5   | ` '              | , ,       | * *       | ` ′        |

### NOTE 39: FAIR VALUE OF FINANCIAL INSTRUMENTS (in HUF mn) [continued]

### b) Fair value of derivative instruments [continued]

|   | Fair             | value          | Notional       | value, net       |
|---|------------------|----------------|----------------|------------------|
|   | 2012             | 2011           | 2012           | 2011             |
| Other derivative contracts classified as held |                  |                |                |                  |
| for trading                                   |                  |                |                |                  |
| Positive fair value of other derivative       |                  |                |                |                  |
| contracts classified as held for trading      | 10,400           | 16,538         | 7,205          | 14,694           |
| Negative fair value of other derivative       |                  |                |                |                  |
| contracts classified as held for trading      | (8,718)          | (14,389)       | (5,810)        | (14,027)         |
| Derivative financial assets total             | <u>114,748</u>   | <u>115,089</u> | <u>119,167</u> | <u>96,321</u>    |
| Derivative financial liabilities total        | <u>(241,059)</u> | (328,564)      | (219,242)      | <u>(352,645)</u> |
| Derivative financial instruments total        | (126,311)        | (213,475)      | (100,075)      | (256,324)        |

### c) Hedge accounting

The Group regularly enters into hedging transactions in order to decrease its financial risks. However some economically hedging transaction do not meet the criteria to account for hedge accounting, therefore these transactions were accounted as derivatives held for trading.

The summary of the hedging transactions of the Group are as follows:

| Types of the hedges   | Description of the hedging instrument | Fair value of the hedging instrument | The nature of the risk being hedged |
|---|---------------------------------------|--------------------------------------|-------------------------------------|
| 1) Cash flow hedges   | <del>-</del>                          |                                      | -                                   |
| <ul><li>2) Fair value hedges</li><li>3) Net investment hedge in</li></ul> | IRS /Index option CCIRS and issued    | HUF (284) million                    | Interest rate                       |
| foreign operations  | securities                            | HUF 3,737 million                    | Foreign exchange                    |
| As at 31 December 2011  |                                       |                                      |                                     |
| Types of the hedges   | Description of the hedging instrument | Fair value of the hedging instrument | The nature of the risk being hedged |
| 1) Cash flow hedges   | -                                     | -                                    | -                                   |
| 2) Fair value hedges  | IRS                                   | HUF (10,234) million                 | Interest rate                       |
| 3) Net investment hedge in foreign operations                             | CCIRS                                 | HUF (6,362) million                  | Foreign exchange                    |

### NOTE 39: FAIR VALUE OF FINANCIAL INSTRUMENTS (in HUF mn) [continued]

### d) Fair value hedges

#### 1. Deposits from customers

The interest payment cash-flows of some structured deposits of the Group denominated in HUF and EUR are exposed to the change of equity prices, equity indices or the change of EUR/HUF exchange rate. In order to hedge the interest rate risk of the interest payments the Group entered into interest rate swap transactions, where the risk of the cash-flow's from the structured deposits were swapped to payments linked to 3 month BUBOR or EURIBOR, resulting in a decrease in the fair value exposure of the deposits from customers.

|                                       | 2012 | 2011 |
|---------------------------------------|------|------|
| Fair value of the hedging instruments | 298  | 70   |

#### 2. Securities available-for-sale

The Group holds fixed interest rate securities denominated in foreign currencies within the available-for-sale portfolio. These fixed interest rate securities are exposed to the fair value risk driven by the changes in the risk-free interest rates.

In order to hedge the interest rate risk of the cash-flows the Bank entered into pay fixed-receive floater interest rate swap transactions, where the risk from the cash-flows of the securities are swapped to payments linked to 3 or 12 month EURIBOR, resulting in a decrease in the fair value exposure of the securities available-for-sale.

|                                       | 2012    | 2011  |
|---------------------------------------|---------|-------|
| Fair value of the hedging instruments | (1,267) | (715) |

### 3. Loans to customers

The Group has fixed interest rate loans denominated in various currencies. These fixed interest rate loans are exposed to fair value risk of changes of risk-free interest rates. In order to hedge the interest rate risk of the cash-flows the Group entered into pay-fixed, receive-floater interest rate swap transactions, where the risk of the payments from the loans are swapped to payments linked to 3 month EURIBOR or BUBOR resulting in a decrease in the interest-rate fair value exposure of the loans to customers.

|                                       | 2012    | 2011 |
|---------------------------------------|---------|------|
| Fair value of the hedging instruments | (1,058) | (21) |

### 4. Issued securities

The cash-flows of the fixed rate securities issued by the Bank are exposed to the change in the EUR/HUF foreign exchange rate and the risk of change in the risk-free interest rates of EUR and HUF. The interest rate risk and foreign exchange risk related to these securities are hedged with EUR and HUF IRS and index option transactions. In the case of IRS transactions the fixed cash-flows were swapped to payments linked to 3 month EURIBOR or BUBOR, resulting a decrease in the interest rate and foreign exchange exposure of issued securities.

|  | 2012  | 2011    |
|--|-------|---------|
| Fair value of the hedging IRS instruments          | 1,739 | (9,568) |
| Fair value of the hedging index option instruments | 4     | -       |

NOTE 39: FAIR VALUE OF FINANCIAL INSTRUMENTS (in HUF mn) [continued]

### d) Fair value hedges [continued]

### As at 31 December 2012

| Types of hedged items  | Types of hedging             | Fair value of the  | Fair value of the   | Gains/ Losses  |  |  |  |  |
|--|------------------------------|--|---|--|--|--|--|--|
|  | instruments                  | hedged items   | hedging instruments   | on the hedged items  | on hedging instruments   |  |  |  |
| Securities available-for-sale<br>Loans to customers<br>Deposits from customers<br>Liabilities from issued securities<br>Liabilities from issued securities | IRS IRS IRS IRS Index option | HUF 19,662 million<br>HUF 14,861 million<br>HUF 17,490 million<br>HUF 134,992 million<br>HUF 604 million | HUF (1,267) million<br>HUF (1,058) million<br>HUF 298 million<br>HUF 1,739 million<br>HUF 4 million | HUF 552 million<br>HUF 1,037 million<br>HUF (228) million<br>HUF (11,307) million<br>HUF (1) million | HUF (552) million<br>HUF (1,037) million<br>HUF 228 million<br>HUF 11,307 million<br>HUF 1 million |  |  |  |

| Types of hedged items   | Types of hedging | Fair value of the                         | Fair value of the                     | Gains/ Losses                           |   |  |  |  |
|---|------------------|---|---------------------------------------|---|---|--|--|--|
|   | instruments      | hedged items                              | hedging instruments                   | on the hedged items                     | on hedging instruments                  |  |  |  |
| Securities available-for-sale                                 | IRS              | HUF 17,694 million                        | HUF (715) million                     | HUF 587 million                         | HUF (587) million                       |  |  |  |
| Loans to customers  | IRS              | HUF 23,495 million                        | HUF (21) million                      | HUF (1,217) million                     | HUF 1,217 million                       |  |  |  |
| Deposits from customers<br>Liabilities from issued securities | IRS<br>IRS       | HUF 26,935 million<br>HUF 130,429 million | HUF 70 million<br>HUF (9,568) million | HUF (131) million<br>HUF 12,329 million | HUF 131 million<br>HUF (12,329) million |  |  |  |

### NOTE 39: FAIR VALUE OF FINANCIAL INSTRUMENTS (in HUF mn) [continued]

### e) Fair value classes

Methods and significant assumptions used to determine fair value of the different classes of financial instruments:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2: inputs other than quoted prices included within Level 1, that are observable for the asset or liability either directly or indirectly;
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The following table shows an analysis of financial instruments recorded at fair value by level of the fair value hierarchy:

| As at 31 December | 2012 |
|-------------------|------|
|-------------------|------|

| 10 W 01 200011301 2012  | Total            | Level 1          | Level 2        | Level 3      |
|---|------------------|------------------|----------------|--------------|
| Financial assets at fair value through profit or loss   | 222,394          | 107,840          | 114,554        | -            |
| from this: securities held for trading<br>from this: positive fair value of derivative<br>financial instruments classified as       | 121,340          | 107,450          | 13,890         | -            |
| held for trading  | 101,054          | 390              | 100,664        | -            |
| Securities available-for-sale Positive fair value of derivative financial   | 1,399,547        | 1,319,425        | 80,094         | 28           |
| instruments designated as fair value hedge  | 13,694           | <u>11</u>        | <u>13,683</u>  | =            |
| Financial assets measured at fair value total Negative fair value of derivative financial   | <u>1,635,635</u> | <u>1,427,276</u> | <u>208,331</u> | <u>28</u>    |
| instruments classified as held for trading  | 122,032          | 1,110            | 120,922        | -            |
| Negative fair value of derivative financial instruments designated as fair value hedge  | 119,027          | <u>83</u>        | <u>118,944</u> | Ξ            |
| Financial liabilities measured at fair value total  | <u>241,059</u>   | <u>1,193</u>     | <u>239,866</u> | =            |
| As at 31 December 2011  |                  |                  |                |              |
|   | Total            | Level 1          | Level 2        | Level 3      |
| Financial assets at fair value  |                  |                  |                |              |
| through profit or loss  | 240,345          | 129,104          | 106,686        | 4,555        |
| from this: securities held for trading<br>from this: positive fair value of derivative<br>financial instruments classified as       | 138,393          | 127,372          | 11,021         | -            |
| held for trading  | 101,952          | 1,732            | 95,665         | 4,555        |
| Securities available-for-sale   | 1,107,158        | 284,381          | 821,695        | 1,082        |
| Positive fair value of derivative financial instruments designated as fair value hedge  | 13,137           | <u>144</u>       | 10,177         | <u>2,816</u> |
| Financial assets measured at fair value total   | <b>1,360,640</b> | 413,629          | <u>938,558</u> | <u>8,453</u> |
| Negative fair value of derivative financial instruments classified as held for trading  | 230,149          | 99               | 207,967        | 22,083       |
| Negative fair value of derivative financial instruments designated as fair value hedge Financial liabilities measured at fair value | <u>98,415</u>    | <u>6</u>         | <u>92,479</u>  | <u>5,930</u> |
| total   |                  |                  | <u>300,446</u> |              |

### NOTE 39: FAIR VALUE OF FINANCIAL INSTRUMENTS (in HUF mn) [continued]

### e) Fair value classes [continued]

#### Movements in Level 3 financial instruments measured at fair value

### EUR/CHF cross currency swap (CCIRS) portfolio

According to the risk management policies the Bank holds EUR/CHF cross currency swap portfolio with a notional totaling CHF 3,698 million (HUF 946,435 million equivalent as at 31 December 2011) classified as held for trading and CHF 807 million (HUF 206,556 million equivalent as at 31 December 2011) designated as hedging deals, in order to hedge its foreign currency denominated mortgage loan portfolio's FX risk.

In the second half of the year 2011 the EUR/CHF cross currency swap spreads speculation has previously unexpected volatility, which significantly differed from spreads on which the Bank could execute deals and therefore market quotations can not be used for estimating the fair value of the Bank's CCIRS portfolio.

For the above mentioned reasons, the Bank has classified these deals to Level 3 in the valuation of financial instruments in IFRS and applied non-market observable inputs, which resulted a more reliable valuation compared to valuation based on market observable inputs.

The CCIRS deals have been reclassified from Level 3 to Level 2 as at 31 March 2012 because the above described unexpected volatility of CCIRS spreads have not obtained in the market as at the transfer date.

The following table shows a reconciliation of the opening and closing amount of Level 3 financial assets and liabilities which are recorded at fair value:

| Movements of the year 2012  | Opening<br>balance as at<br>31 December<br>2011 | Transfer out<br>as at 31<br>March 2012 | Other<br>disposal <sup>1</sup> | Closing<br>balance as at<br>31 December<br>2012 | Total (loss) /<br>gain as at 31<br>December<br>2012 |
|---|---|--|--------------------------------|---|---|
| Positive fair value of derivative financial instruments classified as held for trading  Positive fair value of derivative financial instruments designated as hedge | 4,555   | 165                                    | -                              | -   | 4,390   |
| accounting relationship   | 2,816   | 3,659                                  | -                              | -   | (843)   |
| Securities available-for-sale  Financial assets measured at   | <u>1,082</u>                                    | <u>1,054</u>                           | Ξ                              | <u>28</u>                                       | Ξ   |
| <b>fair value total</b><br>Negative fair value of derivative  | <u>8,453</u>                                    | <u>4,878</u>                           | <b>=</b>                       | <u>28</u>                                       | <u>3,547</u>  |
| financial instruments classified<br>as held for trading<br>Negative fair value of derivative<br>financial instruments   | (22,083)  | (6,983)                                | (2,005)                        | -   | (13,095)  |
| designated as hedge accounting relationship Financial liabilities measured  | (5,930)   | (22,581)                               | =                              | Ξ   | <u>16,651</u>                                       |
| at fair value total   | (28,013)  | (29,564)                               | <u>(2,005)</u>                 | =   | <u>3,556</u>  |

<sup>&</sup>lt;sup>1</sup> Other disposal consists of early liquidation of several CCIRS deals.

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### NOTE 40: SEGMENT REPORTING BY BUSINESS AND GEOGRAPHICAL SEGMENTS (in HUF mn)

The Group distinguishes business and geographical segments. The report on the base of the business and geographical segments is reported bellow.

The reportable segments of the Group on the base of IFRS 8 are the following:

OTP Core Hungary, Russia, Ukraine, Bulgaria, Romania, Serbia, Croatia, Slovakia, Montenegro, Leasing subsidiaries, Asset Management subsidiaries, Other subsidiaries and Corporate Center.

OTP Core is an economic unit for measuring the result of core business activity of OTP Group in Hungary. Financials for OTP Core are calculated from the consolidated financial statements of the companies engaged in OTP Group's underlying banking operation in Hungary. These companies include OTP Bank Hungary Plc., OTP Mortgage Bank Ltd., OTP Building Society Ltd., OTP Factoring Ltd., OTP Financing Netherlands Ltd. and OTP Holding Ltd.

Corporate Centre: it is separated from OTP Core consolidated financial statements, this is a virtual entity responsible for rendering debt and capital market related to services to the subsidiaries across the Group, mainly in the form of capital and credit financing.

The results of OTP Factoring Ukraine LLC, OTP Factoring SRL, OTP Factoring Bulgaria LLC, OTP Factoring Serbia d.o.o., OTP Factoring Montenegro d.o.o. and OTP Faktor Slovensko s.r.o. are included into the foreign banks segment.

The activities of the other subsidiaries are out of the leasing and fund management activity, like: OTP Real Estate Ltd., OTP Life Annuity Ltd, OTP Funds Servicing and Consulting Ltd., Monicomp Ltd., OTP Building s.r.o., OTP Real Slovensko s.r.o.

The reportable business and geographical segments of the Group are those components where:

- separated incomes and expenses, assets and liabilities can be identified and assignable to the segments,
- transactions between the different segments were eliminated,
- the main decisive board of the Group regularly controls the operating results,
- separated financial information is available.

### **Goodwill impairment:**

The effect of goodwill impairment after tax in 2011 is HUF 17,701 million.

There wasn't any effect of goodwill impairment after tax in the year 2012, only tax saving effect of investment impairment in the amount of HUF 3,977 million, in relation with investment impairment of OTP banka Hrvatska d.d. and OTP banka Srbija a.d.

Information regarding the Group's reportable segments is presented below.

### NOTE 40: SEGMENT REPORTING BY BUSINESS AND GEOGRAPHICAL SEGMENTS (in HUF mn) [continued]

| Main components of the Consolidated Statement of<br>Recognized Income in HUF million | OTP Group - consolidated-<br>in the Consolidated<br>Statement of Recognized<br>Income - structure of<br>accounting reports | Adjustements on<br>the accounting in<br>Recognized Income | OTP Group - consolidated -<br>in the Consolidated<br>Statement of Recognized<br>Income - structure of<br>management reports | OTP CORE<br>(Hungary) | Foreign banks<br>subtotal (without<br>adjustments) | OAO OTP Bank<br>(Russia) | OTP Bank JSC (Ukraine) | DSK Bank EAD<br>(Bulgaria) | OTP Bank Romania<br>S.A. (Romania) | OTP banka<br>Srbija a.d.<br>(Serbia) | OTP banka<br>Hrvatska d.d.<br>(Croatia) | OTP Banka<br>Slovensko a.s.<br>(Slovakia) | Crnogorska<br>komercijalna<br>banka a.d.<br>(Montenegro) | Non-banking<br>subsidiaries<br>subtotal | Leasing<br>subsidiaries | Asset<br>Management<br>subsidiaries | Other<br>subsidiaries | Corporate<br>Centre | Eliminations and adjustments |
|--|--|---|---|-----------------------|--|--------------------------|------------------------|----------------------------|------------------------------------|--------------------------------------|---|---|--|---|-------------------------|-------------------------------------|-----------------------|---------------------|------------------------------|
|  | a  | b   | 1=a+b<br>1= 2+3+12+16+17  | 2                     | 3=4++11  | 4                        | 5                      | 6                          | 7                                  | 8                                    | 9                                       | 10  | 11   | 12=13+14+15                             | 13                      | 14                                  | 15                    | 16                  | 17                           |
| Net profit for the year  | 122,586  |   | 122,586   |                       |  |                          |                        |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Adjustments (total)  |  | (27,363)  | (27,363)  |                       |  |                          |                        |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Dividends and net cash transfers (after income tax)                                  |  | (391)   | (391)   |                       |  |                          |                        |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Goodwill /investment impairment (after income tax)                                   |  | 3,977   | 3,977   |                       |  |                          |                        |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Bank tax on financial institutions (after income tax)                                |  | (29,174)  | (29,174)  |                       |  |                          |                        |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Total impact of early repayment (after income tax)                                   |  | (1,775)   | (1,775)   |                       |  |                          |                        |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Consolidated adjusted net profit for the year  | 122,586  | 27,362  | 149,948   | 94,587                | 60,119   | 47,156                   | 527                    | 24,216                     | (5,531)                            | (4,932)                              | 3,715                                   | (1,160)                                   | (3,872)  | 2,401                                   | 2,050                   | 2,042                               | (1,691)               | (7,089)             | (70)                         |
| Profit before income tax   | 145,674  | 46,517  | 192,191   | 117,520               | 79,965   | 60,847                   | 2,707                  | 27,545                     | (6,110)                            | (4,935)                              | 4,754                                   | (978)                                     | (3,865)  | 3,028                                   | 2,189                   | 2,299                               | (1,460)               | (8,752)             | 430                          |
| Adjusted operating profit  | 372,654  | 77,008  | 449,662   | 211,355               | 233,534  | 121,540                  | 33,511                 | 58,928                     | 6,494                              | (1,707)                              | 8,498                                   | 3,441                                     | 2,829  | 13,841                                  | 9,619                   | 2,267                               | 1,955                 | (8,752)             | (316)                        |
| Adjusted total income  | 796,131  | 48,421  | 844,552   | 394,243               | 426,175  | 193,272                  | 64,509                 | 95,732                     | 19,811                             | 6,323                                | 3 22,550                                | 13,932                                    | 10,046   | 5 43,841                                | 20,049                  | 4,913                               | 18,879                | (8,610)             | (11,097)                     |
| Adjusted net interest income   | 645,465  | 4,854   | 650,319   | 292,570               | 348,722  | 170,001                  | 49,586                 | 74,671                     | 15,916                             | 3,071                                | 16,220                                  | 12,019                                    | 7,238  | 3 19,500                                | 16,900                  | 101                                 | 2,499                 | (8,610)             | (1,863)                      |
| Adjusted net profit from fees and commissions  | 154,337  | (2,768)   | 151,569   | 85,820                | 63,867   | 20,998                   | 12,634                 | 16,875                     | 1,677                              | 1,604                                | 4,660                                   | 2,930                                     | 2,489  | 1,974                                   | (2,616)                 | 4,728                               | (138)                 | 0                   | (92)                         |
| Adjusted other net non-interest income   | (3,671)  | 46,335  | 42,664  | 15,853                | 13,586   | 2,273                    | 2,289                  | 4,186                      | 2,218                              | 1,648                                | 3 1,670                                 | (1,017)                                   | 319  | 22,367                                  | 5,765                   | 84                                  | 16,518                | 0                   | (9,142)                      |
| Adjusted other administrative expenses   | (423,477)  | 28,587  | (394,890)   | (182,888)             | (192,641)  | (71,732)                 | (30,998)               | (36,804)                   | (13,317)                           | (8,030)                              | (14,052)                                | (10,491)                                  | (7,217)  | (30,000)                                | (10,430)                | (2,646)                             | (16,924)              | (142)               |                              |
| Total risk costs   | (226,980)  | (26,712)  | (253,692)   | (90,056)              | (153,569)  | (60,693)                 | (30,804)               | (31,383)                   | (12,604)                           | (3,228)                              | (3,744)                                 | (4,419)                                   | (6,694)  | (10,813)                                | (7,430)                 | 32                                  | (3,415)               | 0                   | 746                          |
| Adjusted provision for impairment on loan and  |  |   |   |                       |  |                          |                        |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| placement losses (with the effect of early repayment)                                | (226,980)  | (15,715)  | (242,695)   | (86,986)              | ( .,,  | (59,567)                 | (30,597)               | (31,153)                   | (12,440)                           | (3,159)                              | ( )                                     |   | ( , ,  | (-, -,                                  | (7,194)                 |                                     | (1,255)               | 0                   | (281)                        |
| Other provision (adjustment)   | 0  | (10,997)  | (10,997)  | (3,070)               | (6,590)  | (1,126)                  | (207)                  | (230)                      | (164)                              | (69)                                 | (756)                                   | 1   | (4,039)  | (2,364)                                 | (236)                   | 32                                  | (2,160)               | 0                   | 1,027                        |
| Total other adjustments (one-off items) <sup>1</sup>                                 | 0  | (3,779)   | (3,779)   | (3,779)               | 0  | 0                        | 0                      | 0                          | 0                                  | 0                                    | ) (                                     | 0   | 0  | 0                                       | 0                       | 0                                   | 0                     | 0                   | 0                            |
| Income tax   | (23,088)   | (19,155)  | (42,243)  | (22,933)              | (19,846)   | (13,691)                 | (2,180)                | (3,329)                    | 579                                | 3                                    | (1,039)                                 | (182)                                     | (7)  | (627)                                   | (139)                   | (257)                               | (231)                 | 1,663               | (500)                        |
| Total Assets   | 10.113.466   | 0   | 10.113.466  | 6,229,359             | 4,660,276  | 1,027,763                | 653,603                | 1,292,031                  | 461.458                            | 122,994                              | 519,570                                 | 374,224                                   | 208.633  | 481,262                                 | 287,527                 | 7,245                               | 186,490               | 1.636,529           | (2.893,960)                  |
| Total Liabilities  | 8,598,913  | 0   | 8,598,913   | 4,833,227             | 3,985,137  | 835,880                  | 541,139                | 1.082.845                  | 428,877                            | 97.823                               |   |   | 191,585  | - , .                                   | 258,229                 |                                     | 135,146               | 980,395             | (1,594,806)                  |

<sup>()</sup> used at: provisions, impairment and expenses

### NOTE 40: SEGMENT REPORTING BY BUSINESS AND GEOGRAPHICAL SEGMENTS (in HUF mn) [continued]

| Adjusted to the content (after is after | Main components of the Consolidated Statement of<br>Recognized Income in HUF million | OTP Group - consolidated-<br>in the Consolidated<br>Statement of Recognized<br>Income - structure of<br>accounting reports | Adjustements on<br>the accounting in<br>Recognized Income | OTP Group - consolidated -<br>in the Consolidated<br>Statement of Recognized<br>Income - structure of<br>management reports | OTP CORE<br>(Hungary) | Foreign banks<br>subtotal (without<br>adjustments) | OAO OTP Bank<br>(Russia) | OTP Bank JSC<br>(Ukraine) | DSK Bank EAD<br>(Bulgaria) | OTP Bank Romania<br>S.A. (Romania) | OTP banka<br>Srbija a.d.<br>(Serbia) | OTP banka<br>Hrvatska d.d.<br>(Croatia) | OTP Banka<br>Slovensko a.s.<br>(Slovakia) | Crnogorska<br>komercijalna<br>banka a.d.<br>(Montenegro) | Non-banking<br>subsidiaries<br>subtotal | Leasing<br>subsidiaries | Asset<br>Management<br>subsidiaries | Other<br>subsidiaries | Corporate<br>Centre | Eliminations and adjustments |
|--|--|--|---|---|-----------------------|--|--------------------------|---------------------------|----------------------------|------------------------------------|--------------------------------------|---|---|--|---|-------------------------|-------------------------------------|-----------------------|---------------------|------------------------------|
| Adjusted personal process (after isconar to 18) Divided and and cast transfers (after isconar to 2) Divided and and cast transfers (after isconar to 2) Divided and and cast transfers (after isconar to 2) Divided and and cast transfers (after isconar to 2) Divided and and cast transfers (after isconar to 2) Divided and and cast transfers (after isconar to 2) Divided and and cast transfers (after isconar to 2) Divided and transfers (after isconar to 2)  |  | a  | b   |   | 2                     | 3=4++11  | 4                        | 5                         | 6                          | 7                                  | 8                                    | 9                                       | 10  | 11   | 12=13+14+15                             | 13                      | 14                                  | 15                    | 16                  | 17                           |
| Designation of the construction of the const   | Net profit for the year  | 83,800   |   | 83,800  |                       |  |                          |                           |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     | $\overline{}$                |
| Consolid impairment (after income tax)   (17,01)   (17,01)   (28,65)   (28   | Adjustments (total)  |  | (77,605)  | (77,605)  |                       |  |                          |                           |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Banktzon financial institutions (after income tax) (2,8%5) (2,8%5) (3,602) (31,602)  | Dividends and net cash transfers (after income tax)                                  |  | 663   | 663   |                       |  |                          |                           |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Total impact of early repayment (after income tax 12,00  | Goodwill impairment (after income tax)   |  | (17,701)  | (17,701)  |                       |  |                          |                           |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Consolidated algusted net profit for the year   83,800   77,605   161,405   114,056   48,536   41,042   5,091   12,743   764   (6,284)   112   (408)   (4,524)   5,855   1,891   3,266   (4,572)   (5,728)   4,955     Profit blore income tax   112,996   98,090   221,086   154,718   63,558   53,107   11,211   14,330   757   (6,149)   162   (3,65)   (4,524)   1,754   1,991   4,011   (4,248)   (3,055)   4,341     Adjusted correcting profit   439,669   (4,400)   435,579   235,000   189,906   82,007   26,529   59,877   8,961   (1,316)   8,221   33,28   11,999   167,10   13,485   4,114   8,990   82,045     Adjusted net interest income   43,045   44,045   44,045   44,045   44,045   44,045   44,045     Adjusted net profit from frees and commissions   46,522   (3,324)   44,030   44,032   327,081   29,251   123,900   41,784   74,731   18,668   44,045   42,09   26,02   277   (2,730)   5,256   (2,730)   42,044     Adjusted other ariminative expenses   40,02,057   44,045   42,045   42,045   42,045   42,045   42,045   42,045   42,045     Adjusted other ariminative expenses   40,02,057   37,419   7,633   11,988   11,198   11,988   12,196   42,788   2,305   11,211   1,888   2,307   172   61   23,706   7,588   700   15,348   0,589     Adjusted provision for impairment on boan and placement bosses (with the effect of early repayment)   316,673   88,241   228,432   99,299   (117,121)   28,714   (15,299   45,731   8,485   4,495   | Bank tax on financial institutions (after income tax)                                |  | (28,965)  | (28,965)  |                       |  |                          |                           |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Profit before income tax 122.996 98,090 221,086 154,738 88,558 53,107 11,211 14,330 757 (6,149) 162 0336 45,241 1,754 1,991 4,011 (4,248) (8,305) 4,441 Adjusted perating profit 439,669 (4,0490) 435,579 25,000 189,006 82,007 26,529 59,877 8,961 (1,316) 8,221 3,328 1,999 16,710 13,485 4,114 (889) (8,305) 2,268 Adjusted or interest income 63,0816 76 630,892 37,081 292,561 123,990 41,741 12,796 33,585 93,103 22,207 5,220 21,744 13,639 8,340 46,099 23,438 6,140 14,052 (8,149) (6,320) 44,054 (1,346) 44 | Total impact of early repayment (after income tax)                                   |  | (31,602)  | (31,602)  |                       |  |                          |                           |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Adjusted operating profit 439,669 (4,090) 435,579 235,000 189,906 82,007 26,829 59,877 8,961 (1,316) 8,221 3,328 1,999 16,710 13,485 4,114 (889) (8,305) 2,268 (4,005) (1,005) | Consolidated adjusted net profit for the year  | 83,800   | 77,605  | 161,405   | 114,056               | 48,536   | 41,042                   | 5,091                     | 12,743                     | 764                                | (6,284)                              | 112                                     | 2 (408)                                   | (4,524)  | 585                                     | 1,891                   | 3,266                               | (4,572)               | (6,728              | 4,956                        |
| Adjusted total income 842.34 (30,755) 811.591 419.01 360.674 142.796 53.385 93.103 22.207 5.220 21,784 13.699 8.340 46,039 23.488 6.140 16.461 (8,194) (6,329) Adjusted net interest income 650.06 (27.587) 145.220 (32.42) 142.30 84.87 56.12 17.161 9.063 15.87 2.428 18.72 40.94 2.499 2.692 22.77 (2.730) 5.246 (23.9) 0 19.1 Adjusted other nen-interest income 65.006 (27.587) 37.419 7.633 11.988 1.196 2.738 2.505 1.121 1.888 2.307 172 61 22.706 7.568 700 15.348 0 5.006 1.5348 1.006 | Profit before income tax   | 122,996  | 98,090  | 221,086   | 154,738               | 68,558   | 53,107                   | 11,211                    | 14,330                     | 757                                | (6,149)                              | 162                                     | 2 (336)                                   | (4,524)  | 1,754                                   | 1,991                   | 4,011                               | (4,248)               | (8,305              |                              |
| Adjusted net interest income 630,816 $76$ 630,892 $327,081$ 292,561 $123,990$ 41,784 $74,731$ 18,688 1,460 15,383 10,968 5,587 20,056 18,600 104 1,352 (8,194) (612) Adjusted net profit from flees and commissions 146,522 (3,242) 143,280 84,687 56,125 17,610 9,063 15,867 2428 1,872 4,994 2,499 2,692 2,277 (2,730) 5,246 (2,97) 0 19,194 Adjusted other net non-interest income 6,60,06 (27,587) 37,419 $7$ ,763 11,198 1,196 2,788 2,905 1,121 1,888 2,307 1,72 61 23,706 7,568 790 15,349 0 (5,908) Adjusted other administrative expenses (402,675) 26,663 (376,012) (184,401) (170,768) (60,789) (26,756) (33,226) (13,246) (6,536) (13,563) (10,311) (6,341) (29,329) (9,953) (2,026) (17,350) (111) 8,897 (761) 184,601 (76,768) 184 | Adjusted operating profit  | 439,669  | (4,090)   | 435,579   | 235,000               | 189,906  | 82,007                   | 26,829                    | 59,877                     | 8,961                              | (1,316)                              | 8,22                                    | 3,328                                     | 1,999  | 16,710                                  | 13,485                  | 4,114                               | (889)                 | (8,305              | ) 2,268                      |
| Adjusted profit from fees and commissions 146,522 (3,242) 143,280 84,687 56,125 17,610 9,063 15,867 2,428 1,872 4,094 2,499 2,692 2,277 (2,730) 5,246 (239) 0 191 Adjusted other net non-interest income 65,006 (27,587) 37,419 7,633 11,988 1,196 2,788 2,916 1,121 1,888 2,207 172 61 23,706 7,508 790 15,348 0 (5,098) 1,349 1,34 | Adjusted total income  | 842,344  | (30,753)  | 811,591   | 419,401               | 360,674  | 142,796                  | 53,585                    | 93,103                     | 22,207                             | 5,220                                | 21,78                                   | 13,639                                    | 8,340  | 46,039                                  | 23,438                  | 6,140                               | 16,461                | (8,194              | ) (6,329)                    |
| Adjusted other net non-interest income 65,006 (27,587) 37,419 7,633 11,988 1,196 2,738 2,505 1,121 1,888 2,307 172 61 23,706 7,568 790 15,348 0 (5,908) Adjusted other administrative expenses (402,675) 26,663 (376,012) (184,401) (170,768) (60,789) (26,756) (33,225) (13,246) (6,535) (13,56) (13,11) (6,341) (29,329) (9,953) (2,026) (173,30) (111) 8,597 (170,11) (111,11) (1 | Adjusted net interest income   | 630,816  | 76  | 630,892   | 327,081               | 292,561  | 123,990                  | 41,784                    | 74,731                     | 18,658                             | 1,460                                | 15,38                                   | 3 10,968                                  | 5,587  | 20,056                                  | 18,600                  | 104                                 | 1,352                 | (8,194              | (612)                        |
| Adjusted other administrative expenses (402.675) 26,663 (376.012) (184.01) (170.768) (60.789) (26.756) (33.226) (13.246) (65.36) (13.246) (65.36) (103.11) (63.41) (29.229) (9.953) (2.006) (17.350) (111) 8.997 (7.014) (7.01 | Adjusted net profit from fees and commissions  | 146,522  | (3,242)   | 143,280   | 84,687                | 56,125   | 17,610                   | 9,063                     | 15,867                     | 2,428                              | 1,872                                | 4,09                                    | 1 2,499                                   | 2,692  | 2,277                                   | (2,730)                 | 5,246                               | (239)                 | (                   |                              |
| Total risk costs (316,673) 82,634 (234,039) (95,508) (121,348) (28,900) (15,618) (45,547) (8,204) (4,833) (8,059) (3,664) (6,523) (14,956) (11,494) (103) (3,359) 0 (2,227)  Adjusted provision for impairment on loan and placement losses (with the effect of early repayment) (316,673) 88,241 (228,432) (99,209) (117,121) (28,714) (15,209) (45,713) (8,187) (4,900) (6,694) (3,624) (4,000) (11,981) (7,855) 0 (4,126) 0 (121) (100) | Adjusted other net non-interest income   | 65,006   | (27,587)  | 37,419  | 7,633                 | 11,988   | 1,196                    | 2,738                     | 2,505                      | 1,121                              | 1,888                                | 2,30                                    | 7 172                                     | 61   | 23,706                                  | 7,568                   | 790                                 | 15,348                | - (                 | 0 (5,908)                    |
| Adjusted provision for impairment on loan and placement losses (with the effect of early repayment) (316,673) 88,241 (228,432) (99,209) (117,121) (28,714) (15,209) (45,713) (8,187) (4,960) (6,694) (3,624) (4,020) (11,981) (7,855) 0 (4,126) 0 (121) (19,127 | Adjusted other administrative expenses   | (402,675)  |   | (376,012)   |                       |  | (60,789)                 | (26,756)                  |                            |                                    | (6,536)                              | (13,563                                 | (10,311)                                  | (6,341)  | (29,329)                                | (9,953)                 | (2,026)                             |                       | (111                |                              |
| placement losses (with the effect of early repayment) (316,673) 88,241 (228,432) (99,209) (117,121) (28,714) (15,209) (45,713) (8,187) (4,969) (6,694) (3,624) (4,020) (11,981) (7,855) 0 (4,126) 0 (121) (1 | Total risk costs   | (316,673)  | 82,634  | (234,039)   | (95,508)              | (121,348)  | (28,900)                 | (15,618)                  | (45,547)                   | (8,204)                            | (4,833)                              | (8,059                                  | (3,664)                                   | (6,523)  | (14,956)                                | (11,494)                | (103)                               | (3,359)               | (                   | (2,227)                      |
| Other provision (adjustment) 0 (S,607) (S,607) 3,701 (4,227) (186) (409) 166 (17) 127 (1,365) (40) (2,503) (2,975) (3,639) (103) 767 0 (2,106) (104) ( | Adjusted provision for impairment on loan and  |  |   |   |                       |  |                          |                           |                            |                                    |                                      |   |   |  |   |                         |                                     |                       |                     |                              |
| Total other adjustments (one-off items) 1 0 19,546 19,546 15,246 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0   |  | (316,673)  |   | ( -, - ,  | (-, -,                |  | ( -7 /                   | ( - , - , ,               | ( - / - /                  | (-,,                               | ( ) ,                                |   |   |  |   | (-,,                    |                                     |                       |                     |                              |
| Income tax (39,196) (20,485) (59,681) (40,682) (20,022) (12,065) (6,120) (1,587) 7 (135) (50) (72) 0 (1,169) (100) (745) (324) 1,577 615  Total Assets 10,200,527 0 10,200,527 6,548,167 4,737,953 868,231 778,198 1,360,510 460,623 121,475 529,853 386,313 232,750 482,841 324,888 9,318 148,635 1,962,390 (3,530,824)   | Other provision (adjustment)   | 0  | (5,607)   | (5,607)   | 3,701                 | (4,227)  | (186)                    | (409)                     | 166                        | (17)                               | 127                                  | (1,365                                  | ) (40)                                    | (2,503)  | (2,975)                                 | (3,639)                 | (103)                               | 767                   | (                   | J (2,106)                    |
| Total Assets 10,200,527 0 10,200,527 6,548,167 4,737,953 868,231 778,198 1,360,510 460,623 121,475 529,853 386,313 232,750 482,841 324,888 9,318 148,635 1,962,390 (3,530,824)   | Total other adjustments (one-off items) <sup>1</sup>                                 | 0  | 19,546  | 19,546  | 15,246                | 0  | 0                        | 0                         | 0                          | 0                                  | 0                                    |   | ) 0                                       | 0  | 0                                       | 0                       | 0                                   | 0                     | (                   | J 4,300                      |
|  | Income tax   | (39,196)   | (20,485)  | (59,681)  | (40,682)              | (20,022)   | (12,065)                 | (6,120)                   | (1,587)                    | 7                                  | (135)                                | (50                                     | (72)                                      | 0  | (1,169)                                 | (100)                   | (745)                               | (324)                 | 1,577               | 1 615                        |
|  | Total Assets   | 10 200 527   | 0   | 10 200 527  | 6 548 167             | 4 737 953  | 868 231                  | 778 198                   | 1 360 510                  | 460 623                            | 121 475                              | 529.85                                  | 386 313                                   | 232 750  | 482 841                                 | 324 888                 | 9 318                               | 148 635               | 1 962 396           | 0 (3.530.824)                |
|  | Total Liabilities  | 8,782,217  |   | 8,782,217   | 0,2 10,201            | 1,121,121  | 723,393                  | 658.049                   | 1,151,026                  | 432,271                            |                                      |   | ,   | 216.519  | 402,567                                 | 297,979                 |                                     | 103,004               | , , , , , ,         |                              |

<sup>()</sup> used at: provisions, impairment and expenses

<sup>1</sup> One-off items consist of: revaluation result of FX swap at OTP Core in the amount of HUF 3,169 million; non-recurring FX-gains and losses in the amount of HUF 4,300 million; gain on the repurchase of own upper and lower Tier 2 capital in the amount of HUF 2,580 million; gain on Croatian government bonds in the amount of HUF 4,300 million; revaluation result of the treasury share swap agreement between OTP and MOL in the amount of HUF 5,571 million.

### NOTE 41: SIGNIFICANT EVENTS DURING THE YEAR ENDED 31 DECEMBER 2012

### 1) Term Note Program and EMTN Programme

See details in Note 15.

#### 2) Partial cancellation of EUR 125 million subordinated notes

See details in Note 18.

# NOTE 42: STATEMENT OF THE GLOBAL, THE EUROPEAN AND THE HUNGARIAN ECONOMIC SITUATION AND IMPLICATIONS ON THE GROUP'S FINANCIALS (in HUF mm)

In 2012 the operating environment remained weak, although the risk assessment of the CEE region and especially that of Hungary improved.

In 2012 the Hungarian economy contracted by 1.7% comparing to the previous year. On the production side, the manufacturing industry that used to be a significant positive contributor to the economic growth showed signs of exhaustion, despite the Mercedes plant that started production last year. On the consumption side, both households' consumption and investments declined, and dynamics of export moderated significantly. Although export growth decelerated, the net export's growth contribution increased, since the weak internal demand exerted a negative impact on import dynamics. Owing to the measures improving budget balance in 2012, the budget was kept below 3%, and the public debt to GDP ratio showed a decline in yearly comparison. The deteriorating economic performance was a widespread phenomenon in the second half of 2012 among countries in the CEE region where OTP is present, even in case of those countries that could reach strong growth rates in 2011 (Russia, Slovakia, Ukraine).

The Hungarian forint strengthened both against the euro and the Swiss franc by 6%. The forint showed a strengthening against currencies of the foreign subsidiaries, too (against the Russian rouble by 3%, the Bulgarian lev 6%, the Ukrainian hryvnia 8%, the Romanian leu 9%). Compared to the end of year 2011 Hungarian government securities benchmark yields came down significantly: in case of short maturities yields declined by 220-260 bps, in case of maturities beyond 1 year by 350-380 bps. The sovereign CDS spread narrowed noticeably during 2012 and declined to around 280 bps. The CDS spreads of countries of foreign subsidiaries narrowed, too. Taking a look at the foreign exchange rate changes, the Ukrainian hryvnia remained stable against USD, but the Romanian ley depreciated by 3% against CHF.

In 2012 the Group continued to focus its activity on stable operation by maintaining robust capital position and significant liquidity reserves as well as implementing prudent risk management and monitoring practices in line with the deteriorating loan portfolio. At the same time, some Group member banks could exploit the business opportunities and post loan and deposit volume growth during 2012.

# NOTE 42: STATEMENT OF THE GLOBAL, THE EUROPEAN AND THE HUNGARIAN ECONOMIC SITUATION AND IMPLICATIONS ON THE GROUP'S FINANCIALS (in HUF mn) [continued]

|                          | Gross loans and      |                  |                  |
|--------------------------|----------------------|------------------|------------------|
| Countries                | interbank placements | Securities       | Total            |
|                          | with other banks     |                  |                  |
| Hungary                  | 3,357,030            | 1,765,243        | 5,122,273        |
| Bulgaria                 | 1,195,475            | 17,189           | 1,212,664        |
| Russia                   | 889,162              | 35,624           | 924,786          |
| Ukraine                  | 696,921              | 50,517           | 747,438          |
| Romania                  | 449,843              | 12,894           | 462,737          |
| Croatia                  | 385,520              | 21,886           | 407,406          |
| Slovakia                 | 291,881              | 21,545           | 313,426          |
| Montenegro               | 204,957              | 5,680            | 210,637          |
| Serbia                   | 117,117              | -                | 117,117          |
| United Kingdom           | 89,855               | -                | 89,855           |
| Germany                  | 63,604               | 107              | 63,711           |
| Cyprus                   | 46,455               | -                | 46,455           |
| United States of America | 32,576               | 726              | 33,302           |
| France                   | 29,486               | -                | 29,486           |
| Luxembourg               | 11,362               | 291              | 11,653           |
| Switzerland              | 11,223               | -                | 11,223           |
| Austria                  | 10,272               | 6,223            | 16,495           |
| Other <sup>1</sup>       | <u>21,882</u>        | <u>1,851</u>     | 23,733           |
| <b>Total</b>             | <u>7,904,621</u>     | <u>1,939,776</u> | <u>9,844,397</u> |

• One of the direct consequences of the crisis started late 2008 was the generally weak **loan demand** in most of the relevant markets except for the consumer lending business.

The consolidated loan book declined by 2% in 2012 (adjusted for FX rate movements). Only the consumer segment could grow during 2012 by 14%. As for the consumer lending, those were the Russian and Ukrainian portfolios remaining the engines of growth. The Russian consumer book grew by 31%, however the yearly dynamism lagged behind that of the previous year (61%). The Ukrainian consumer lending remained vibrant, due to the relatively low base the annual growth was high at 282%. In the Ukraine the selling network expanded rapidly, the bank used almost 2,600 agents by the end of 2012 and increased the network of partner retail chains. POS loan volumes stood at HUF 25 billion in December. In order to capitalize on cross sale potentials the Bank entered the market with new credit card products late 2011 and cash loan sale was intensified, too. By the end of the year credit card loan volumes represented HUF 9 billion with cash loans standing at HUF 7 billion.

Regarding other consolidated loan book segments, all categories suffered a decline: mortgages, car loans and corporate exposures shrank further (by 6%, 16% and 5% respectively). The 6% decline in the consolidated mortgage loan portfolio was chiefly the result of the Hungarian early repayment program for FX mortgage borrowers. On the positive side the Slovakian, Romanian and Croatian mortgage volumes could increase by 8%, 2% and 1%, respectively.

• Based on the Country Protection Action Plan of the Hungarian Government announced on 12 September 2011, FX mortgage loans of Hungarian households could get repaid at off-market rates in the period between 29 September 2011 and 28 February 2012, provided that certain eligibility criteria were met. The early repayment program had a total negative impact on consolidated net earnings of HUF 33.4 billion. In accordance with accounting standards, out of the total impact HUF 31.6 billion was recognised in 2011 and HUF 1.8 billon in the first quarter of 2012.

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<sup>&</sup>lt;sup>1</sup> Other category includes: Belgium, Czech Republic, Norway, Turkey etc.

# NOTE 42: STATEMENT OF THE GLOBAL, THE EUROPEAN AND THE HUNGARIAN ECONOMIC SITUATION AND IMPLICATIONS ON THE GROUP'S FINANCIALS (in HUF mn) [continued]

The total prepayment-related HUF 33.4 billion loss consisted of four items. On one hand HUF 65.1 billion credit loss was stemming from the difference between the book value and the fixed exchange rate implied value of prepaid loans. The corporate income tax effect of that loss was a saving of HUF 12.4 billion. Furthermore, a HUF 3.3 billion after tax revaluation gain was realised on the FX position purchased from the National Bank of Hungary for hedging purposes. Finally, the bank realised a prepayment related 30% banking tax refund of HUF 16.0 billion (after corporate income tax).

By the end of February 2012 deadline around 36 thousands clients of OTP Core<sup>1</sup> and OTP Flat Lease made use of the early repayment option, which represents 19.7% of the total 184 thousand FX loan contracts outstanding at the beginning of the programme. The total prepaid loan book amounted to HUF 217 billion (in 2011 by HUF 110 billion, in the first quarter of 2012 by HUF 107 billion) representing 19.9% of the FX mortgage books of the two companies (at FX rates of 30 September 2011). The volume decline of FX mortgages was counterbalanced to some extent by newly sold forint refinancing loans. By 28 February 2012, their total amount reached HUF 64 billion, out of which HUF 41 billion was disbursed to own clients; the remaining part was sold to clients of other banks.

- As for the deposit collection, the FX-adjusted consolidated deposit base expanded by 6% in 2012. Regarding the net loan to deposit ratios, subsidiaries with the highest ratios in Romania, the Ukraine and Serbia demonstrated the most remarkable adjustment on a yearly base. Retail deposits of OTP Core dropped by 4% in 2012. The volume development was determined by the fact that clients used their savings for early repayment of FX mortgage loans. Furthermore, since the beginning of 2012 the Hungarian State has offered attractive interest rates on government bonds and conducts intensive promotional campaigns. As a result, the structure of retail savings realigned at the expense of term deposits and bank bonds in favour of government bonds.
- The strong **liquidity positions** of the Group did not require foreign currency denominated wholesale funding, on the contrary, through the excess liquidity generated by on-going FX loan repayments the Bank managed to reduce its outstanding net swap position. By the end of 2012 the gross liquidity reserves of the group reached almost EUR 6 billion equivalent and by the end of the year OTP had already managed to renew all its 2013 swap roll-over needs.
- Another side effect of the crisis was the deterioration in the financial position of the clients, which led to worsening **loan quality** and materially increasing risk costs compared to levels witnessed before 2008. In 2012 the ratio of consolidated loans in more than 90 days of delinquency ("DPD90+ ratio") increased further to 19.1% from 16.6% at the end of 2011. The pace of deterioration decelerated remarkably in the second half of 2012. This positive development reflects the delayed effect of stronger and less volatile HUF after the peak at the beginning of 2012, the benefit of the fixed instalment scheme in Hungary and the slowdown of loan quality deterioration in Bulgaria. At the same time the Russian new DPD90+ volume formation remained at relatively high levels. Thanks to the prudent provisioning, the provision coverage of the DPD90+ loan book improved gradually in 2012 to 80.0% and significantly exceeded the level as at the end of 2011 (+3.3 ppts).
- The further enhancement of the strong **capital position** still remained a top priority for the Group in 2012. The Basel 2 capital adequacy ratio of the Group reached 19.7% at the end of 2012 (+2.4 ppts comparing to the previous year), which is significantly higher than the ratios at its regional competitors. The Tier1 ratio (after deducting goodwill and intangible assets from the capital base) stood at 16.1% and the Core Tier1 ratio (further deducting hybrid capital) at 14.7%. The capital adequacy ratio of the Bank (under local accounting standards) stood at 20.5%, compared to 17.9% at the end of 2011.

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<sup>&</sup>lt;sup>1</sup> OTP Core is an economic unit for measuring the result of core business activity of OTP Group in Hungary. Financials for OTP Core are calculated from the consolidated financial statements of the companies engaged in OTP Group's underlying banking operation in Hungary. These companies include OTP Bank Hungary Plc, OTP Mortgage Bank Ltd, OTP Building Society Ltd, OTP Factoring Ltd, OTP Financing Netherlands Ltd and OTP Holding Ltd. The consolidated accounting result of these companies are segmented into OTP Core and Corporate Centre, the latter being a virtual entity responsible for rendering debt and capital market related services to the subsidiaries across OTP Group.

# NOTE 42: STATEMENT OF THE GLOBAL, THE EUROPEAN AND THE HUNGARIAN ECONOMIC SITUATION AND IMPLICATIONS ON THE GROUP'S FINANCIALS (in HUF mn) [continued]

During the period dividend income from subsidiaries contributed to the capital of the Bank in the amount of HUF 43 billion. In 2012 OTP Bank Romania received two capital injections from the mother company in the amount of altogether HUF 12 billion equivalent. The capital of the Serbian subsidiary was increased by HUF 6 billion through converting subordinated debt provided by OTP into ordinary shares. On the top of that OTP banka Srbija received a capital injection of HUF 12 billion equivalent in 2012. The capital of CKB Bank, the Montenegrin subsidiary was increased twice: by HUF 3 billion and HUF 2 billion, both through converting subordinated debt provided by OTP into ordinary shares. The capital adequacy ratios of the foreign subsidiaries are comfortably above the local regulatory minimums.

On 3 October 2012 the European Banking Authority (EBA) and the HFSA disclosed the final assessment of the capital exercise and fulfilment of the EBA December 2011 Recommendation, which shows that OTP Bank Plc. meets the 9% Core Tier1 ratio including the sovereign buffer as stated in the EBA December 2011 Recommendation.

• The Hungarian and Slovakian members of OTP Group paid **special bank tax** in the gross amount of HUF 37.1 billion in 2012. Taking into account the corporate tax shield effect, the net negative impact reached HUF 30.2 billion.

The conversion of non-performing FX mortgage loans and the subsequent 25% debt forgiveness (in accordance with the agreement between the Government and Banking Association in December 2011) did not have a material P&L impact in 2012, since the effect of the debt forgiveness was mainly off-set by release of previously accumulated provisions. At OTP Core, altogether loans in the amount of HUF 2.2 billion were forgiven (together with exposures of OTP Flat Lease Ltd) resulting banking tax re-fund in the amount of HUF 0.6 billion.

As part of the second budget balance improving package in autumn 2012, on 17 October the Ministry for National Economy unveiled that the bank tax won't be halved in 2013, but paid in full amount. On 16 November 2012 the Ministry for National Economy announced that the special tax on financial institutions will be kept indefinitely at its 2013 level, even after 2014.

• The **fixed instalment scheme** was launched in 2012 based on the agreement between the Government and Banking Association in December 2011, in order to provide relief to performing Hungarian FX mortgage debtors. The fixing is provided for 5 years. Originally the scheme was available from April until 31 December 2012, but the government extended the application period to 29 March 2013. By 31 December 32 thousand clients, representing 26.5% of the eligible 120 thousand FX borrowers filed their applications at OTP.

The 2012 annual estimated after tax profit effect of the fixed exchange rate scheme was recognised in OTP Core's P&L as other risk cost in the second quarter of 2012. From the second quarter of 2012 credit institutions' contribution tax started to be recognised in the P&L of OTP Core as OTP Core's burden share in the fixed exchange rate scheme. In the last quarter the fixed exchange rate scheme for FX mortgage borrowers resulted a HUF 0.4 billion contribution tax payment, while in previous quarters the impact of the tax was insignificant. In parallel with the tax payment of the fourth quarter the formerly set aside other provisions were released.

• On 27 October 2012 the Prime Minister announced that the central government will **consolidate the debt of local governments** in Hungary. As for municipalities with less than 5,000 inhabitants the State provided a non-refundable subsidy for the repayment of outstanding debts (including loans, bonds and bills of exchange) as at 12 December 2012. At OTP Bank a total debt of HUF 28.7 billion was repaid (calculated with FX rates as of 27 December 2012), out of this forint denominated debt reached HUF 24.2 billion. The debt assumption from bigger municipalities is expected to take place in the first half of 2013. At the Bank the total exposure to municipalities with more than 5 thousands inhabitants represented HUF 245 billion at the end of December 2012 (including loans and bonds as well). After the expected debt-consolidation in the second quarter of 2013 part of this loan amount becomes loans to the central government in the balance sheet of the Bank.

# NOTE 42: STATEMENT OF THE GLOBAL, THE EUROPEAN AND THE HUNGARIAN ECONOMIC SITUATION AND IMPLICATIONS ON THE GROUP'S FINANCIALS (in HUF mn) [continued]

- In 2012 a one-off positive tax shield impact emerged in relation to the impairment of the investments into the Serbian and Montenegrin subsidiaries recognised on the balance sheet of OTP. The impairments under local accounting standards amounted to HUF 15 billion and HUF 5.9 billion, respectively. Though on the consolidated level these impairments had no direct effect either on the balance sheet or on the P&L, there was a positive tax shield of HUF 4.0 billion that added to the Group's IFRS accounting profit.
- Concerning OTP Group members, the following **rating actions** were taken by international rating agencies in 2012:
  - On 12 January 2012 OTP's Support Rating '3' was affirmed by Fitch Ratings.
  - On 13 January 2012 Fitch Ratings affirmed long term foreign currency Issuer Default Rating ('IDR') of OTP Bank Russia at 'BB', the rating outlook has been changed from 'stable' to 'negative'.
  - On 17 May 2012 Moody's Investors Service placed on review for possible downgrade DSK Bank's ratings. On 31 July 2012, however, Moody's confirmed DSK Bank's long- and short term local currency deposit rating at Baa3/Prime-3. This rating action concluded the review initiated in May 2012.
  - On 30 July 2012 Moody's Investors Service confirmed DSK Bank's long and short-term local and foreign currency deposit ratings at Baa3/Prime-3 and lowered by one notch its standalone bank financial strength rating (BFSR) to D from D+. All ratings carry a negative outlook.
  - On 27 November 2012 S&P lowered the long term counterparty credit ratings of the Bank and OTP Mortgage Bank to 'BB' from 'BB+'. The short term counterparty credit rating has been confirmed at level 'B'. The outlooks on both banks are stable.
  - On 7 December 2012 following the downgrade of the Ukrainian sovereign, Moody's downgraded OTP Bank Ukraine long-term foreign currency deposit rating to ,Caa1' from 'B3', outlook is negative.
  - On 12 December 2012 Moody's Investors Service placed on review for downgrade the standalone bank financial strength ratings (BFSR) and the debt and deposit ratings of seven Hungarian banks, including the Bank and OTP Mortgage Bank.
  - On 13 December 2012 following the placement on review for downgrade of the mother bank's ratings, Moody's placed on review for downgrade the long-term deposit ratings of OTP Bank Russia and the short- and long-term deposit ratings of DSK Bank.
  - On 14 December 2012 Moody's Investors Service placed on review for downgrade the ratings of covered bonds issued by OTP Mortgage Bank.