OTP Bank

First Half 2004 Performance
Based on HAR

Presented by:
Dr. Zoltán Spéder CFO

August 2004
Forward looking statements

This presentation contains certain forward-looking statements with respect to the financial condition, results of operations, and businesses of OTP Bank. These statements and forecasts involve risk and uncertainty because they relate to events and depend upon circumstances that will occur in the future. There are a number of factors which could cause actual results or developments to differ materially from those expressed or implied by these forward looking statements and forecasts. The statements have been made with reference to forecast price changes, economic conditions and the current regulatory environment. Nothing in this announcement should be construed as a profit forecast.
Interest rate environment 2003-2004

- 100-100 bp rate cut to defend HUF 16&17 January 2003
- 100 bp rate increase 11 June 2003
- 200 bp rate increase 19 June 2003
- 300 bp rate increase 28 November 2003
- 25-25 bp rate decrease 23 March and 6 April 2004
- 50 bp rate decrease 4 May 2004
- 100-100 bp rate cut to defend HUF 16&17 January 2003
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- 300 bp rate increase 28 November 2003
EUR/HUF environment 2003-2004

Moving of center of band (devaluation)

slow withdrawal of “hot” money
rate increase
timing of ERM II announced
Renewed speculation
rate increase
rate decrease
volatility due to contradictory actions and statements by government

240.01
234.69
240
239
244
254
259
264
269
274
4/1/03 5/9/03 6/16/03 7/21/03 8/26/03 9/30/03 11/6/03 12/11/03 1/22/04 2/26/04 4/2/04 5/10/04 6/15/04

0% -1% -2% -3% -4% -5% -6% -7% -8% -9% -10% -11% -12% -13% -14% -15%

rate
bottom of band
from center (Rh)
Evolution of banking system

Intermediation started to grow due to mortgage lending and wage increases.

Source: NBH, NSB, OTP
Note: GDP data for 6/30/04 is estimated.

OTP Bank First Half 2004 results
Loan growth* (Y-on-Y)

*Based on new NBH specification used since 1 January 2000. Source for sector data: NBH

OTP Bank First Half 2004 results
Rising Real Wages

Retail Loans Outstanding (HUF billion) vs. Real Wage Growth

Housing Loans
Consumer loans
Real wages 1990=100

OTP Bank First Half 2004 results
Macro: Selected components of RFA

OTP Bank First Half 2004 results
**Macro assessment**

<table>
<thead>
<tr>
<th></th>
<th>2003</th>
<th>2004F</th>
<th>2005F</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real GDP growth</td>
<td>2.9%</td>
<td>3.7%</td>
<td>3.6%</td>
</tr>
<tr>
<td>Inflation (average)</td>
<td>4.7%</td>
<td>6.9%</td>
<td>4.5%</td>
</tr>
<tr>
<td>Nominal wage increase</td>
<td>14.3%</td>
<td>7.0%</td>
<td>6.0%</td>
</tr>
<tr>
<td>Final consumption</td>
<td>5.9%</td>
<td>2.3%</td>
<td>1.9%</td>
</tr>
<tr>
<td>Household consumption</td>
<td>6.5%</td>
<td>2.7%</td>
<td>2.8%</td>
</tr>
<tr>
<td>Investment growth</td>
<td>4.7%</td>
<td>11.3%</td>
<td>7.5%</td>
</tr>
<tr>
<td>Budget deficit (cash flow based)</td>
<td>HUF -1,064 bn</td>
<td>HUF -1,305 bn</td>
<td>HUF -1,045 bn</td>
</tr>
<tr>
<td>as a % of GDP</td>
<td>-5.7%</td>
<td>-6.3%</td>
<td>-4.8%</td>
</tr>
<tr>
<td>Current Account Balance*</td>
<td>EUR -6.5 bn</td>
<td>EUR -7.4 bn</td>
<td>EUR -7.8 bn</td>
</tr>
<tr>
<td>as a % of GDP</td>
<td>-8.9%</td>
<td>-9.3%</td>
<td>-8.7%</td>
</tr>
<tr>
<td>1yr T-bill yield (average)</td>
<td>8.0%</td>
<td>11.0%</td>
<td>8.2%</td>
</tr>
</tbody>
</table>

* Reinvested earnings calculated as FDI
Prepared by OTP Research Center in August 2004 based on sources from NCSO, NBH
Balance sheet, interest income

OTP Bank First Half 2004 results
Non interest income

Non interest income components

Non interest income/Total income

Fee and commission income

Non interest income/Average total assets

OTP Bank First Half 2004 results
Non interest income

Non interest income components

Fee and commission income

Non int. income/Total income

Non int. income/Average total assets

OTP Bank First Half 2004 results
Non interest expenses

Non interest expenses

Cost/income ratio

Non int. expenses/Total assets

Cost rationalization

OTP Bank First Half 2004 results
Non interest expenses

Non interest expenses Cost/income ratio

HUF bn

10.1 10.1
14.9
12.8
3.0 2.0
2.1
2.2
2.3
12.2
19.0
24.343
29.046
27.195

Cost rationalization

-1,178 bp

52.8% 48.9% 65.0% 45.1% 41.0%

average employment

6,600 7,000 7,400 7,800 8,200 8,600 9,000 9,400
1999 2000 2001 2002 2003

OTP Bank First Half 2004 results
Provisioning/loan losses

Provisioning structure

Provisioning/Operating income

Provisioning/Total receivables

Provisioning/Average total assets

OTP Bank First Half 2004 results
Provisioning/loan losses

Provisioning structure

Provisioning/Operating income

Provisioning/Total receivables

Provisioning/Average total assets

OTP Bank First Half 2004 results
Loan quality

Qualified receivables as % of total receivables

Qualified receivables as % of customer receivables

OTP Bank First Half 2004 results
Loan quality

Qualified loans

Provisions, coverage

OTP Bank First Half 2004 results
Quality of consolidated loans

Consolidated qualified loans

Provisions, coverage

Qualified receivables as % of total receivables

OTP Bank First Half 2004 results
Retail deposits

Volumes, market share

Retail current account deposits

Yields, spread

HUF bn

HUF bn

HUF bn

HUF bn

HUF

FX

HUF market share

FX market share

Group retail deposit market share

Yields, spread

2Q 03
3Q 03
4Q 03
1Q 04
2Q 04

asset yield
liability yield
spread

14.9%
12.6%
16.7%
17.3%
20.3%

12.8%
12.8%
11.9%

2.9%
3.5%
3.9%
5.4%
5.2%

15.1%

2Q 03
3Q 03
4Q 03
1Q 04
2Q 04

asset yield
liability yield
spread

14.9%
12.6%
16.7%
17.3%
20.3%

12.8%
12.8%
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2.9%
3.5%
3.9%
5.4%
5.2%

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2Q 03
3Q 03
4Q 03
1Q 04
2Q 04

asset yield
liability yield
spread

14.9%
12.6%
16.7%
17.3%
20.3%

12.8%
12.8%
11.9%

2.9%
3.5%
3.9%
5.4%
5.2%

15.1%
Retail loans

Volumes, market share

HUF bn

Housing loans

Existing loans also transferred to OTPMB

Subsidized housing loans

OTP Bank First Half 2004 results
OTP Mortgage Bank selected data

All data as of June 30, 2004

Distribution of mortgage portfolio by size

<table>
<thead>
<tr>
<th>Size</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>up to HUF 5m</td>
<td>3.1%</td>
</tr>
<tr>
<td>HUF 5-10m</td>
<td>3.0%</td>
</tr>
<tr>
<td>HUF 10-15m</td>
<td>11.8%</td>
</tr>
<tr>
<td>HUF 15-20m</td>
<td>42.3%</td>
</tr>
<tr>
<td>over HUF 20m</td>
<td>39.8%</td>
</tr>
</tbody>
</table>

Distribution of portfolio by maturity

<table>
<thead>
<tr>
<th>Maturity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>under 5 yrs</td>
<td>37.7%</td>
</tr>
<tr>
<td>5 - 10 yrs</td>
<td>27.0%</td>
</tr>
<tr>
<td>10 - 15 yrs</td>
<td>14.9%</td>
</tr>
<tr>
<td>15 - 20 yrs</td>
<td>16.7%</td>
</tr>
<tr>
<td>20 - 25 yrs</td>
<td>0.1%</td>
</tr>
<tr>
<td>over 25 yrs</td>
<td>3.6%</td>
</tr>
</tbody>
</table>

Mortgage bond maturity distribution

<table>
<thead>
<tr>
<th>Maturity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-1 Yr</td>
<td>37.0%</td>
</tr>
<tr>
<td>1-5 Yrs</td>
<td>4.9%</td>
</tr>
<tr>
<td>5-10 Yrs</td>
<td>51.4%</td>
</tr>
<tr>
<td>10- Yrs</td>
<td>6.7%</td>
</tr>
</tbody>
</table>

Market share of mortgage banks

<table>
<thead>
<tr>
<th>Bank</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTP MB</td>
<td>HUF713 bn 64%</td>
</tr>
<tr>
<td>FHB</td>
<td>HUF62 bn 5%</td>
</tr>
<tr>
<td>HVB</td>
<td>HUF345 bn 31%</td>
</tr>
</tbody>
</table>
## Representative margin on mortgage loans

<table>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Rate paid by customer</td>
<td>6% (4+2%) max.</td>
<td>5% (3+2%) max.</td>
<td>8%** (max. GBBY * 1.1 + 4% - GBBY * 0.6)</td>
</tr>
<tr>
<td>Liability side subsidy</td>
<td>10% (CMB coupon + 2% but max. 10%)</td>
<td>9.03% (GBBY * 1.05)</td>
<td>5.16% (GBBY* 0.6)</td>
</tr>
<tr>
<td>Total bank interest income</td>
<td>16% max.</td>
<td>14.03% max.</td>
<td>13.46% (max GBBY * 1.1 + 4%)</td>
</tr>
<tr>
<td>GBBY</td>
<td>8.60%</td>
<td>8.60%</td>
<td>8.60%</td>
</tr>
<tr>
<td>CMB spread over GBBY</td>
<td>100 bp.</td>
<td>100 bp.</td>
<td>100 bp.</td>
</tr>
<tr>
<td>Coupon of CMB</td>
<td>8%</td>
<td>8%</td>
<td>8%</td>
</tr>
<tr>
<td>Funding cost (Yield of CMB)</td>
<td>9.6% (8.6% + 1%)</td>
<td>9.6% (8.6% + 1%)</td>
<td>9.6% (8.6% + 1%)</td>
</tr>
<tr>
<td>Margin (asset side, CMB funded)</td>
<td>6.40%</td>
<td>4.43%</td>
<td>3.86%</td>
</tr>
<tr>
<td>Loan volume at MBank 30 June 2004</td>
<td>HUF499.3 bn</td>
<td>HUF147.1 bn</td>
<td>HUF13.1 bn</td>
</tr>
</tbody>
</table>

*GBBY = Government Bond Benchmark Yield based on CMB maturity  
** for new lending varies monthly
Consolidated retail business

Consolidated retail loans

Group retail deposits

HUF bn

Consolidated Retail loans
Retail loans group market share
Retail housing group market share
Retail consumer group market share

OTP Bank First Half 2004 results
Distribution technology

**Bank cards**

- Cirrus maestro
- EC/MC
- Visa
- FX
- Other corp.
- Other HUF

**ATMs**

- ATM
- Market share (est.)

**POS terminals**

- POS
- Market share (est.)

**HáziB@NK users**

OTP Bank First Half 2004 results
Corporate business

**Commercial loans**

- HUF bn:
  - June 03: 580
  - September 03: 591
  - December 03: 645
  - March 04: 628
  - June 04: 667

**Corporate deposits**

- HUF bn:
  - June 03: 341
  - September 03: 358
  - December 03: 402
  - March 04: 389
  - June 04: 325

**Yields, spread**

- HUF bn:
  - Q2 03: 620
  - Q3 03: 633
  - Q4 03: 686
  - Q1 04: 667
  - Q2 04: 727

**Loan quality**

- HUF bn:
  - 31st June 03: 30
  - 30th September 03: 17
  - 31st December 03: 17
  - 31st March 04: 19
  - 30th June 04: 23

OTP Bank First Half 2004 results
Consolidated corporate business

Consolidated corporate loans

<table>
<thead>
<tr>
<th>Period</th>
<th>Corporate Loans (HUF bn)</th>
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</thead>
<tbody>
<tr>
<td>30-Jun-03</td>
<td>689</td>
</tr>
<tr>
<td>30-Sep-03</td>
<td>708</td>
</tr>
<tr>
<td>31-Dec-03</td>
<td>791</td>
</tr>
<tr>
<td>31-Mar-04</td>
<td>782</td>
</tr>
<tr>
<td>30-Jun-04</td>
<td>817</td>
</tr>
</tbody>
</table>

Group corporate deposits

- OTP Bank
- OTP Building Society
- Merkantil Bank
- OTP Mortgage Bank
- OBS
- DSK Bank

Municipality business

Municipal loans

- Loans market share
  - 30-Jun-03: 55.6%
  - 30-Sep-03: 55.4%
  - 31-Dec-03: 54.3%
  - 31-Mar-04: 54.4%
  - 30-Jun-04: 55.5%

- Municipal deposits
  - 30-Jun-03: 100
  - 30-Sep-03: 158
  - 31-Dec-03: 157
  - 31-Mar-04: 156
  - 30-Jun-04: 111

Yields, spread

- Asset yield
  - 2Q 03: 6.7%
  - 3Q 03: 9.4%
  - 4Q 03: 10.7%
  - 1Q 04: 13.2%
  - 2Q 04: 11.1%

- Liability yield
  - 2Q 03: 2.9%
  - 3Q 03: 4.3%
  - 4Q 03: 5.1%
  - 1Q 04: 5.3%
  - 2Q 04: 0.3%

- Spread
  - 2Q 03: 3.8%
  - 3Q 03: 4.7%
  - 4Q 03: 5.3%
  - 1Q 04: 0.0%
  - 2Q 04: 0.1%

Loan quality

- Total rec.
  - Jun-03: 89
  - Sep-03: 92
  - Dec-03: 101
  - Mar-04: 111

- Qualified
  - Jun-03: 0.2
  - Sep-03: 0.1
  - Dec-03: 0.1
  - Mar-04: 0.1

- Provision
  - Jun-03: 0.1

- Coverage
  - Jun-03: 31.2%
Municipality business

Consolidated municipal loans

- 30-Jun-03: 68
- 30-Sep-03: 69
- 31-Dec-03: 80
- 31-Mar-04: 80
- 30-Jun-04: 91

HUF bn

- 30-Jun-03: 55.8%
- 30-Sep-03: 55.5%
- 31-Dec-03: 55.9%
- 31-Mar-04: 55.8%
- 30-Jun-04: 56.9%

Group municipal deposits

HUF bn

- 30-Jun-04: 111

- OTP Bank
- Merkantil Bank
- OTP Mortgage Bank
- OBS
- DSK Bank

OTP Bank First Half 2004 results
Equity, CAR

OTP Bank First Half 2004 results
Efficiency, productivity

OTP Bank First Half 2004 results
Performance indicators

Non-interest vs. total income

Cost income ratio

Provisioning vs. operating income

Provisioning vs. customer receivables

OTP Bank First Half 2004 results
ROA, ROE

ROAE annualized

ROAA annualized

OTP Bank First Half 2004 results
# Consolidated subsidiaries

<table>
<thead>
<tr>
<th>Company</th>
<th>2Q 2003</th>
<th>2Q 2004</th>
<th>Change</th>
<th>1H 2003</th>
<th>1H 2004</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Merkantil Bank Ltd.</td>
<td>564</td>
<td>1,082</td>
<td>91.8%</td>
<td>1,111</td>
<td>1,688</td>
<td>51.9%</td>
</tr>
<tr>
<td>Merkantil-Car Ltd.</td>
<td>201</td>
<td>175</td>
<td>-12.9%</td>
<td>505</td>
<td>972</td>
<td>92.5%</td>
</tr>
<tr>
<td>Merkantil Bérlet Ltd.</td>
<td>(3)</td>
<td>185</td>
<td>-6266.7%</td>
<td>71</td>
<td>255</td>
<td>259.2%</td>
</tr>
<tr>
<td>NIMO 2002 Ltd.</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Merkantil Group</td>
<td>762</td>
<td>1,442</td>
<td>89.2%</td>
<td>1,687</td>
<td>2,916</td>
<td>72.9%</td>
</tr>
<tr>
<td>OTP Building Society Ltd.</td>
<td>(3)</td>
<td>243</td>
<td>-8200.0%</td>
<td>334</td>
<td>344</td>
<td>3.0%</td>
</tr>
<tr>
<td>OTP Mortgage Bank Ltd.</td>
<td>2,044</td>
<td>3,526</td>
<td>72.5%</td>
<td>3,511</td>
<td>5,377</td>
<td>53.1%</td>
</tr>
<tr>
<td>OTP Banka Slovensko a. s.[1]</td>
<td>69</td>
<td>255</td>
<td>269.6%</td>
<td>102</td>
<td>347</td>
<td>240.2%</td>
</tr>
<tr>
<td>DSK Bank EAD</td>
<td>-</td>
<td>2,988</td>
<td>-</td>
<td>-</td>
<td>5,726</td>
<td>-</td>
</tr>
<tr>
<td>DSK subsidiaries</td>
<td>-</td>
<td>(39)</td>
<td>-</td>
<td>-</td>
<td>(66)</td>
<td>-</td>
</tr>
<tr>
<td>DSK Group[2]</td>
<td>-</td>
<td>2,949</td>
<td>-</td>
<td>-</td>
<td>5,660</td>
<td>-</td>
</tr>
<tr>
<td>OTP-Garancia Insurance Ltd.</td>
<td>529</td>
<td>830</td>
<td>56.9%</td>
<td>1,032</td>
<td>1,590</td>
<td>54.1%</td>
</tr>
<tr>
<td>OTP Fund Management Ltd.</td>
<td>1,107</td>
<td>1,011</td>
<td>-8.7%</td>
<td>2,068</td>
<td>1,650</td>
<td>-20.2%</td>
</tr>
<tr>
<td>HIF Ltd.</td>
<td>95</td>
<td>31</td>
<td>-67.4%</td>
<td>148</td>
<td>79</td>
<td>-46.6%</td>
</tr>
<tr>
<td>OTP Real Estate Ltd.</td>
<td>362</td>
<td>192</td>
<td>-47.0%</td>
<td>649</td>
<td>483</td>
<td>-25.6%</td>
</tr>
<tr>
<td>OTP Factoring Real Estate Ltd.</td>
<td>22</td>
<td>25</td>
<td>13.6%</td>
<td>24</td>
<td>4</td>
<td>-83.3%</td>
</tr>
<tr>
<td>OTP Factoring Ltd.</td>
<td>243</td>
<td>178</td>
<td>-26.7%</td>
<td>382</td>
<td>367</td>
<td>-3.9%</td>
</tr>
<tr>
<td>OTP Factoring Group</td>
<td>265</td>
<td>203</td>
<td>-23.4%</td>
<td>406</td>
<td>371</td>
<td>-8.6%</td>
</tr>
<tr>
<td>Bank Center No. 1. Ltd.</td>
<td>15</td>
<td>43</td>
<td>186.7%</td>
<td>42</td>
<td>82</td>
<td>95.2%</td>
</tr>
<tr>
<td>OTP Fund Servicing and Consulting Ltd.</td>
<td>18</td>
<td>60</td>
<td>233.3%</td>
<td>20</td>
<td>81</td>
<td>305.0%</td>
</tr>
<tr>
<td>OTP Mérleg Ltd.</td>
<td>53</td>
<td>36</td>
<td>-32.1%</td>
<td>53</td>
<td>36</td>
<td>-32.1%</td>
</tr>
<tr>
<td>Inga Ltd.’s</td>
<td>49</td>
<td>73</td>
<td>49.0%</td>
<td>49</td>
<td>73</td>
<td>49.0%</td>
</tr>
<tr>
<td>Concordia Info Ltd.</td>
<td>173</td>
<td>46</td>
<td>-73.4%</td>
<td>173</td>
<td>46</td>
<td>-73.4%</td>
</tr>
<tr>
<td>Other subsidiaries</td>
<td>190</td>
<td>74</td>
<td>-61.1%</td>
<td>275</td>
<td>155</td>
<td>-43.6%</td>
</tr>
<tr>
<td><strong>Subsidiaries total</strong></td>
<td>5,453</td>
<td>10,859</td>
<td>99.1%</td>
<td>10,274</td>
<td>19,135</td>
<td>86.2%</td>
</tr>
<tr>
<td><strong>Consolidated pre-tax profits</strong></td>
<td>25,351</td>
<td>39,042</td>
<td>54.0%</td>
<td>50,774</td>
<td>76,887</td>
<td>51.4%</td>
</tr>
<tr>
<td><strong>Subsidiaries’ proportion</strong></td>
<td>21.5%</td>
<td>27.8%</td>
<td>6.3%</td>
<td>20.2%</td>
<td>24.9%</td>
<td>4.7%</td>
</tr>
</tbody>
</table>

[1] Pre-tax profit of OBS according to Slovakian GAAP for first half 2004 reached HUF 591 million and HUF 141 in 1H 2003.
[2] Pre-tax profits of DSK Group, consisting of DSK Bank, POK DSK-Rodina, DSK Trans Security EOOD and DSK Tours EOOD were for 1H 2004 according to Bulgarian GAAP HUF 5,815 million.
## 2008 vision for DSK is of leadership

<table>
<thead>
<tr>
<th>Vision</th>
</tr>
</thead>
<tbody>
<tr>
<td>- The performance leader in Bulgarian banking</td>
</tr>
<tr>
<td>- Bulgaria's largest bank</td>
</tr>
<tr>
<td>- The undisputed #1 in retail banking</td>
</tr>
<tr>
<td>- Among top 3 banks in corporate banking</td>
</tr>
<tr>
<td>- Innovation engine in Bulgarian banking</td>
</tr>
<tr>
<td>- The bank most respected by customers</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Definition of success</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Pre-tax profit &gt; EUR 100 mn</td>
</tr>
<tr>
<td>- ROE after tax &gt; 25%</td>
</tr>
<tr>
<td>- Cost to income ratio ~50%</td>
</tr>
<tr>
<td>- Market share by assets &gt; 18%</td>
</tr>
<tr>
<td>- Number of cards and current accounts ~1.7 million</td>
</tr>
<tr>
<td>- Retail loans market share ~ 42%</td>
</tr>
<tr>
<td>- Retail deposits market share ~ 30%</td>
</tr>
<tr>
<td>- Corporate loans market share 8-10%</td>
</tr>
<tr>
<td>- Introduction of new products and upgrades to existing products at least once a month</td>
</tr>
<tr>
<td>- Customer satisfaction index &gt; 80%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Key strategic direction</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Retain the leading role in household savings market</td>
</tr>
<tr>
<td>2. Remain the top lender to households in Bulgaria</td>
</tr>
<tr>
<td>3. Expand market position in households transaction banking</td>
</tr>
<tr>
<td>4. Achieve market position in SME banking that is in line with the infrastructural market share</td>
</tr>
<tr>
<td>5. Establish a significant position large and midsize corporate banking</td>
</tr>
<tr>
<td>6. Introduce promptly new financial services for households and corporates</td>
</tr>
</tbody>
</table>
DSK in 2004: aggressive growth

BGN millions

**Total assets**

<table>
<thead>
<tr>
<th>Year</th>
<th>2002</th>
<th>2003</th>
<th>2004f</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2,019</td>
<td>2,389</td>
<td>3,116</td>
</tr>
</tbody>
</table>

+30%

**Net revenues * **

<table>
<thead>
<tr>
<th>Year</th>
<th>2002</th>
<th>2003</th>
<th>2004f</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>145.7</td>
<td>167.3</td>
<td>247.3</td>
</tr>
</tbody>
</table>

+48%

**Operating costs**

<table>
<thead>
<tr>
<th>Year</th>
<th>2002</th>
<th>2003</th>
<th>2004f</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>91.8</td>
<td>104.4</td>
<td>113.5</td>
</tr>
</tbody>
</table>

+9%

**Operating profit (no restructuring and tax)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2002</th>
<th>2003</th>
<th>2004f</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>52.9</td>
<td>63.9</td>
<td>116.1</td>
</tr>
</tbody>
</table>

+82%

* Includes currency revaluation adjustments but does not include provisions
# DSK Bank 2004 financial targets

## Financial indicators (BGN millions)

<table>
<thead>
<tr>
<th></th>
<th>2003</th>
<th>1Q04</th>
<th>1H04</th>
<th>2004P</th>
<th>2004 F</th>
<th>2004F/2003 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>141.0</td>
<td>41.4</td>
<td>89.6</td>
<td>177.6</td>
<td>186.4</td>
<td>+32</td>
</tr>
<tr>
<td>Net non-interest income*</td>
<td>26.3</td>
<td>10.8</td>
<td>21.8</td>
<td>47.5</td>
<td>60.9</td>
<td>+132</td>
</tr>
<tr>
<td>Total revenues</td>
<td>167.3</td>
<td>52.2</td>
<td>111.4</td>
<td>225.1</td>
<td>247.3</td>
<td>+48</td>
</tr>
<tr>
<td>Operating cost</td>
<td>104.4</td>
<td>27.9</td>
<td>59.9</td>
<td>110.6</td>
<td>113.5</td>
<td>+9</td>
</tr>
<tr>
<td>Gross operating income</td>
<td>62.8</td>
<td>24.3</td>
<td>51.5</td>
<td>114.5</td>
<td>133.8</td>
<td>+113</td>
</tr>
<tr>
<td>Net provisions/write downs</td>
<td>-1.1</td>
<td>0.6</td>
<td>-6.1</td>
<td>7.0</td>
<td>17.7</td>
<td>n.m.</td>
</tr>
<tr>
<td>Operating profit before restr. costs, taxes</td>
<td>63.9</td>
<td>23.7</td>
<td>57.6</td>
<td>107.5</td>
<td>116.1</td>
<td>+82</td>
</tr>
<tr>
<td>Restructuring cost, investment, taxes</td>
<td>-1.1</td>
<td>12.3</td>
<td>30.5</td>
<td>23.6</td>
<td>n.m.</td>
<td></td>
</tr>
<tr>
<td>Pre-tax profits</td>
<td>63.9</td>
<td>24.8</td>
<td>45.3</td>
<td>77</td>
<td>92.5</td>
<td>+45</td>
</tr>
</tbody>
</table>

## Selected ratios

<table>
<thead>
<tr>
<th>Ratio</th>
<th>2003</th>
<th>1Q04</th>
<th>1H04</th>
<th>2004P</th>
<th>2004 F</th>
<th>2004F/2003 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income/Average earning assets</td>
<td>6.4%</td>
<td>6.7%</td>
<td>7.1%</td>
<td>6.8%</td>
<td>6.8%</td>
<td>+0.4***</td>
</tr>
<tr>
<td>Net non-interest income/Total revenues</td>
<td>15.7%</td>
<td>20.7%</td>
<td>19.6%</td>
<td>21.1%</td>
<td>24.6%</td>
<td>+8.9***</td>
</tr>
<tr>
<td>Cost income (operating costs/total revenues)</td>
<td>62.5%</td>
<td>53.5%</td>
<td>53.8%</td>
<td>49.1%</td>
<td>45.9%</td>
<td>-16.6***</td>
</tr>
<tr>
<td>ROAA</td>
<td>2.16%</td>
<td>3.23%</td>
<td>2.79%</td>
<td>2.40%</td>
<td>2.66%</td>
<td>+0.5 ***</td>
</tr>
<tr>
<td>ROAE</td>
<td>17.2%</td>
<td>25.2%</td>
<td>21.6%</td>
<td>18.5%</td>
<td>21.0%</td>
<td>+3.8 ***</td>
</tr>
</tbody>
</table>

* Includes net commissions, trading income and currency revaluation adjustments. Fees based on BAS, not IFRS

** Excluding restructuring cost, restructuring-related reserves and taxes

*** Represents percentage-points change

25% of the increase due to pricing changes; 75% are due to volume increase

Repricing, new fee carrying products, penetration

Cost control, personnel cuts, efficiency gains through integrated IT

Higher prudence level
Consolidated market shares (1)
(at June 30, 2004)

OTP Bank First Half 2004 results
Direction and size of change from March 31, 2004
Consolidated market shares (2)
(at June 30, 2004)

Municipal deposits
- OTP Group, 65.9%
- Bank system, 34.1%
- Change: -7.2%

Car loans
- OTP Group, 20.0%
- Bank system, 80.0%
- Change: n.c.

Insurance
- OTP Group, 9.5%
- Bank system, 90.5%
- Change: +1.7%

Investment funds
- OTP Group, 41.8%
- Bank system, 58.2%
- Change: -0.4%

Private pension funds*
- OTP Group, 26.0%
- Bank system, 74.0%
- Change: +0.8%

Life insurance
- OTP Group, 12.4%
- Bank system, 87.6%
- Change: +3.2%

Building society deposits
- OTP Group, 45.2%
- Bank system, 54.8%
- Change: +0.6%

Voluntary pension funds*
- OTP Group, 11.8%
- Bank system, 88.3%
- Change: +0.3%

Non-life insurance
- OTP Group, 7.6%
- Bank system, 92.4%
- Change: +0.5%

OTP Bank First Half 2004 results
Direction and size of change from March 31, 2004
* on March 31, 2004
Market shares of subsidiaries
(at June 30, 2004)

** OTP Bank First Half 2004 results**
Direction and size of change from March 31, 2004

** on May 31, 2004
## 2004 targets and growth rates

<table>
<thead>
<tr>
<th>Balance sheet related growth rates</th>
<th>Bank</th>
<th>Consolidated</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>HUF bn</td>
<td>Growth rate</td>
</tr>
<tr>
<td>Total assets</td>
<td>2,926.9</td>
<td>6.1%</td>
</tr>
<tr>
<td>Total loans</td>
<td>1,183.7</td>
<td>8.8%</td>
</tr>
<tr>
<td>Corporate loans</td>
<td>739.7</td>
<td>7.0%</td>
</tr>
<tr>
<td>Retail loans</td>
<td>359.6</td>
<td>13.0%</td>
</tr>
<tr>
<td>Mortgage loans</td>
<td>157.8</td>
<td>-14.0%</td>
</tr>
<tr>
<td>Consumer loans</td>
<td>201.8</td>
<td>49.9%</td>
</tr>
<tr>
<td>Municipality loans</td>
<td>84.4</td>
<td>6.9%</td>
</tr>
<tr>
<td>Total deposits</td>
<td>2,292.9</td>
<td>2.6%</td>
</tr>
</tbody>
</table>

### P&L related growth rates

<table>
<thead>
<tr>
<th></th>
<th>Bank</th>
<th>Consolidated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>145.1</td>
<td>22.8%</td>
</tr>
<tr>
<td>Non interest income</td>
<td>110.1</td>
<td>28.6%</td>
</tr>
<tr>
<td>Insurance fee income</td>
<td>57.2</td>
<td>4.9%</td>
</tr>
<tr>
<td>Total income</td>
<td>255.2</td>
<td>25.2%</td>
</tr>
<tr>
<td>Cost base with goodwill</td>
<td>128.4</td>
<td>15.1%</td>
</tr>
<tr>
<td>Cost base without goodwill</td>
<td>119.8</td>
<td>8.7%</td>
</tr>
<tr>
<td>Cost base without goodwill and DSK</td>
<td>203.6</td>
<td>8.6%</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>49.8</td>
<td>13.7%</td>
</tr>
<tr>
<td>Insurance expenses</td>
<td>41.2</td>
<td>-3.8%</td>
</tr>
<tr>
<td>Other expenses</td>
<td>70.0</td>
<td>5.4%</td>
</tr>
<tr>
<td>Provisions</td>
<td>15.6</td>
<td>18.0%</td>
</tr>
<tr>
<td>Profits before taxes (incl dividend received)</td>
<td>119.7</td>
<td>38.0%</td>
</tr>
<tr>
<td>Profits after taxes (incl dividend received)</td>
<td>102.1</td>
<td>42.7%</td>
</tr>
</tbody>
</table>

### Profit related performance indicators

<table>
<thead>
<tr>
<th></th>
<th>Bank</th>
<th>Consolidated</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROE</td>
<td>34.9%</td>
<td>+431 bp</td>
</tr>
<tr>
<td>ROA</td>
<td>3.59%</td>
<td>+81 bp</td>
</tr>
<tr>
<td>Cost/income ratio</td>
<td>47.0%</td>
<td>-714 bp</td>
</tr>
<tr>
<td>Net interest margin</td>
<td>5.1%</td>
<td>+51 bp</td>
</tr>
</tbody>
</table>