## UBS 2nd Annual LATAM – EMEA Investor Conference OTP BANK - 3Q 2005 RESULTS

## Presented by: Dr. Zoltán Spéder, CFO

November, 2005



## Key facts on OTP Bank

- Macroeconomic environment and financial intermediary
- Financial performance (consolidated, IFRS)
- OTP Bank in the Region



## OTP Bank...



### ... is the largest financial services provider in Hungary

Its market share\* is 24.3% by total banking assets, 26.9% by total deposits and 21.4% by total loans. OTP Group generated 51.8% of total banking profits in Hungary in 2Q 2005.

## ... has a strong capital base, high profitability and solid investment returns (IFRS consolidated ROA: 3.45%; ROE: 32.7% in 9M 2005)

### ... acquired subsidiaries in Slovakia, Bulgaria, Romania and Croatia

OTP Banka Slovensko (acquired in 2002) has ~3% market share; DSK (2003) is the largest Bulgarian bank with a market share of 14%; OTP Bank Romania (RoBank) is group member since October 2004 and OTP banka Hrvatska (Nova banka) was acquired in March 2005.

### ... has the highest banking and FS rating amongst all Hungarian banks MOODY'S: Long term deposits: A1; Short term deposits: P–1; Financial strength: B-; STANDARD & POOR'S: Long term rate: BBBpi

## ... is listed on Budapest Stock Exchange since 1995

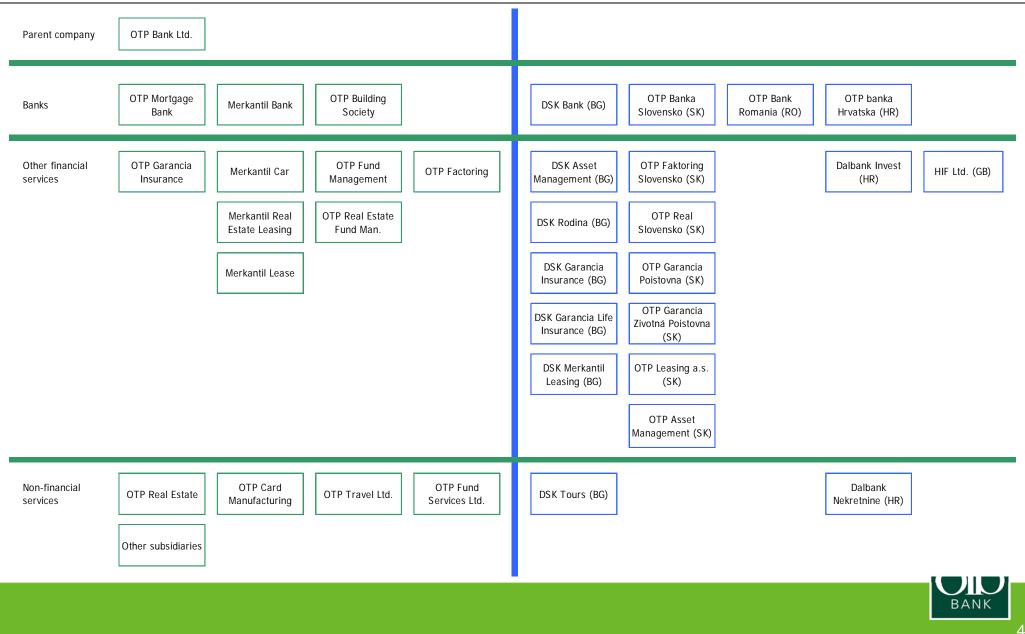
OTP share price reached ~70 times value since IPO (HUF 8,165 on September 30,2005).

... realized its highest IFRS consolidated profit in 3Q 2005

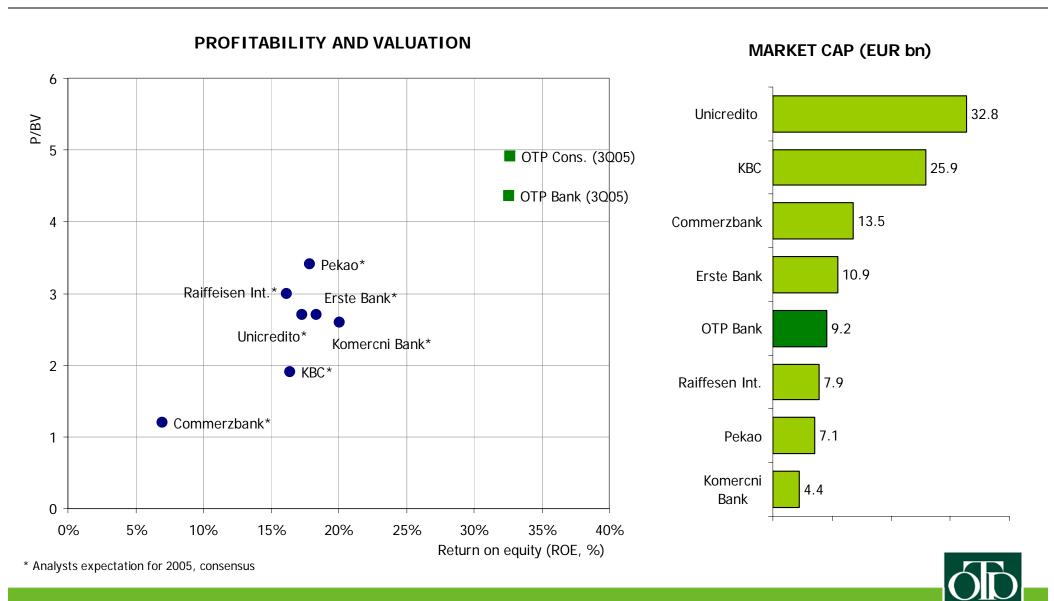
The consolidated after tax profit of the Bank was HUF 41.0 billion in the quarter and stood at HUF 117.4 billion in 9M 2005.



## OTP Bank has or started to build the same group-structure in every country



## **OTP** Bank has outstanding profitability amongst peer banks

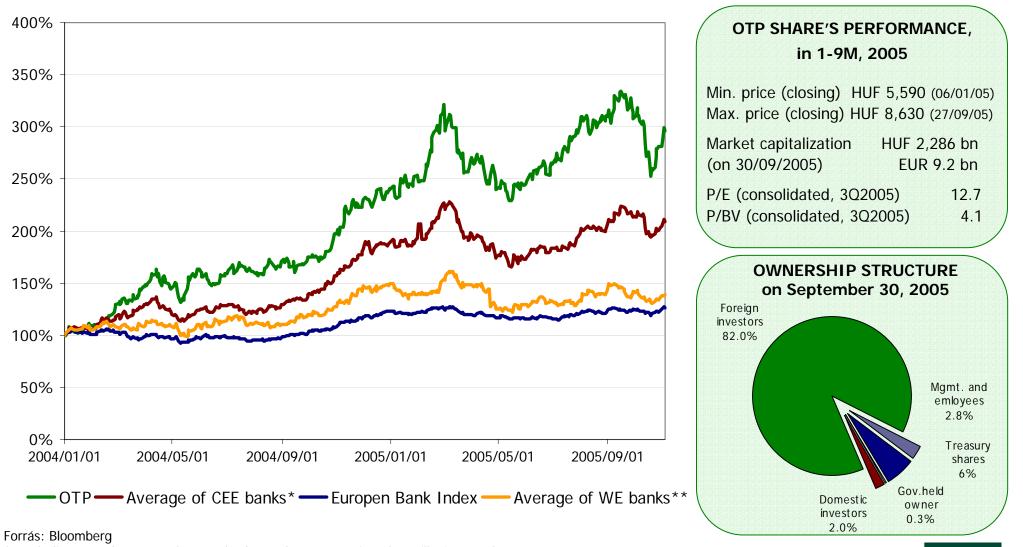


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## The share price growth reflects investors' confidence



\* Including PEKAO, BRE Bank, Zagrebacka Banka, Komercni Banka, Millenium Bank

\*\* Average of Erste, Raiffeisen, Unicredito, HVB

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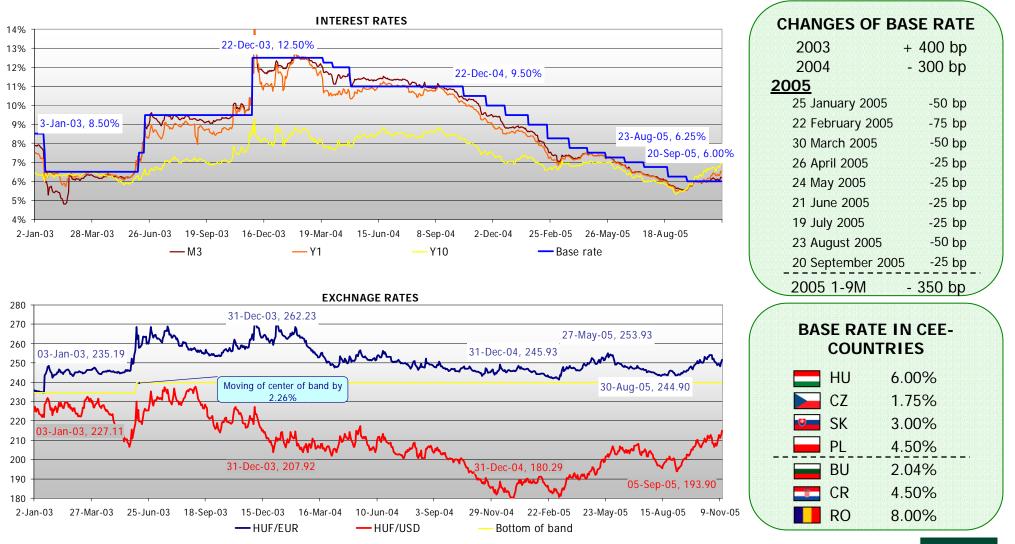
## Main macroeconomic indicators in Hungary

	2003	2004	1H 2005	2005F*	2006F*
Real GDP growth	2.9%	4.2%	3.5%	3.9%	4.2%
Household consumption	7.2%	2.5%	2.3%	2.9%	3.7%
Investment growth	2.5%	7.9%	6.5%	8.0%	8.0%
Budged deficit (cash flow based, HUF bn)	-1,361	-1,322	-988	-1,080	-1,784
as a % of GDP	-7.4%	-6.5%	-4.6%	-5.0%	-7.7%
Budged deficit (ESA95)	-1,195	-1,098		-1,652	-1,870
as a % of GDP	-6.5%	-5.4%	-4.4%	-7.6%	-7.9%
Current Account Balance (EUR bn)	-6.36	-7.12		-7.52	-8.14
as a % of GDP	-8.7%	-8.9%	-7.5%	-8.6%	-8.7%
Nominal wage increase	12.0%	6.1%	7.5%	7.5%	6.0%
Unemployment	6.1%	6.1%	7.1%	7.2%	7.1%
Inflation (YoY, end of period)	5.7%	5.5%	3.8%	3.7%	1.7%
Inflation (YoY, average)	4.7%	6.8%	3.7%	3.6%	1.8%
NBH base rate (end of period)	12.50%	9.50%	7.00%	5.75%	5.50%
EUR/HUF (average)	253.50	251.40	247.44	247.83	251.50
EUR/HUF (end of period)	262.20	245.20	246.91	251.00	254.00

\* OTP Bank's own estimation

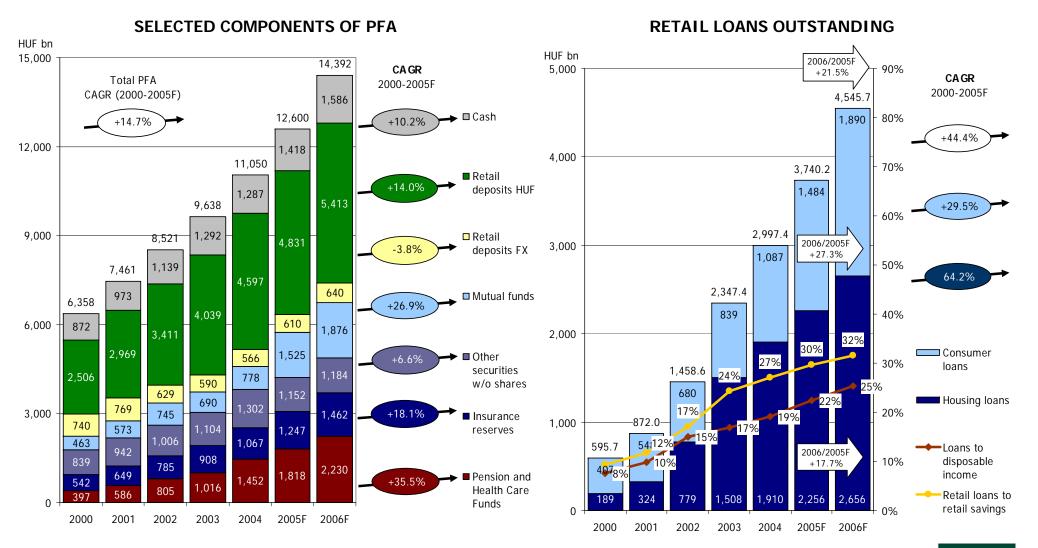


## In 3Q 2005 NBH cut the base rate by further 100 bps



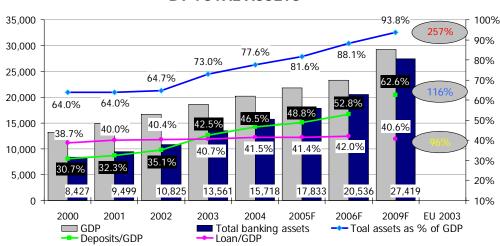


## Slowly changing investment patterns...



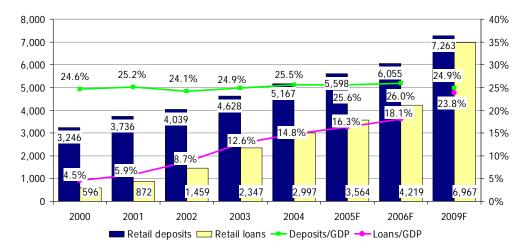


## ...but there is still room for further growth of banking penetration



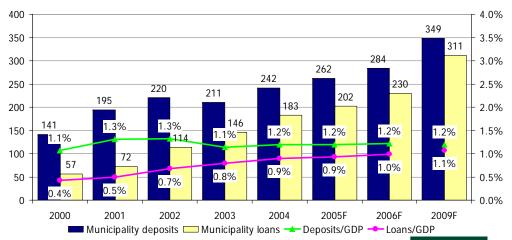
CORPORATE SECTOR

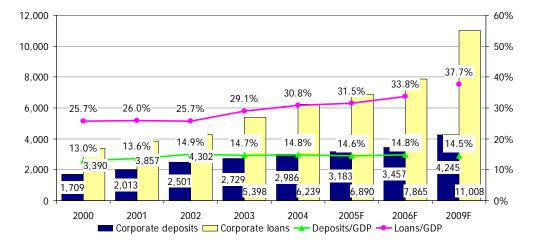
#### BY TOTAL ASSETS



### **RETAIL SECTOR**

### MUNICIPALITY SECTOR







## Main macroeconomic indicators of countries of foreign subsidiaries

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		Bulga	aria	Slova	akia	Croa	ntia	Roma	ania
		2004	2005F	2004	2005F	2004	2005F	2004	2005F
	Real GDP growth	5.6%	5.4%	5.3%	4.9%	3.8%	3.1%	8.3%	6.0%
1	Household consumption	4.8%	6.0%	3.5%	5.3%	3.9%	4.5%	10.8%	6.8%
-	Investment growth	12.0%	12.0%	16.4%	9.1%	4.4%	5.4%	10.1%	9.0%
T	Budged balance as a % of GDP (ESA95)	1.7%	1.0%	-5.3%	-4.3%	-4.7%	-4.5%	-1.1%	-1.3%
1	Current Account Balance as a % of GDP	-7.4%	-7.8%	-3.5%	-6.5%	-4.6%	-4.3%	-6.7%	-8.3%
	Nominal wage increase	6.1%	6.3%	10.0%	9.1%	5.9%	6.0%	23.3%	17.7%
	Unemployment	12.0%	10.7%	17.7%	17.1%	18.2%	18.5%	6.5%	5.8%
	Inflation (YoY, average)	6.1%	4.0%	7.5%	3.0%	2.1%	2.8%	11.9%	9.0%
	Key interest rate (end of period)	4.5%	4.5%	4.0%	3.3%	4.5%	4.5%	18.0%	7.5%
	Total banking assets (LOC bn)	25.8	31.0	1,193.3	1,460.2	225.5	256.6	91.4	116.1
	Banking assets to GDP	67.9%	74.7%	89.9%	101.4%	108.9%	116.8%	38.3%	42.1%
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## OTP Bank realized its largest consolidated IFRS profit in 3Q 2005

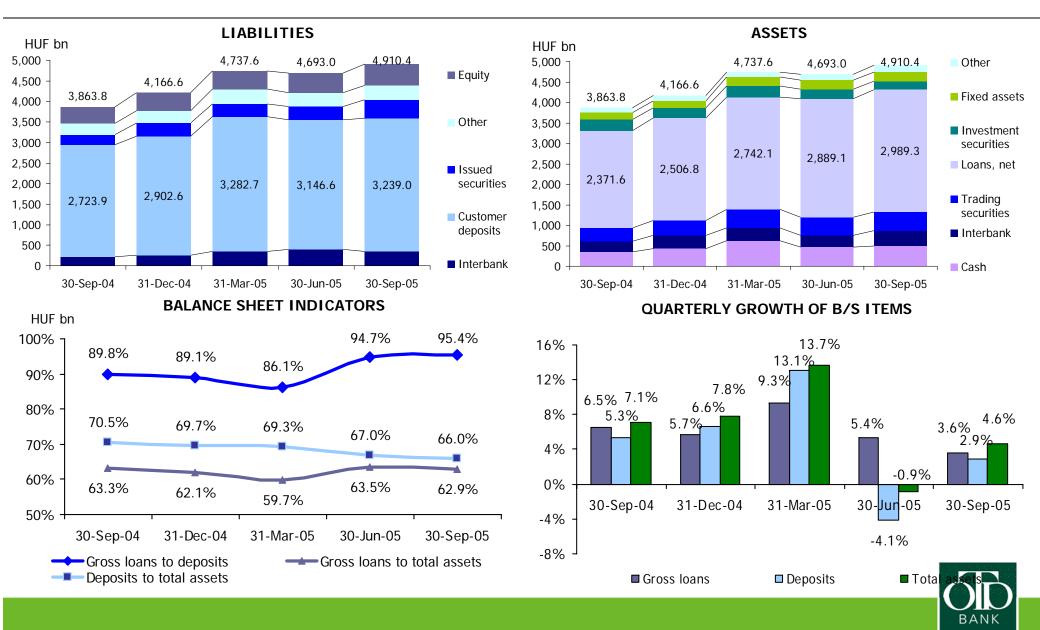
### **OTP Group consolidated, based on IFRS**

	9M 2004	9M 2005	Y-o-Y	3Q 2004	2Q 2005	3Q 2005	Y-o-Y	Q-o-Q
Total assets (HUF bn)	3,863.8	4,910.4	27.1%	3,863.8	4,693.0	4,910.4	27.1%	4.6%
Total loans and advances (HUF bn)	2,371.6	2,989.3	26.0%	2,371.6	2,889.1	2,989.3	26.0%	3.5%
Total deposits (HUF bn)	2,723.9	3,239.0	18.9%	2,723.9	3,146.6	3,239.0	18.9%	2.9%
Gross loan/deposit ratio	89.8%	95.4%	5.5%	89.8%	94.7%	<b>9</b> 5.4%	5.5%	0.6%
Shareholders' equity (HUF bn)	401.7	523.9	30.4%	401.7	476.3	523.9	30.4%	10.0%
Net interest income (HUF bn)	194.5	217.2	11.6%	69.1	76.9	74.8	8.3%	-2.7%
Net interest margin before provision	7.08%	6.38%	-0.70%	7.39%	6.52%	6.23%	-1.16%	-0.29%
Pre-tax profits (HUF bn)	123.9	141.5	14.2%	46.1	46.5	49.1	6.5%	5.5%
After tax profits (HUF bn)	104.6	117.4	12.2%	39.1	38.1	41.0	4.9%	7.6%
Cost to income ratio <sup>1</sup>	53.9%	55.1%	1.2%	52.0%	56.8%	56.7%	4.7%	-0.1%
Return on Assets	3.81%	3.45%	-0.36%	4.18%	3.23%	3.41%	-0.77%	0.18%
Return on Equity	39.1%	32.7%	-6.4%	40.9%	33.6%	32.8%	-8.1%	-0.8%
EPS base (HUF)	401	447	11.4%	150	145	156	4.0%	7.5%
EPS fully diluted (HUF)	399	444	11.1%	149	145	155	4.0%	7.2%

<sup>1</sup> calculation method: (non-interest expenses - fee expenses) / (net interest income before provisions + non-interest income - fee expenses)

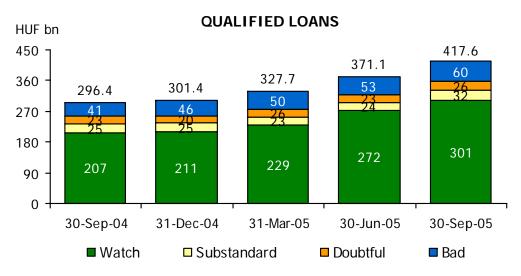


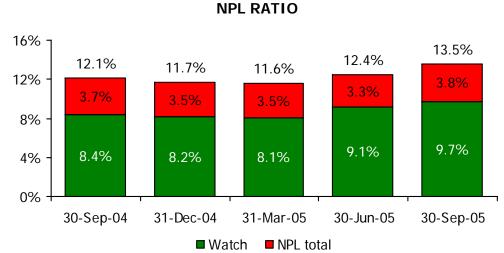
## Consolidated total assets grew by 4.6% in 3Q 2005



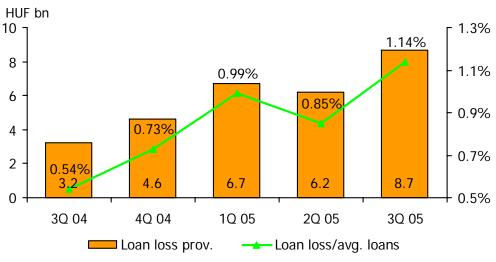
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## NPL ratio was 3.8% while portion of total qualified loans was 13.5% on September 30, 2005

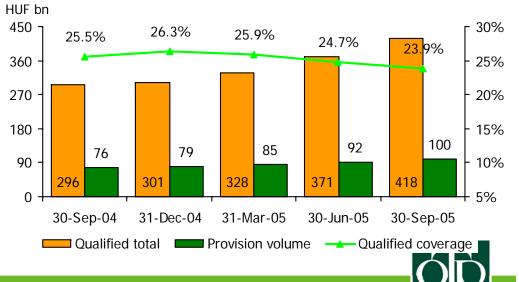




#### **PROVISIONING EXPENSES**



### **PROVISIONS, COVERAGE**

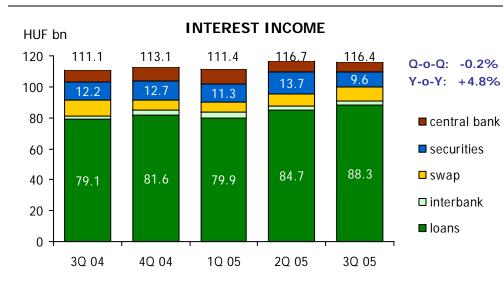


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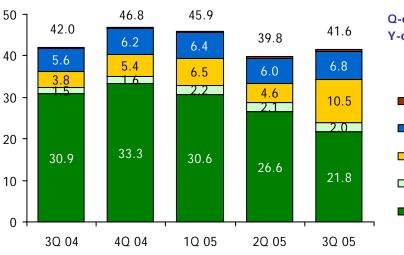
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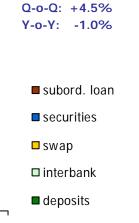
## Net interest margin fall by 29 bps in 3Q 2005

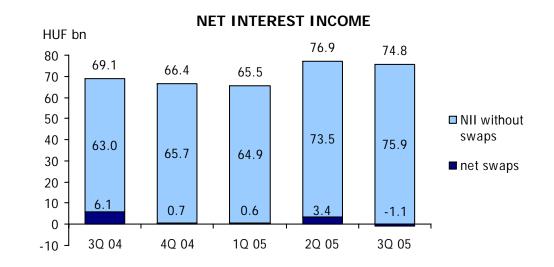


**INTEREST EXPENSES** 

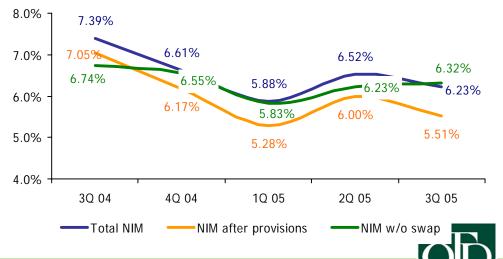


HUF bn

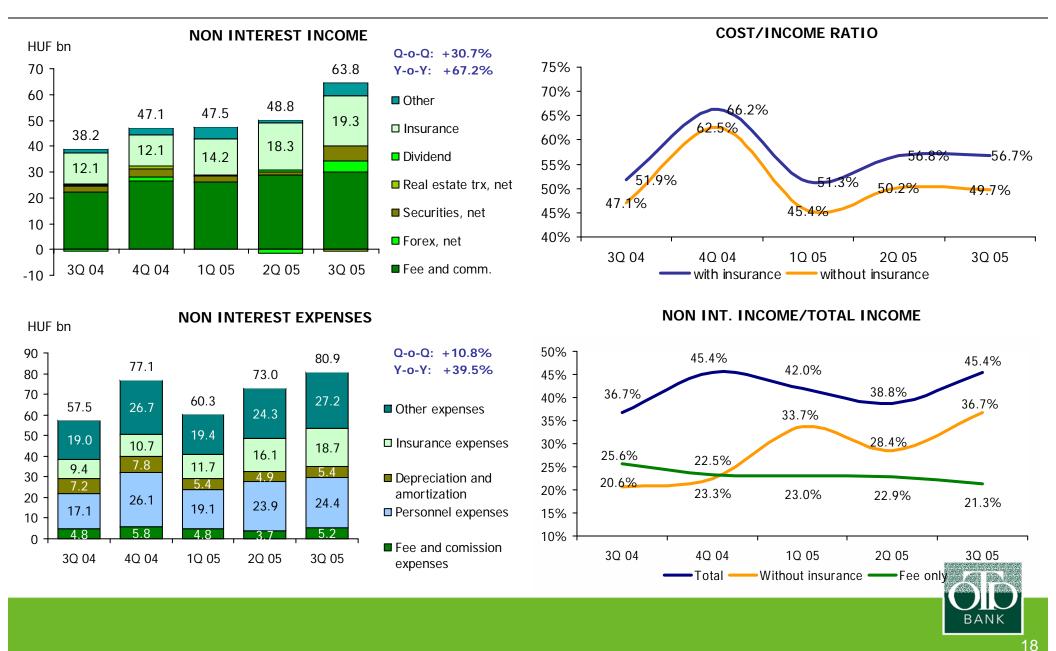




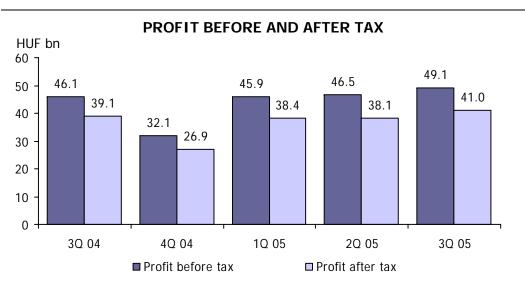
**NET INTEREST MARGIN** 

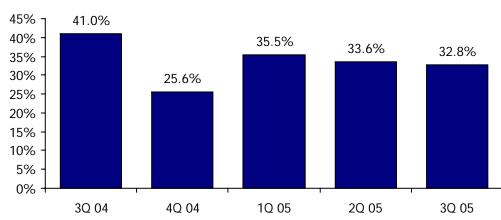


## Share of non-interest income in total income increased from 38% to 45%



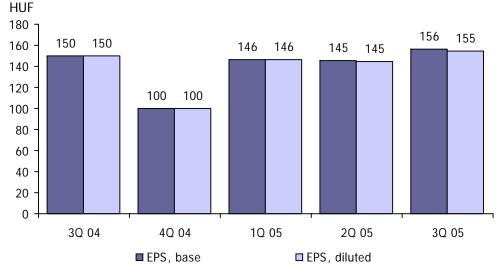
## **OTP Bank realized HUF 41 bn net profit in 3Q 2005**



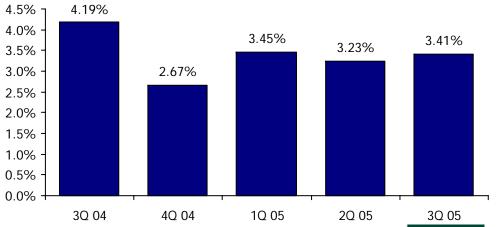


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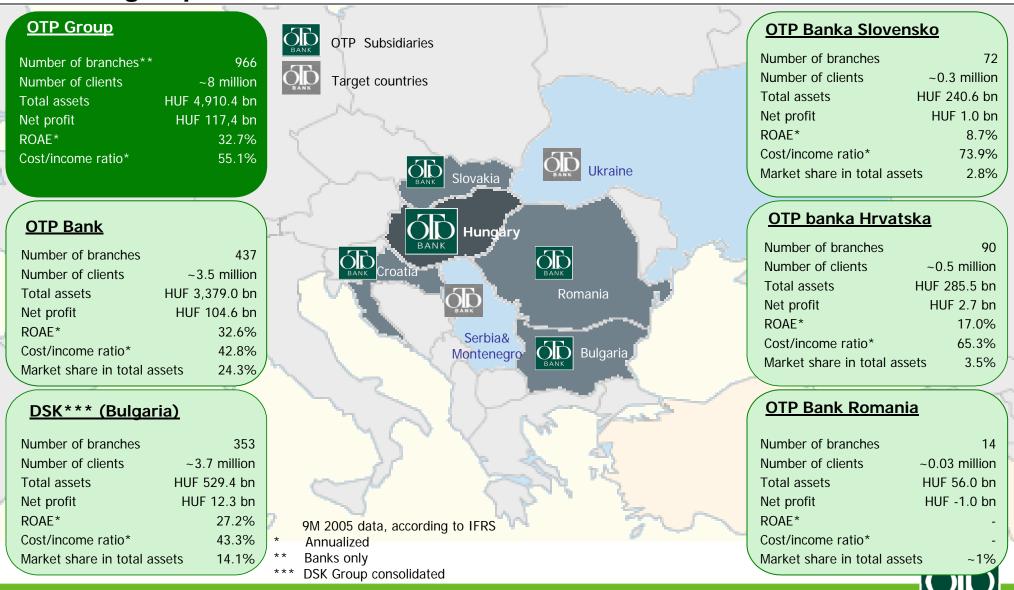
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OTP Bank in the Region



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## OTP Bank has made significant progress towards establishing a regional financial group



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## Main balance sheet items of OTP Group members

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	OTP Gr consolic	and the second	OTP Ba	ank	DSK B		OTP Ba Slover	anka	OTP banka		OTP Bank	
HUF bn	3Q 2005	Y-o-Y	3Q 2005	Y-o-Y	3Q 2005	Y-o-Y	3Q 2005	Y-o-Y	3Q 2005	Q-o-Q*	3Q 2005	Ү-о-Ү
Total Assets	4,910.4	27.1%	3,379.0	17.4%	529.4	25.1%	244.0	28.2%	285.5	5.8%	56.0	35.2%
Loans	3,089.0	26.2%	1,409.8	14.8%	342.2	41.3%	181.0	49.9%	138.7	3.1%	19.5	15.1%
Retail loans	1,884.5	27.8%	450.9	24.0%	269.4	43.8%	38.6	78.0%	83.5	5.2%	0.4	79.7%
Housing loans	1,163.2	19.1%	209.2	23.3%	67.2	76.8%	31.6	78.9%	37.8	6.6%	0.1	-24.8%
Consumer loans	721.2	44.6%	241.8	24.7%	202.3	35.5%	6.9	74.0%	45.7	4.0%	0.4	188.2%
Corporate loans	1,067.2	26.5%	825.7	12.0%	72.6	32.7%	140.0	42.4%	54.5	0.1%	19.1	14.1%
Municipal loans	137.3	6.8%	133.2	4.9%	0.2	27.1%	2.5	199.4%	0.7	4.5%	0.0	-
Provisions	-99.7	31.9%	-21.1	-1.1%	-9.3	90.3%	-2.6	-	-0.2	93.4%	-0.1	0.0%
Net loans	2,989.3	26.0%	1,388.7	15.1%	332.9	40.3%	178.5	49.1%	138.5	3.0%	19.4	14.7%
Deposits	3,240.8	18.8%	2,347.9	6.3%	409.8	34.9%	148.7	15.7%	229.7	6.3%	22.7	-12.4%
Retail deposits	2,402.5	16.7%	1,744.2	4.3%	323.6	24.2%	57.9	0.6%	190.9	6.5%	12.0	-7.6%
Corporate deposits	598.8	26.4%	413.9	11.3%	72.6	101.8%	61.2	25.2%	32.3	3.9%	10.7	-17.2%
Municipal deposits	239.5	22.5%	189.8	14.1%	13.6	89.8%	29.6	34.1%	6.5	13.8%	0.0	-
Shareholders equity	523.9	30.4%	465.2	29.4%	65.7	29.1%	16.2	8.7%	25.5	4.0%	15.1	102.8%
Loans/deposits ratio	95.4%	5.6%	60.0%	4.4%	83.5%	3.7%	121.8%	27.8%	60.2%	-1.8%	83.3%	19.8%
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\* Balance sheet items of OTP banka Hrvatska are consolidated since March 2005



## The foreign subsidiaries realized the 10.2% of the consolidated net profit

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		OTP Group consolidated		ank	DSK B		OTP Ba Slover	anka	OTP banka		OTP Bank	Romania
HUF million	3Q 2005	Y-o-Y	3Q 2005	Y-o-Y	3Q 2005	Y-o-Y	3Q 2005	Y-o-Y	3Q 2005	Q-o-Q*	3Q 2005	Q-o-Q**
Interest income	116,423	4.8%	70,487	-4.8%	11,017	38.8%	2,613	17.6%	3,751	3.2%	841	-11.0%
Interest expenses	41,593	-1.0%	27,092	-18.9%	2,452	62.2%	1,092	-7.0%	1,331	1.9%	432	-26.3%
Net Interest Income	74,830	8.3%	43,395	6.7%	8,566	33.2%	1,521	45.1%	2,419	4.0%	409	14.0%
Risk cost	8,685	172.7%	6,259	100.5%	767	-14.2%	1,043		139	-5.6%	60	-110.8%
Non-interest income	63,839	67.2%	45,566	55.0%	2,966	0.7%	2,458	201.0%	1,422	16.3%	452	-208.0%
Non-interest expenses	80,916	39.5%	41,728	43.5%	6,019	13.6%	2,474	46.7%	2,547	1.2%	992	-19.9%
Profit before tax	49,068	6.5%	40,974	8.2%	4,746	49.1%	461	49.1%	1,155	30.6%	-192	-74.1%
Profit after tax	40,987	4.9%	34,638	6.9%	3,850	35.8%	461	49.1%	923	30.7%	-194	-74.5%
Net Interest Margin	6.23%	-1.16%	5.27%	-0.52%	6.59%	-0.58%	2.51%	0.20%	3.48%	-0.06%	3.12%	0.17%
Cost/income ratio	56.7%	4.7%	44.7%	8.7%	51.5%	-4.5%	60.9%	-29.0%	62.7%	-5.4%	-	-
ROA	3.41%	-0.77%	4.21%	-0.41%	2.96%	-0.20%	0.76%	0.08%	1.33%	0.25%	-	-
ROE	32.8%	-1.1%	31.1%	0.1%	24.0%	1.3%	11.6%	3.3%	14.8%	2.9%	-	-

\* Results of OTP banka Hrvatska are consolidated since June 2005

\*\* Results of OTP Bank Romania are consolidated since December 2004



## OTP Bank and its subsidiaries market position at the end of September 2005

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	OTP Gr	oup*	OTP B	ank	DSK B	ank	OTP Ba Slover		OTP banka	Hrvatska	OTP Bank Romania	
-	3Q 2005	Q-o-Q	3Q 2005	Q-o-Q	3Q 2005	Q-o-Q	3Q 2005	Q-0-Q	3Q 2005	Q-o-Q	2Q 2005	Q-o-Q
Deposits	26.9%	-0.3%	25.6%	-0.4%	15.7%	0.3%	3.2%	-	4.2%	0.1%	0.6%	-0.2%
Retail deposits	34.8%	-0.6%	32.8%	-0.6%	24.1%	-0.6%	2.4%	-0.1%	5.6%	-0.1%	0.3%	-0.1%
LOC	34.7%	-0.6%	32.4%	-0.7%	40.0%	-1.4%	2.5%	-0.1%	4.1%	-	0.7%	-0.3%
FX	35.6%	-0.4%	35.6%	-0.4%	11.4%	-0.1%	2.0%	-	6.1%	-0.1%	0.6%	0.1%
Corporate deposits	10.9%	-0.6%	10.7%	-0.6%	8.4%	1.4%	7.8%	-0.6%		0.0%	0.5%	-0.1%
Municipal deposits	71.4%	9.8%	71.4%	9.8%	11.5%	-2.0%	3.0%	0.1%	4.0%	0.2%	-	-
Loans	21.4%	-0.5%	12.6%	-0.5%	16.0%	-0.2%	5.7%	-	3.1%	_	0.5%	-0.1%
Retail loans	38.6%	-0.7%	13.2%	-0.1%	38.6%	-2.9%	<b>3.9</b> %	0.1%	3.8%	0.0%	0.1%	0.1%
Housing loans	47.4%	-1.0%	9.7%	-	32.0%	-3.2%	4.4%	-1.1%	4.5%	-0.2%	-	-
Consumer loans	24.7%	0.7%	18.7%	-0.7%	46.1%	-2.8%	4.0%	-0.3%	3.4%	-	0.1%	0.1%
Corporate loans	11.4%	-0.8%	11.0%	-0.8%	5.1%	0.4%	6.8%	-0.1%	2.8%	-0.1%	0.7%	-0.1%
Municipal loans	51.8%	-0.7%	51.8%	-0.7%	5.7%	0.9%	1.6%	0.5%	0.2%	0.1%	-	-
Total assets	24.3%	0.5%	18.2%	0.3%	14.1%	-0.1%	2.8%	-	3.5%	0.1%	0.7%	-
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\* Aggregated market share of OTP Bank, OTP Mortgage Bank, Merkantil Bank and OTP Building Society in Hungary



## **Further information**

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### 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.



# **Appendix 1**

## The Hungarian financial market and OTP Bank's position (Based on HAR)



## OTP Group managed to keep its leading position in the Hungarian financial system

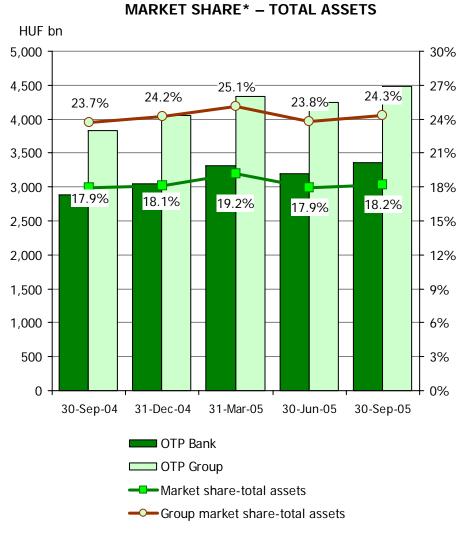
\* OTP Banking Group in Hungarian credit institutions system, including OTP Bank, OTP Mortgage Bank, Merkantil Bank and OTP Building Society

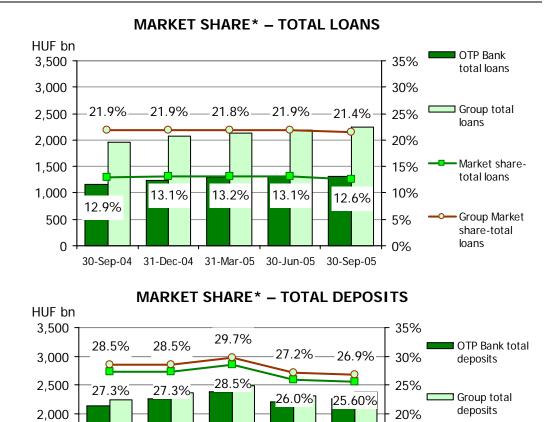
1,500

1,000

500

0





30-Sep-04 31-Dec-04 31-Mar-05 30-Jun-05 30-Sep-05

BANK 27

market share-

total deposits

Group market

share-total

deposits

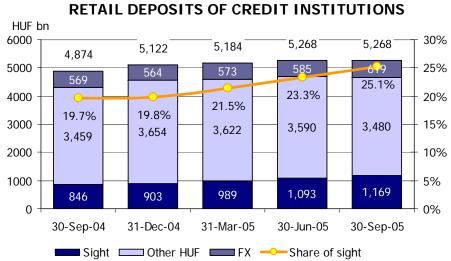
15% \_\_\_ OTP Bank

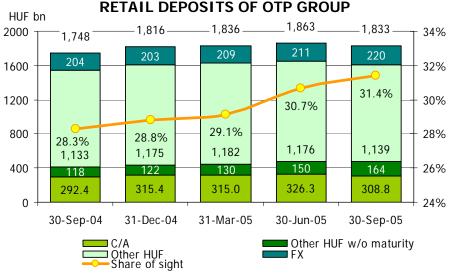
10%

5%

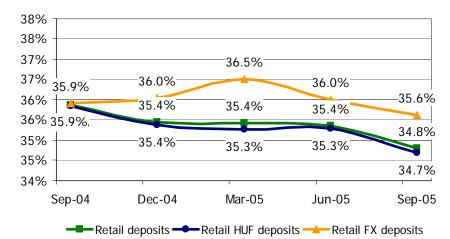
0%

## OTP Group maintained its ~35% market share in retail deposits in Hungary



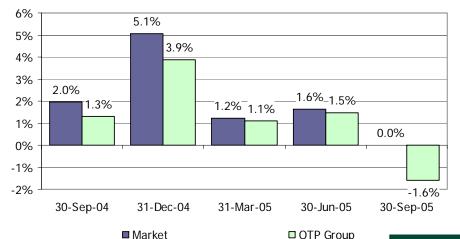


### NSTITUTIONS



**MARKET SHARE – OTP GROUP** 

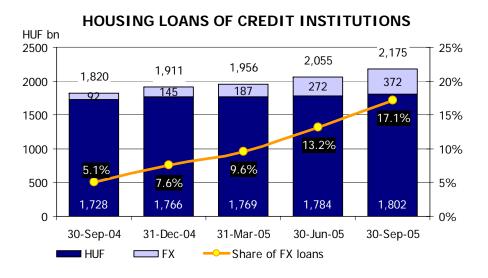
### QUARTERLY CHANGES IN VOLUMES



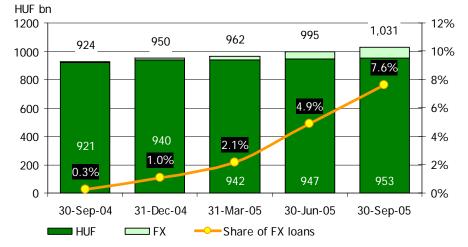
In this section OTP Group contains only the Hungarian financial institutions such as OTP Bank, OTP Mortgage Bank, Merkantil Bank, OTP Building Society



# OTP Group kept its 53% market share in HUF housing loans, while share in FX housing loans increased to 21%

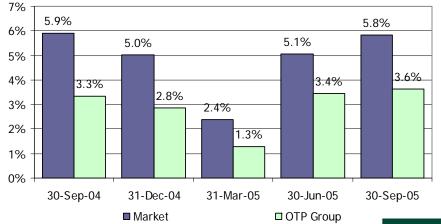


HOUSING LOANS OF OTP GROUP



#### **MARKET SHARE – OTP GROUP** 60% 53.3% 53.3% 53.1% 53.2% 52.9% 50% 50.8% 49.7% 49.2% 48.4% 47.4% 40% 30% 21.1% 17.9% 20% 11.0% 6.9% 10% -2.7% 0% Sep-04 Dec-04 Mar-05 Jun-05 Sep-05 ----Housing loans total FX HUF

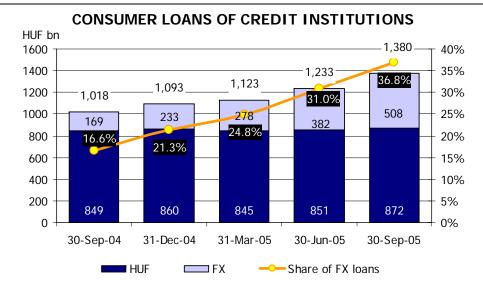
### QUARTERLY CHANGES IN VOLUMES

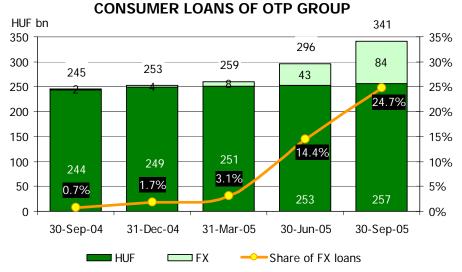


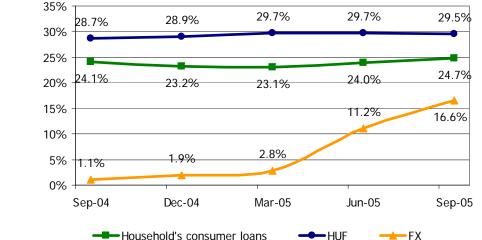
In this section OTP Group contains only the Hungarian financial institutions such as OTP Bank, OTP Mortgage Bank, Merkantil Bank, OTP Building Society



## OTP Group increased market share in household's consumer loans to 24.7%







### **MARKET SHARE – OTP GROUP**

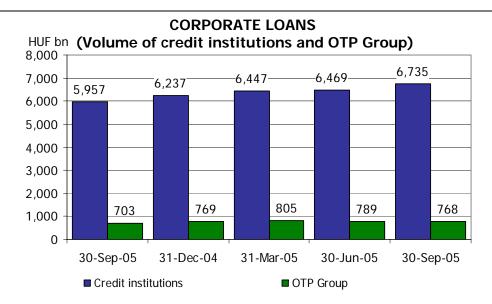
### QUARTERLY CHANGES IN VOLUMES



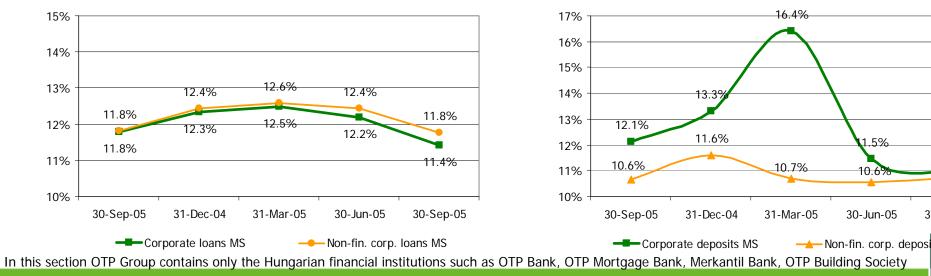
In this section OTP Group contains only the Hungarian financial institutions such as OTP Bank, OTP Mortgage Bank, Merkantil Bank, OTP Building Society

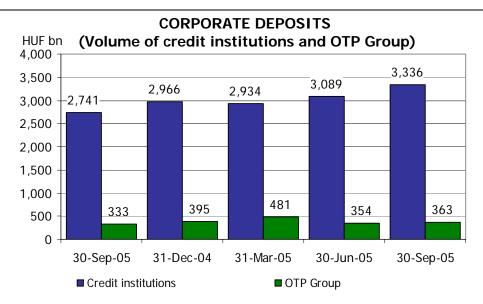


## OTP Group is amongst the top players also in the corporate banking sector



### **OTP GROUP MARKET SHARE – CORPORATE LOANS**





### **OTP GROUP MARKET SHARE – CORPORATE DEPOSITS**

1.5%

10.69

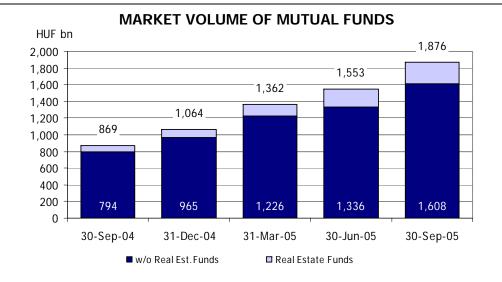
30-Jun-05

10.9%

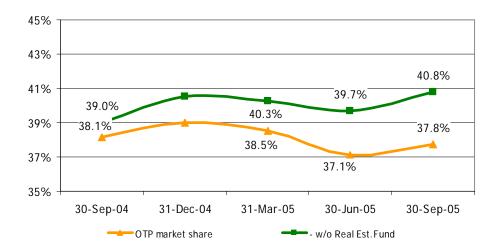
10.7%

30-Sep-05

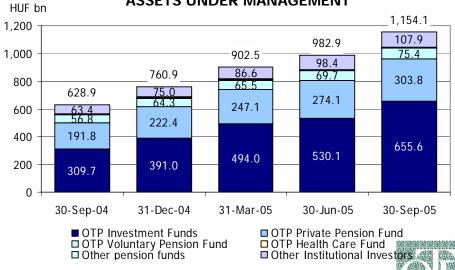
## **OTP Group managed 40% of mutual funds in Hungary**



### MARKET SHARE OF OTP FUNDS



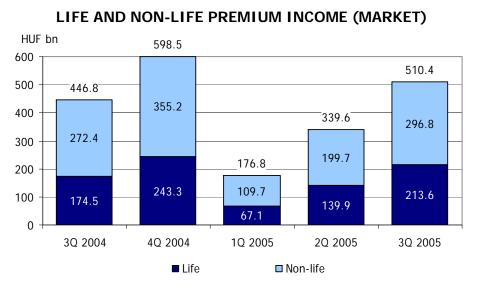
#### NET ASSET VALUE OF OTP FUNDS HUF bn 800 708.3 700 576.5 600 524.8 500 415.3 400 331.6 300 200 100 0 30-Sep-04 31-Dec-04 31-Mar-05 30-Jun-05 30-Sep-05 Money Market OPTIMA PALETTA **QUALITY** MAXIMA OTP-UBS Fund of Funds EURO DOLLAR FANTAZIA (closed end) ALFA (closed end) □ PRIZMA (closed end) Real Estate Fund



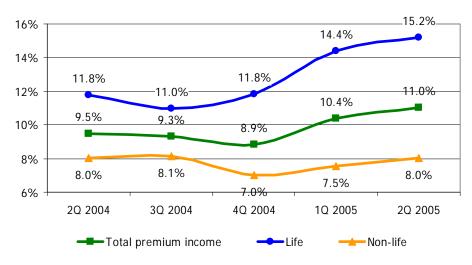
### ASSETS UNDER MANAGEMENT

BANK

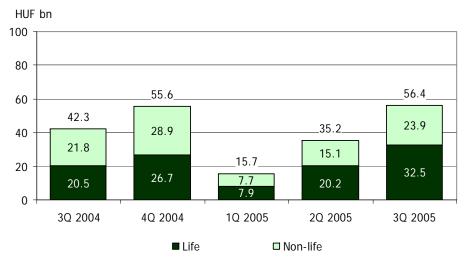
# OTP Garancia is the 2th largest life insurance company in Hungary with 15.2% share of premium income



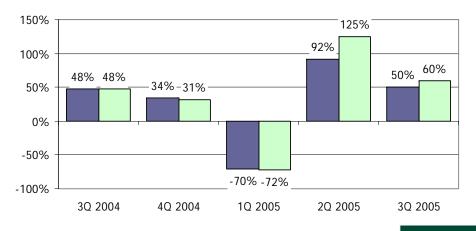
#### **OTP GARANCIA MARKET SHARE**



### LIFE AND NON-LIFE PREMIUM INCOME (OTP GARANCIA)



### QUARTERLY CHANGES OF TOTAL PREMIUM INCOME



Market

OTP Garancia



## Appendix 2

## **Additional Financial Data**



### GEOGRAPHICAL

September 30, 2005 / 9M 05	HU	SK	BG	RO	CR	UK	Aggregated	Consolidation	Consolidated	Foreign
September 30, 2003 / 98 03	no	31	DO	ĸo	CK	UK	Ayyreyateu	effect	Consolidated	ratio
Assets	4,844,888	265,718	529,370	55,957	285,513	12,627	5,994,074	-1,083,630	4,910,444	19.2%
Loans	2,469,428	200,277	342,204	19,496	138,746	12,183	3,182,334	-93,360	3,088,974	22.4%
Retail loans	1,461,970	46,500	269,407	446	83,491	0	1,861,814	22,658	1,884,472	21.5%
Housing loans	1,037,525	31,640	67,150	95	37,818	0	1,174,228	-10,984	1,163,244	11.6%
Consumer loans	424,445	14,860	202,257	351	45,673	0	687,586	33,642	721,227	38.3%
corporate loans	873,843	150,994	72,579	19,050	54,526	12,183	1,183,175	-116,017	1,067,158	26.1%
Municipal loans	133,615	2,782	218	0	729	0	137,345	0	137,345	2.7%
Deposits	2,429,300	149,327	409,840	22,699	229,670	0	3,240,835	-3,123	3,237,712	25.0%
Retail deposits	1,818,174	57,895	323,627	11,976	190,855	0	2,402,526	0	2,402,526	24.3%
Corporate deposits	421,338	61,808	72,570	10,723	32,349	0	598,788	-3,123	595,666	29.6%
Municipal deposits	189,789	29,624	13,643	0	6,465	0	239,520		239,520	20.8%
Equity	592,296	16,313	65,683	15,123	25,484	2,133	717,032	-193,123	523,909	17.4%
Distribution of total assets	80.8%	4.4%	8.8%	0.9%	4.8%	0.2%	100.0%		81.9%	19.2%
Interest income	331,978	8,409	31,964	3,109	7,384	612	383,456	-38,940	344,516	13.4%
Interest expenses	151,035	3,600	6,819	1,783	2,638	232	166,107	-38,781	127,326	9.1%
Net Interest Income	180,943	4,809	25,145	1,325	4,747	380	217,349		217,190	16.8%
Provisions	16,625	1,962	3,852	372	286	-5	23,092	-1,481	21,611	28.0%
Other incomes	214,757	6,523	7,570	1,142	2,645	41	232,678	-72,508	160,170	7.7%
Other expenses	234,607	8,313	14,404	3,079	5,066	281	265,751	-51,543	214,208	11.7%
Pre-tax profit	144,468	1,056	14,458	-984	2,040	145	161,184	-19,643	141,541	10.4%
Aftere tax profit	122,584	993	12,270	-1,005	1,629	101	136,572	-19,154	117,418	10.2%
Distribution of PAT	89.8%	0.7%	9.0%	-0.7%	1.2%	0.1%	100.0%		86.0%	10.2%



### **BUSINESS LINES**

September 30, 2005 / 9M 05	Banks	Other fin. Service	Non-fin. Service	Aggregated	Consolidation effect	Consolidated	Share of banks
Assets	5,614,030	336,226	43,818	5,994,074	-1,083,630	4,910,444	93.7%
Loans	3,024,215	158,119	0	3,182,334	-93,360	3,088,974	95.0%
Retail loans	1,748,869	112,945	0	1,861,814	22,658	1,884,472	93.9%
Housing loans	1,166,383	7,846	0	1,174,228	-10,984	1,163,244	99.3%
Consumer loans	582,487	105,099	0	687,586	33,642	721,227	84.7%
corporate loans	1,138,717	44,458	0	1,183,175	-116,017	1,067,158	96.2%
Municipal loans	136,629	715	0	137,345	0	137,345	99.5%
Deposits	3,240,000	835	0	3,240,835	-3,123	3,237,712	100.0%
Retail deposits	2,402,382	144	0	2,402,526	0	2,402,526	100.0%
Corporate deposits	598,098	691	0	598,788	-3,123	595,666	99.9%
Municipal deposits	239,520	0	0	239,520	0	239,520	100.0%
Equity	641,906	45,774	29,352	717,032	-193,123	523,909	89.5%
Distribution of total assets	93.7%	5.6%	0.7%	100.0%		81.9%	93.7%
Interest income	364,836	18,484	136	383,456	-38,940	344,516	95.1%
Interest expenses	163,136	2,824	147	166,107	-38,781	127,326	98.2%
Net Interest Income	201,699	15,660	-11	217,349	-159	217,190	92.8%
Provisions	19,828	3,264	0	23,092	-1,481	21,611	85.9%
Other incomes	153,411	74,301	4,967	232,678	-72,508	160,170	65.9%
Other expenses	188,222	73,455	4,074	265,751	-51,543	214,208	70.8%
Pre-tax profit	147,060	13,242	882	161,184	-19,643	141,541	91.2%
Aftere tax profit	125,572	10,257	743	136,572	-19,154	117,418	91.9%
Distribution of PAT	91.9%	7.5%	0.5%	100.0%		86.0%	91.9%



## Main balance sheet data of OTP Group members

### (Based on IFRS)

in HUF billion		September	<sup>-</sup> 30, 2004			Septembe	r 30, 2005			Y-o-`	Y %	
	Gross Ioans	Assets	Deposits	Equity	Gross Ioans	Assets	Deposits	Equity	Gross Ioans	Assets	Deposits	Equity
OTP Bank Ltd.	1,227.9	2,879.0	2,209.7	359.4	1,409.8	3,379.0	2,347.9	465.2	14.8%	17.4%	6.3%	29.4%
Merkantil Bank	55.5	60.9	4.1	13.1	108.2	115.9	6.4	13.9	94.8%	90.2%	54.2%	6.2%
OTP Mortgage Bank Ltd.	744.3	808.7	0.0	32.1	818.1	919.2	0.0	32.6	9.9%	13.7%	-	1.6%
OTP Building Society Ltd.	8.1	61.3	55.2	4.6	6.6	85.0	74.9	7.8	-18.4%	38.7%	35.7%	67.2%
OTP Banka Slovensko, a. s.	120.8	190.3	128.5	14.9	181.0	244.0	148.7	16.2	49.9%	28.2%	15.7%	8.7%
DSK Group	242.2	369.6	303.6	50.9	342.2	529.4	409.7	65.7	41.3%	43.2%	35.0%	29.1%
OTP banka Hrvatska d.d.	0.0	0.0	0.0	0.0	138.7	285.5	230.3	25.5	-	-	-	-
OTP Bank Romania	16.9	41.4	26.7	7.5	19.5	56.0	23.4	15.1	15.1%	35.2%	-12.3%	102.8%
OTP Garancia Insurance Ltd.	0.0	112.5	0.0	13.2	0.0	153.0	0.0	22.6	-	36.0%	-	71.2%
Merkantil Car	107.3	124.0	0.0	2.2	113.8	122.7	0.2	4.9	6.1%	-1.0%	-	118.6%
OTP Fund Management Ltd.	0.0	7.7	0.0	7.3	0.0	10.3	0.0	9.1	-	33.4%	-	24.7%
HIF Ltd.	13.0	13.5	0.0	2.1	12.2	12.6	0.0	2.1	-6.2%	-6.6%	-	3.7%
OTP Leasing a.s.	0.0	0.0	0.0	0.0	15.8	18.2	0.0	0.0	-	-	-	-
OTP Real Estate Ltd.	0.0	18.2	0.0	6.6	0.0	19.5	0.0	6.6	-100.0%	7.0%	-	0.7%
OTP Factoring Ltd.	8.0	6.8	0.0	2.9	12.9	10.8	0.0	3.2	61.0%	58.6%	-	8.1%
OTP Faktoring Slovensko, a.s.	0.0	0.0	0.0	0.0	3.4	3.4	0.7	0.2	-	-	-	_
Other subsidiaries	0.0	31.8	0.0	27.0	0.0	29.5	0.0	26.4	-	-7.3%	-	-2.2%
Subsidiaries total	1,316.1	1,846.7	518.1	184.4	1,772.5	2,615.0	894.2	251.9	34.7%	41.6%	72.6%	36.6%
Total	2,544.0	4,725.7	2,727.8	543.8	3,182.3	5,994.1	3,242.1	717.0	25.1%	26.8%	18.9%	31.9%
Consolidated	2,447.2	3,863.8	2,723.9	401.7	3,089.0	4,910.4	3,239.0	523.9	26.2%	27.1%	18.9%	30.4%
Foreign subsidiaries	392.9	614.8	458.8	75.3	712.9	1,149.2	812.8	124.7	81.4%	86.9%	77.2%	65.7%
Share of foreign subsidiaries	15.4%	13.0%	16.8%	13.8%	22.4%	19.2%	25.1%	17.4%	7.0%	6.2%	8.3%	3.6%



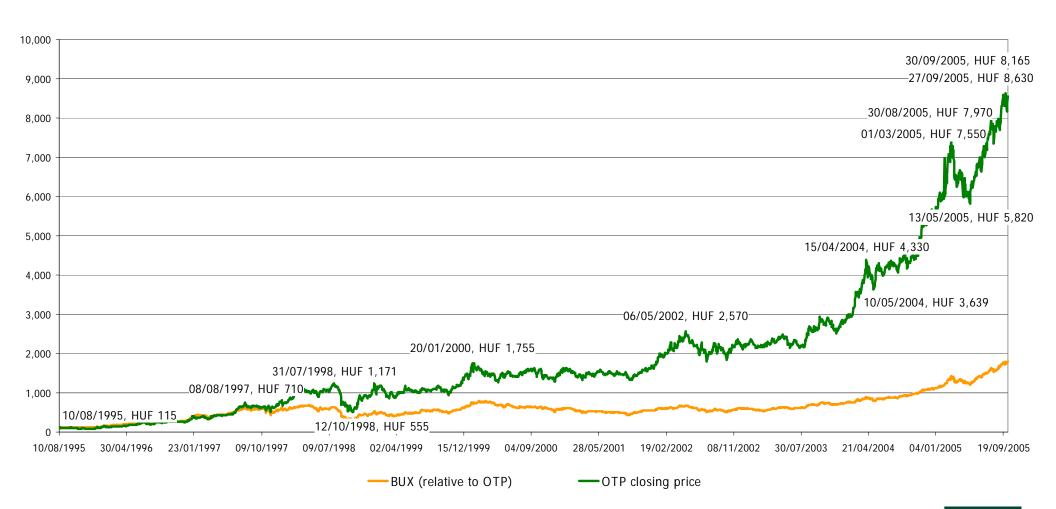
## Main P&L data of OTP Group members

### (Based on IFRS)

in HUF million			2004	9M					2005	5 9M			Y-o-Y			
	Net Interest Income	Provisions	Other incomes	Other expenses	Pre-tax profit	After tax profit	Net Interest Income	Provisions	Other incomes	Other expenses	Pre-tax profit	After tax profit	Net Interest Income	Other incomes	Other expenses	After tax profit
OTP Bank Ltd.	114,557	7,011	93,019	90,457	110,107	95,064	122,239	12,675	121,898	109,891	121,571	104,554	6.7%	31.0%	21.5%	10.0%
Merkantil Bank	4,977	347	1,103	3,342	2,390	2,135	4,977	1,086	2,234	4,251	1,874	1,771	0.0%	102.5%	27.2%	-17.1%
OTP Mortgage Bank Ltd.	27,320	0	1,421	19,718	9,023	7,579	36,469	149	11,020	41,584	5,757	4,329	33.5%	675.5%	110.9%	-42.9%
OTP Building Society Ltd.	2,714	10	951	3,025	630	529	2,660	5	1,388	2,717	1,326	1,008	-2.0%	45.9%	-10.2%	90.4%
OTP Banka Slovensko, a. s.	3,754	-387	1,872	5,232	780	780	4,137	1,405	5,515	7,230	1,017	1,017	10.2%	194.6%	38.2%	30.4%
DSK Group	17,636	4,370	9,572	13,594	9,245	8,010	25,145	3,852	7,570	14,404	14,458	12,270	42.6%	-20.9%	6.0%	53.2%
OTP banka Hrvatska d.d.	0	0	0	0	0	0	4,747	286	2,645	5,066	2,040	1,629	0.0%	0.0%	0.0%	0.0%
OTP Bank Romania	0	0	0	0	0	0	1,325	372	1,142	3,079	-984	-1,005	0.0%	0.0%	0.0%	0.0%
OTP Garancia Insurance Ltd.	5,138	0	40,789	43,194	2,734	2,296	5,790	0	59,971	61,258	4,503	3,783	12.7%	47.0%	41.8%	64.7%
Merkantil Car	7,666	526	368	6,262	1,247	805	8,930	2,013	535	3,042	4,411	2,935	16.5%	45.6%	-51.4%	264.4%
OTP Fund Management Ltd.	39	0	5,122	2,853	2,308	1,941	0	0	7,656	4,445	3,211	2,703	-99.3%	49.5%	55.8%	39.3%
HIF Ltd.	371	-35	66	341	130	88	380	-5	41	281	145	101	2.6%	-37.8%	-17.5%	14.6%
OTP Leasing a.s.	0	0	0	0	0	0	568	528	962	981	21	-35	0.0%	0.0%	0.0%	0.0%
OTP Real Estate Ltd.	110	0	2,917	2,412	616	517	-33	0	2,861	2,173	655	550	-129.5%	-1.9%	-9.9%	6.3%
OTP Factoring Ltd.	-5	572	2,196	1,038	582	472	-282	698	2,979	1,287	712	570	5615.5%	35.6%	24.0%	20.9%
OTP Faktoring Slovensko, a.s.	0	0	0	0	0	0	104	30	47	102	18	11	0.0%	0.0%	0.0%	0.0%
Other subsidiaries	113	0	4,920	4,253	780	664	191	0	4,216	3,960	447	382	68.5%	-14.3%	-6.9%	-42.5%
Subsidiaries total	69,834	5,404	71,299	105,264	30,465	25,817	95,110	10,417	110,780	155,860	39,613	32,018	36.2%	55.4%	48.1%	24.0%
Total (aggregated)	184,391	12,415	164,318	195,721	140,572	120,881	217,349	23,092	232,678	265,751	161,184	136,572	17.9%	41.6%	35.8%	13.0%
Consolidated	194,536	11,641	114,529	173,489	123,935	104,623	217,190	21,611	160,170	214,208	141,541	117,418	11.6%	39.9%	23.5%	12.2%
Foreign subsidiaries	21,761	3,949	11,510	19,168	10,155	8,878	36,406	6,467	17,921	31,144	16,716	13,988	67.3%	55.7%	62.5%	57.6%
Share of foreign subsidiaries	11.8%	31.8%	7.0%	9.8%	7.2%	7.3%	16.8%	28.0%	7.7%	11.7%	10.4%	10.2%	4.9%	0.7%	1.9%	2.9%



## **OTP** share's performance on the Budapest Stock Exchange



(From August 10, 1995 to September 30, 2005)

BANK 39