OTP Bank
Future growth opportunities on a regional base

INVESTOR PRESENTATION
Presented by: Dr. Zoltán Spéder, CFO

September, 2005
Key facts on OTP Bank

Financial performance (consolidated, IFRS)

Business performance on the main market segments in Hungary
- Retail banking
- Corporate banking
- Fund management
- Insurance

OTP Bank in the Region
### Main macroeconomic indicators

<table>
<thead>
<tr>
<th></th>
<th>2003</th>
<th>2004</th>
<th>1H 2005</th>
<th>2005F*</th>
<th>2006F*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real GDP growth</td>
<td>2.9%</td>
<td>4.2%</td>
<td>3.5%</td>
<td>3.8%</td>
<td>3.9%</td>
</tr>
<tr>
<td>Household consumption</td>
<td>7.2%</td>
<td>2.5%</td>
<td>2.3%</td>
<td>2.5%</td>
<td>3.3%</td>
</tr>
<tr>
<td>Investment growth</td>
<td>2.5%</td>
<td>7.9%</td>
<td>6.5%</td>
<td>7.1%</td>
<td>7.8%</td>
</tr>
<tr>
<td>Budged deficit (cash flow based, HUF bn)</td>
<td>-1,054</td>
<td>-1,277</td>
<td>-988</td>
<td>-1,170</td>
<td>-1,315</td>
</tr>
<tr>
<td>as a % of GDP</td>
<td>-6.2%</td>
<td>-6.3%</td>
<td>-4.6%</td>
<td>-5.4%</td>
<td>-5.6%</td>
</tr>
<tr>
<td>Budged deficit (ESA95)</td>
<td>-1,307</td>
<td>-1,092</td>
<td>-4.4%</td>
<td>-5.4%</td>
<td>-5.7%</td>
</tr>
<tr>
<td>as a % of GDP</td>
<td>-7.1%</td>
<td>-5.4%</td>
<td>-4.4%</td>
<td>-5.4%</td>
<td>-5.7%</td>
</tr>
<tr>
<td>Current Account Balance (EUR bn)</td>
<td>-6.70</td>
<td>-7.10</td>
<td>-7.5%</td>
<td>-8.6%</td>
<td>-8.2%</td>
</tr>
<tr>
<td>as a % of GDP</td>
<td>-8.4%</td>
<td>-8.9%</td>
<td>-7.5%</td>
<td>-8.6%</td>
<td>-8.2%</td>
</tr>
<tr>
<td>Nominal wage increase</td>
<td>12.0%</td>
<td>6.1%</td>
<td>7.5%</td>
<td>6.0%</td>
<td>6.0%</td>
</tr>
<tr>
<td>Inflation (YoY, end of period)</td>
<td>5.7%</td>
<td>5.5%</td>
<td>3.8%</td>
<td>4.0%</td>
<td>1.6%</td>
</tr>
<tr>
<td>Inflation (YoY, average)</td>
<td>4.7%</td>
<td>6.8%</td>
<td>3.7%</td>
<td>3.7%</td>
<td>1.9%</td>
</tr>
<tr>
<td>NBH base rate (end of period)</td>
<td>12.50%</td>
<td>9.50%</td>
<td>7.00%</td>
<td>5.75%</td>
<td>5.50%</td>
</tr>
<tr>
<td>EUR/HUF (average)</td>
<td>253.50</td>
<td>251.40</td>
<td>247.44</td>
<td>249.40</td>
<td>255.30</td>
</tr>
<tr>
<td>EUR/HUF (end of period)</td>
<td>262.20</td>
<td>245.20</td>
<td>246.91</td>
<td>254.00</td>
<td>257.00</td>
</tr>
</tbody>
</table>

* OTP Bank’s own estimation
Above EU-average economic growth but still significant imbalances

GDP growth comparison
Hungary’s dependence on EU growth

Internal and external balances

GDP growth comparison
Hungary’s dependence on EU growth

Current account
Budget
Significant rate cuts due to decelerating inflation

**CHANGES OF BASE RATE**

- **2003**: + 400 bp
- **2004**: - 300 bp
- **2005**:
  - 25 January 2005: -50 bp
  - 22 February 2005: -75 bp
  - 30 March 2005: -50 bp
  - 26 April 2005: -25 bp
  - 24 May 2005: -25 bp
  - 21 June 2005: -25 bp
  - 19 July 2005: -25 bp
  - 23 August 2005: -50 bp
  - 20 September 2005: -25 bp
- **2005 1-9M**: - 350 bp

**BASE RATE IN CEE-COUNTRIES**

- **HU**: 6.25%
- **CZ**: 1.75%
- **SK**: 3.00%
- **PL**: 4.50%
- **BU**: 2.04%
- **CR**: 4.50%
- **RO**: 8.00%

**EXCHANGE RATES**

- **31-Dec-03, 262.23**
- **31-Dec-04, 253.93**
- **31-Dec-05, 244.90**

Moving of center of band by 2.26%
Slowly changing investment patterns...

SELECTED COMPONENTS OF PFA

- Total PFA: CAGR (2000-2005F) +12.3%
- Cash: +11.1%
- Retail deposits HUF: +14.6%
- Retail deposits FX: -2.8%
- Banking securities: +15.1%
- Mutual funds: +15.2%
- Other non-banking securities: +2.1%
- Insurance reserves: +18.6%
- Pension and Health Care Funds: +32.4%

RETAIL LOANS OUTSTANDING

- Cash: +43.7%
- Retail deposits HUF: +26.7%
- Retail deposits FX: +63.9%

CAGR 2000-2005F:
- Total PFA: -2.8%
- Consumer loans: 0%
- Housing loans: 10%
- Loans to disposable income: 20%
- Retail loans to retail savings: 30%
- Loans to disposable income: 40%
- Retail loans to retail savings: 50%
- Loans to disposable income: 60%
- Retail loans to retail savings: 70%
- Loans to disposable income: 80%
- Retail loans to retail savings: 90%

HUF bn:
- 2000: 1,508
- 2001: 1,910
- 2002: 2,235
- 2003: 2,678
- 2004: 3,144
- 2005: 3,647.9
- 2006: 4,218.9

CA GR 2000-2005F:
- Total PFA: -2.8%
- Consumer loans: 0%
- Housing loans: 10%
- Loans to disposable income: 20%
- Retail loans to retail savings: 30%
- Loans to disposable income: 40%
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- Loans to disposable income: 60%
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- Retail loans to retail savings: 50%
- Loans to disposable income: 60%
- Retail loans to retail savings: 70%
- Loans to disposable income: 80%
- Retail loans to retail savings: 90%
...but there is still room for further growth of banking penetration
- Macroeconomic environment and financial intermediary in Hungary
- **Key facts on OTP Bank**
- Financial performance (consolidated, IFRS)
- Business performance on the main market segments in Hungary
  - Retail banking
  - Corporate banking
  - Fund management
  - Insurance
- OTP Bank in the Region
OTP Bank is the largest bank in Hungary with a significant regional presence

... having* 23.8% of total banking assets, 27.2% of total deposits, 21.9% of total loans and 38.1%** of the banking profits

... having a strong capital base, high profitability and solid investment returns (IFRS consolidated ROA: 3.45%; ROE: 33.6% in 1H 2005)

... having a dominant position in all segments of the Hungarian market (retail and SME banking, municipalities, as well as corporate banking)

... being a leader in product innovation and distribution (direct, electronic and other channels)

... started regional expansion from 2002

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

... having the highest banking and FS rating amongst all Hungarian banks

OWNERSHIP STRUCTURE on June 30, 2005

- Foreign investors 82.0%
- Domestic institutions 4.6%
- International Development Institutions 2.0%
- Domestic individual 2.2%
- Management and employees 2.7%
- Treasury shares 6.2%
- Government held owner 0.4%

RATINGS, 2005

MOODY’S
- Long term deposits: A1
- Short term deposits: P-1
- Financial strength: B-

STANDARD & POOR’S
- Long term rate: BBBpi

CAPITAL INTELLIGENCE
- Long term: A-
- Short term: A2

* Market share of OTP Banking Group in Hungary, including OTP Bank, OTP Mortgage Bank, Merkantil Bank and OTP Building Society on June 30, 2005

** OTP Bank’s after-tax profit to total banking profit in 2004
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
## Financial highlights

### OTP Group consolidated, based on IFRS

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets (HUF bn)</td>
<td>3,609.2</td>
<td>4,693.0</td>
<td>30.0%</td>
<td>3,609.2</td>
<td>4,737.6</td>
<td>4,693.0</td>
<td>30.0%</td>
<td>-0.9%</td>
</tr>
<tr>
<td>Total loans and advances (HUF bn)</td>
<td>2,227.1</td>
<td>2,889.1</td>
<td>29.7%</td>
<td>2,227.1</td>
<td>2,742.1</td>
<td>2,889.1</td>
<td>29.7%</td>
<td>5.4%</td>
</tr>
<tr>
<td>Total deposits (HUF bn)</td>
<td>2,585.6</td>
<td>3,146.6</td>
<td>21.7%</td>
<td>2,585.6</td>
<td>3,282.7</td>
<td>3,146.6</td>
<td>21.7%</td>
<td>-4.1%</td>
</tr>
<tr>
<td>Loan/deposit ratio</td>
<td>86.1%</td>
<td>91.8%</td>
<td>5.7%</td>
<td>86.1%</td>
<td>83.5%</td>
<td>91.8%</td>
<td>5.7%</td>
<td>8.3%</td>
</tr>
<tr>
<td>Shareholders' equity (HUF bn)</td>
<td>362.4</td>
<td>476.3</td>
<td>31.4%</td>
<td>362.4</td>
<td>429.7</td>
<td>476.3</td>
<td>31.4%</td>
<td>10.9%</td>
</tr>
<tr>
<td>Net interest income (HUF bn)</td>
<td>125.5</td>
<td>142.4</td>
<td>13.5%</td>
<td>61.7</td>
<td>65.5</td>
<td>76.9</td>
<td>24.6%</td>
<td>17.5%</td>
</tr>
<tr>
<td>Net interest margin after provision</td>
<td>6.62%</td>
<td>5.85%</td>
<td>-0.8%</td>
<td>6.48%</td>
<td>5.28%</td>
<td>6.00%</td>
<td>-0.5%</td>
<td>0.7%</td>
</tr>
<tr>
<td>Pre-tax profits (HUF bn)</td>
<td>77.7</td>
<td>92.5</td>
<td>19.0%</td>
<td>37.7</td>
<td>45.9</td>
<td>46.5</td>
<td>23.4%</td>
<td>1.3%</td>
</tr>
<tr>
<td>After tax profits (HUF bn)</td>
<td>65.4</td>
<td>76.4</td>
<td>16.9%</td>
<td>31.4</td>
<td>38.4</td>
<td>38.1</td>
<td>21.3%</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Share of non interest income in total income</td>
<td>37.8%</td>
<td>40.4%</td>
<td>2.6%</td>
<td>40.6%</td>
<td>42.0%</td>
<td>38.8%</td>
<td>-1.8%</td>
<td>-3.2%</td>
</tr>
<tr>
<td>Cost to income ratio</td>
<td>57.3%</td>
<td>55.8%</td>
<td>-1.4%</td>
<td>60.1%</td>
<td>53.4%</td>
<td>58.1%</td>
<td>-2.1%</td>
<td>4.7%</td>
</tr>
<tr>
<td>Return on Assets (ROA)</td>
<td>3.70%</td>
<td>3.45%</td>
<td>-0.2%</td>
<td>3.51%</td>
<td>3.45%</td>
<td>3.23%</td>
<td>-0.3%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Return on Equity (ROE)</td>
<td>38.8%</td>
<td>33.6%</td>
<td>-5.2%</td>
<td>36.4%</td>
<td>35.5%</td>
<td>33.6%</td>
<td>-2.7%</td>
<td>-1.9%</td>
</tr>
<tr>
<td>EPS base (HUF)</td>
<td>251.98</td>
<td>291.20</td>
<td>15.6%</td>
<td>121.00</td>
<td>146.00</td>
<td>145.00</td>
<td>19.8%</td>
<td>-0.7%</td>
</tr>
<tr>
<td>EPS fully diluted (HUF)</td>
<td>251.44</td>
<td>290.28</td>
<td>15.4%</td>
<td>121.00</td>
<td>146.00</td>
<td>145.00</td>
<td>19.8%</td>
<td>-0.7%</td>
</tr>
</tbody>
</table>
The share price growth reflects investors’ confidence

OTP SHARE’S PERFORMANCE, in 1-8M, 2005

- Turnover (daily av.) HUF 5.9 bn
- Min. price (closing) HUF 5,590 (06/01/05)
- Max. price (closing) HUF 7,970 (30/08/05)
- P/E (consolidated) 12.7
- P/BV (consolidated) 4.1

VALUE OF HUF 100,000 INVESTED IN 1995

- on August 30, 2005
- OTP Share 6,930
- BUX 1,433
- Term Deposit (1Y, cont.) 314

* Including PEKAO, BRE Bank, Zagrebacka Banka, Komercni Banka, Millenium Bank
Macroeconomic environment and financial intermediary in Hungary

Key facts on OTP Bank

Financial performance (consolidated, IFRS)

Business performance on the main market segments in Hungary
- Retail banking
- Corporate banking
- Fund management
- Insurance

OTP Bank in the Region
Consolidated total assets grew by 12.6% in 1H 2005

LIABILITIES

Balanced Sheet Indicators

Assets

Subsidiaries’ Share in Group’s Assets on June 30, 2005
Gross loans increased by 15% and deposits by 8% in 1H 2005

LOANS, GROSS

**Q-o-Q:** + 5.4%
**Y-o-Y:** +29.7%

**DEPOSITS**

**Q-o-Q:** -3.9%
**Y-o-Y:** +21.6%

LOANS BY COMPANIES AND BUSINESSES

June 30, 2004

<table>
<thead>
<tr>
<th>Corp.</th>
<th>Munic.</th>
<th>Mortg.</th>
<th>Cons.</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>708</td>
<td>120.5</td>
<td>432.6</td>
<td>852</td>
<td>1,187.4</td>
</tr>
</tbody>
</table>

June 30, 2005

<table>
<thead>
<tr>
<th>Corp.</th>
<th>Munic.</th>
<th>Mortg.</th>
<th>Cons.</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>650.5</td>
<td>117.3</td>
<td>852</td>
<td>1,129.5</td>
<td></td>
</tr>
</tbody>
</table>

DEPOSITS BY COMPANIES AND BUSINESSES

June 30, 2004

<table>
<thead>
<tr>
<th>Corp.</th>
<th>Munic.</th>
<th>Retail</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>436</td>
<td>144</td>
<td>401</td>
<td>1,011</td>
</tr>
</tbody>
</table>

June 30, 2005

<table>
<thead>
<tr>
<th>Corp.</th>
<th>Munic.</th>
<th>Retail</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>568</td>
<td>159</td>
<td>114</td>
<td>2,421</td>
</tr>
</tbody>
</table>
NPL ratio fall to 3.3% while portion of total qualified loans was 12.4% on June 30, 2005
Revenues reached HUF 235 bn in 1H 2005, 19% higher than a year before

### Revenues

<table>
<thead>
<tr>
<th>Quarter</th>
<th>HUF bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2Q 04</td>
<td>101.3</td>
</tr>
<tr>
<td>3Q 04</td>
<td>105.3</td>
</tr>
<tr>
<td>4Q 04</td>
<td>109.1</td>
</tr>
<tr>
<td>1Q 05</td>
<td>110.7</td>
</tr>
<tr>
<td>2Q 05</td>
<td>124.1</td>
</tr>
</tbody>
</table>

Q-o-Q: +12.1%
Y-o-Y: +22.5%

### Interest Income

<table>
<thead>
<tr>
<th>Quarter</th>
<th>HUF bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2Q 04</td>
<td>103.0</td>
</tr>
<tr>
<td>3Q 04</td>
<td>111.1</td>
</tr>
<tr>
<td>4Q 04</td>
<td>113.1</td>
</tr>
<tr>
<td>1Q 05</td>
<td>111.4</td>
</tr>
<tr>
<td>2Q 05</td>
<td>116.7</td>
</tr>
</tbody>
</table>

Q-o-Q: +4.7%
Y-o-Y: +13.3%

* Government subsidy on mortgage lending (bonds) is booked as interest income on securities

### Interest Expenses

<table>
<thead>
<tr>
<th>Quarter</th>
<th>HUF bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2Q 04</td>
<td>41.3</td>
</tr>
<tr>
<td>3Q 04</td>
<td>42.0</td>
</tr>
<tr>
<td>4Q 04</td>
<td>46.8</td>
</tr>
<tr>
<td>1Q 05</td>
<td>45.9</td>
</tr>
<tr>
<td>2Q 05</td>
<td>39.8</td>
</tr>
</tbody>
</table>

Q-o-Q: -13.4%
Y-o-Y: -3.7%

### Non Interest Income - Components

<table>
<thead>
<tr>
<th>Quarter</th>
<th>HUF bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2Q 04</td>
<td>36.9</td>
</tr>
<tr>
<td>3Q 04</td>
<td>33.5</td>
</tr>
<tr>
<td>4Q 04</td>
<td>41.3</td>
</tr>
<tr>
<td>1Q 05</td>
<td>42.7</td>
</tr>
<tr>
<td>2Q 05</td>
<td>45.1</td>
</tr>
</tbody>
</table>

Q-o-Q: +5.6%
Y-o-Y: +22.1%
Net interest margin was 6.52% in 2Q 2005, 64 bp higher than 1Q
In 1H 2005, total non interest expenses were 15.6% higher than a year before.
Main performance indicators

**RETURN ON AVERAGE EQUITY**

- 2Q 04: 36.4%
- 3Q 04: 41.0%
- 4Q 04: 25.6%
- 1Q 05: 35.5%
- 2Q 05: 33.6%

**RETURN ON AVERAGE ASSETS**

- 2Q 04: 3.51%
- 3Q 04: 4.19%
- 4Q 04: 2.67%
- 1Q 05: 3.45%
- 2Q 05: 3.23%

**PRODUCTIVITY**

- 30-Jun-04: 16,950
- 30-Sep-04: 17,350
- 31-Dec-04: 16,797
- 31-Mar-05: 16,973
- 30-Jun-05: 18,076

**EFFICIENCY**

- 2Q 04: 17,051
- 3Q 04: 17,776
- 4Q 04: 17,090
- 1Q 05: 17,804
- 2Q 05: 17,589

**Group Employees**

**Group Total assets/employee**

**Average employees**

**PAT/employee**
- Macroeconomic environment and financial intermediary in Hungary
- Key facts on OTP Bank
- Financial performance (consolidated, IFRS)

**Business performance on the main market segments in Hungary (HAR)**
- Retail banking
- Corporate banking
- Fund management
- Insurance

- OTP Bank in the Region
OTP Group maintained its over 35% market share in retail deposits in Hungary.

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 18%.

In this section OTP Group contains only the Hungarian financial institutions such as OTP Bank, OTP Mortgage Bank, Merkantil Bank, OTP Building Society.
Subsidized loans of OTP Mortgage Bank represented 78% of total housing loans of OTP Group in Hungary.
Household’s consumer loans of OTP Group increased by 17% in 1H 2005

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.

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 managed 39% of mutual funds and 23% of pension funds in Hungary

**Volume of Mutual Funds and OTP Market Share**

<table>
<thead>
<tr>
<th>Year</th>
<th>HUF bn</th>
<th>Mutual Funds w/o Real Est. Funds</th>
<th>Real Estate Funds</th>
<th>OTP Market share</th>
<th>OTP Market share w/o Real Est. Fund</th>
</tr>
</thead>
<tbody>
<tr>
<td>30-Jun-04</td>
<td>853</td>
<td>36.3%</td>
<td>39.8%</td>
<td>405.8</td>
<td>1,064</td>
</tr>
<tr>
<td>30-Sep-04</td>
<td>869</td>
<td>36.6%</td>
<td>39.4%</td>
<td>435.8</td>
<td>1,179</td>
</tr>
<tr>
<td>31-Dec-04</td>
<td>965</td>
<td>38.1%</td>
<td>39.6%</td>
<td>475.8</td>
<td>1,242</td>
</tr>
<tr>
<td>31-Mar-05</td>
<td>1,226</td>
<td>37.8%</td>
<td>39.4%</td>
<td>514.8</td>
<td>1,338</td>
</tr>
<tr>
<td>30-Jun-05</td>
<td>1,362</td>
<td>36.3%</td>
<td>39.8%</td>
<td>564.4</td>
<td>1,553</td>
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</table>

**Net Asset Value of OTP Funds**

<table>
<thead>
<tr>
<th>Year</th>
<th>HUF bn</th>
<th>OPTIMA</th>
<th>PALETTA</th>
<th>QUALITY</th>
<th>OTP-UBS Fund of Funds</th>
<th>MAXIMA</th>
<th>DOLLAR</th>
<th>FANTAZIA (closed end)</th>
<th>ALFA (closed end)</th>
<th>PRIZMA (closed end)</th>
<th>Mone</th>
<th>Real Estate Fund</th>
</tr>
</thead>
<tbody>
<tr>
<td>30-Jun-04</td>
<td>312.2</td>
<td></td>
<td></td>
<td></td>
<td>1,179</td>
<td></td>
<td></td>
<td>1,179</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>30-Sep-04</td>
<td>323.6</td>
<td></td>
<td></td>
<td></td>
<td>1,242</td>
<td></td>
<td></td>
<td>1,242</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>31-Dec-04</td>
<td>340.5</td>
<td></td>
<td></td>
<td></td>
<td>1,338</td>
<td></td>
<td></td>
<td>1,338</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>31-Mar-05</td>
<td>354.8</td>
<td></td>
<td></td>
<td></td>
<td>1,403</td>
<td></td>
<td></td>
<td>1,403</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>30-Jun-05</td>
<td>364.4</td>
<td></td>
<td></td>
<td></td>
<td>1,553</td>
<td></td>
<td></td>
<td>1,553</td>
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</tbody>
</table>

**Wealth of Pension Funds and OTP Market Share**

<table>
<thead>
<tr>
<th>Year</th>
<th>HUF bn</th>
<th>Pension Funds</th>
<th>OTP Market share</th>
</tr>
</thead>
<tbody>
<tr>
<td>30-Jun-04</td>
<td>1,179</td>
<td>19.4%</td>
<td>22.7%</td>
</tr>
<tr>
<td>30-Sep-04</td>
<td>1,242</td>
<td>20.2%</td>
<td>21.8%</td>
</tr>
<tr>
<td>31-Dec-04</td>
<td>1,338</td>
<td>21.8%</td>
<td>22.7%</td>
</tr>
<tr>
<td>31-Mar-05</td>
<td>1,403</td>
<td>22.7%</td>
<td>27%</td>
</tr>
</tbody>
</table>

**Wealth of OTP Pension Funds**

<table>
<thead>
<tr>
<th>Year</th>
<th>HUF bn</th>
<th>OTP Private Pension Fund</th>
<th>OTP Voluntary Pension Fund</th>
<th>OTP Health Care Fund</th>
</tr>
</thead>
<tbody>
<tr>
<td>30-Jun-04</td>
<td>228.9</td>
<td>53.7</td>
<td>174.2</td>
<td></td>
</tr>
<tr>
<td>30-Sep-04</td>
<td>251.4</td>
<td>56.9</td>
<td>193.2</td>
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</tr>
<tr>
<td>31-Dec-04</td>
<td>291.6</td>
<td>64.8</td>
<td>225.0</td>
<td></td>
</tr>
<tr>
<td>31-Mar-05</td>
<td>318.6</td>
<td>66.7</td>
<td>250.0</td>
<td></td>
</tr>
</tbody>
</table>
OTP Garancia is the 5th largest insurance company in Hungary and 2nd in life insurance*

**OTP GARANCIA MARKET SHARE**

* Based on volume of premium income in 1H 2005

**MARKET SHARE OF MAIN COMPETITORS 1H 2005**

- **Allianz**, 26.6%
- **ING**, 11.5%
- **UNIQA**, 5.1%
- **K&H Life + General (Argosz)**, 4.2%
- **Generali-Providencia**, 15.5%
- **Aegon**, 10.6%
- **Others**, 16.1%

**OTP GARANCIA MARKET SHARE**

**LIFE AND NON-LIFE PREMIUM INCOME (MARKET)**

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

* Based on volume of premium income in 1H 2005
- Macroeconomic environment and financial intermediary in Hungary
- Key facts on OTP Bank
- Financial performance (consolidated, IFRS)
- Business performance on the main market segments in Hungary
  - Retail banking
  - Corporate banking
  - Fund management
  - Insurance
- OTP Bank in the Region
OTP Bank has made significant progress towards establishing a regional financial group

OTP Bank Group in Central-Eastern Europe
1H 2005 data, according to IFRS

**OTP Group**
- Number of branches**: 933
- Number of branches**: 933
- Total assets: HUF 4,693.0 bn
- Net profit: HUF 76,403.0 mn
- ROAE*: 33.6%
- Cost/income ratio*: 55.8%

**OTP Banka Slovensko**
- Number of branches: 68
- Number of clients: ~0.3 million
- Total assets: HUF 240.6 bn
- Net profit: HUF 555.4 mn
- ROAE*: 7.2%
- Cost/income ratio*: 83.1%
- Market share in total assets: 2.8%

**Nova Banka (Croatia)**
- Number of branches: 90
- Number of clients: ~0.3 million
- Total assets: HUF 269.9 bn
- Net profit: HUF 1,284.0 mn
- ROAE*: 10.8%
- Cost/income ratio*: 68.1%
- Market share in total assets: 3.8%

**OTP Bank Romania /RoBank/**
- Number of branches: 15
- Number of clients: ~0.03 million
- Total assets: HUF 48.8 bn
- Net profit: HUF -811.3 mn
- ROAE*: -
- Cost/income ratio*: -
- Market share in total assets: ~1%

**DSK*** (Bulgaria)**
- Number of branches: 323
- Number of clients: ~3.7 million
- Total assets: HUF 510.0 bn
- Net profit: HUF 8,420.3 mn
- ROAE*: 28.7%
- Cost/income ratio*: 38.8%
- Market share in total assets: 14.2%

* Annualized
** Banks only
*** DSK Group consolidated
## Financial highlights of DSK Bank

(Consolidated, based on IFRS)

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Balance Sheet (HUF bn)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total assets</td>
<td>347.6</td>
<td>410.5</td>
<td>510.0</td>
<td>46.7%</td>
<td>570.3</td>
<td>539.7</td>
<td>31.5%</td>
</tr>
<tr>
<td>Total loans (gross)</td>
<td>213.4</td>
<td>273.4</td>
<td>333.2</td>
<td>56.1%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total loans (net)</td>
<td>209.3</td>
<td>267.9</td>
<td>324.5</td>
<td>55.0%</td>
<td>396.3</td>
<td>361.9</td>
<td>35.1%</td>
</tr>
<tr>
<td>Total deposits</td>
<td>290.0</td>
<td>331.3</td>
<td>382.9</td>
<td>32.0%</td>
<td>423.6</td>
<td>445.7</td>
<td>34.5%</td>
</tr>
<tr>
<td>Shareholders' equity</td>
<td>48.9</td>
<td>54.6</td>
<td>62.6</td>
<td>28.0%</td>
<td>68.5</td>
<td>64.8</td>
<td>18.7%</td>
</tr>
<tr>
<td><strong>P&amp;L (HUF mn)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net interest income</td>
<td>11,208</td>
<td>24,607</td>
<td>16,579</td>
<td>47.9%</td>
<td>32,128</td>
<td>33,646</td>
<td>36.7%</td>
</tr>
<tr>
<td>Provisions</td>
<td>3,477</td>
<td>5,004</td>
<td>3,085</td>
<td>-11.3%</td>
<td>3,877</td>
<td>4,357</td>
<td>-12.9%</td>
</tr>
<tr>
<td>Non-interest income</td>
<td>6,627</td>
<td>12,752</td>
<td>4,603</td>
<td>-30.5%</td>
<td>11,557</td>
<td>8,335</td>
<td>-34.6%</td>
</tr>
<tr>
<td>Net non-interest income</td>
<td>6,510</td>
<td>12,140</td>
<td>4,325</td>
<td>-33.6%</td>
<td>11,133</td>
<td>7,721</td>
<td>-36.4%</td>
</tr>
<tr>
<td>Total revenues</td>
<td>17,718</td>
<td>36,746</td>
<td>20,905</td>
<td>18.0%</td>
<td>43,261</td>
<td>41,367</td>
<td>12.6%</td>
</tr>
<tr>
<td>Non-interest expenses</td>
<td>8,296</td>
<td>18,941</td>
<td>8,386</td>
<td>1.1%</td>
<td>24,035</td>
<td>21,812</td>
<td>15.2%</td>
</tr>
<tr>
<td>Operating costs (without fee expenses)</td>
<td>8,179</td>
<td>18,328</td>
<td>8,108</td>
<td>-0.9%</td>
<td>23,610</td>
<td>21,198</td>
<td>15.7%</td>
</tr>
<tr>
<td>Profit before taxes</td>
<td>6,062</td>
<td>13,415</td>
<td>9,712</td>
<td>60.2%</td>
<td>15,773</td>
<td>15,812</td>
<td>17.9%</td>
</tr>
<tr>
<td>After tax profit</td>
<td>5,175</td>
<td>12,041</td>
<td>8,420</td>
<td>62.7%</td>
<td>13,428</td>
<td>13,408</td>
<td>11.3%</td>
</tr>
<tr>
<td>Net interest margin*</td>
<td>6.68%</td>
<td>6.71%</td>
<td>7.20%</td>
<td>0.5%</td>
<td>6.55%</td>
<td>7.08%</td>
<td>0.4%</td>
</tr>
<tr>
<td>Cost/income ratio*</td>
<td>46.2%</td>
<td>49.9%</td>
<td>38.8%</td>
<td>-7.4%</td>
<td>54.6%</td>
<td>51.2%</td>
<td>1.4%</td>
</tr>
<tr>
<td>ROAA*</td>
<td>3.09%</td>
<td>3.28%</td>
<td>3.66%</td>
<td>0.6%</td>
<td>2.74%</td>
<td>2.82%</td>
<td>-0.5%</td>
</tr>
<tr>
<td>ROAE*</td>
<td>22.0%</td>
<td>24.1%</td>
<td>28.7%</td>
<td>6.8%</td>
<td>21.8%</td>
<td>22.5%</td>
<td>-1.7%</td>
</tr>
</tbody>
</table>

* Annualized
Main financial data of the other foreign subsidiaries

(Based on IFRS)

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Balance Sheet (HUF bn)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total assets</td>
<td>204.9</td>
<td>240.6</td>
<td>17.4%</td>
<td>48.3</td>
<td>48.8</td>
<td>1.0%</td>
<td>269.9</td>
</tr>
<tr>
<td>Total loans and advances</td>
<td>143.4</td>
<td>168.7</td>
<td>17.7%</td>
<td>16.9</td>
<td>17.7</td>
<td>4.9%</td>
<td>134.6</td>
</tr>
<tr>
<td>Total deposits</td>
<td>135.4</td>
<td>148.5</td>
<td>9.7%</td>
<td>29.1</td>
<td>26.6</td>
<td>-8.5%</td>
<td>216.9</td>
</tr>
<tr>
<td>Loan/deposit ratio</td>
<td>106.0%</td>
<td>113.6%</td>
<td>7.2%</td>
<td>58.1%</td>
<td>66.6%</td>
<td>14.7%</td>
<td>62.1%</td>
</tr>
<tr>
<td>Shareholders' equity</td>
<td>15.4</td>
<td>15.7</td>
<td>2.0%</td>
<td>8.1</td>
<td>7.7</td>
<td>-5.3%</td>
<td>24.5</td>
</tr>
<tr>
<td><strong>P&amp;L (HUF mn)</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Net interest income</td>
<td>1,280.4</td>
<td>1,335.7</td>
<td>4.3%</td>
<td>557.5</td>
<td>358.8</td>
<td>-35.6%</td>
<td>2,327.1</td>
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<tr>
<td>Net interest margin after provision</td>
<td>1,272.0</td>
<td>982.8</td>
<td>-22.7%</td>
<td>-311.2</td>
<td>916.3</td>
<td>-394.4%</td>
<td>2,180.1</td>
</tr>
<tr>
<td>Non-interest income</td>
<td>1,352.0</td>
<td>1,704.8</td>
<td>26.1%</td>
<td>1,108.2</td>
<td>418.5</td>
<td>-137.8%</td>
<td>1,222.9</td>
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<tr>
<td>Non-interest expenses</td>
<td>2,289.5</td>
<td>2,466.8</td>
<td>7.7%</td>
<td>847.8</td>
<td>1,239.0</td>
<td>46.1%</td>
<td>2,518.5</td>
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<tr>
<td>Pre-tax profits</td>
<td>334.5</td>
<td>220.9</td>
<td>-34.0%</td>
<td>-50.9</td>
<td>-741.2</td>
<td>1356.9%</td>
<td>884.5</td>
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<tr>
<td>After tax profits</td>
<td>334.5</td>
<td>220.9</td>
<td>-34.0%</td>
<td>-52.5</td>
<td>-758.8</td>
<td>1346.4%</td>
<td>706.2</td>
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<tr>
<td>Cost to income ratio*</td>
<td>86.4%</td>
<td>80.2%</td>
<td>-6.2%</td>
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<tr>
<td>Return on Assets (ROA)*</td>
<td>0.64%</td>
<td>0.40%</td>
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<tr>
<td>Return on Equity (ROE)*</td>
<td>8.8%</td>
<td>2.8%</td>
<td>-6.0%</td>
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</tr>
</tbody>
</table>

* Annualized

Nova Banka first consolidated in 1Q 2005 (Balance Sheet) and 2Q 2005 (P&L)
OTP share’s performance on the Budapest Stock Exchange

(From August 10, 1995 to August 30, 2005)
Further information

For further information please contact

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       + 36 1 473 5457
Fax:    + 36 1 331 6312
E-mail: investor.relations@otpbank.hu

Or visit our website: [www.otpbank.hu](http://www.otpbank.hu)

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.