

#### **OTP BANK PLC.**

# SEPARATE CONDENSED FINANCIAL STATEMENTS IN ACCORDANCE WITH INTERNATIONAL FINANCIAL REPORTING STANDARDS AS ADOPTED BY THE EUROPEAN UNION

FOR THE YEAR ENDED 31 DECEMBER 2018

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### SEPARATE STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2018 (UNAUDITED) (in HUF mn)

|  | Note | 2018             | 2017             |
|--|------|------------------|------------------|
| Cash, amounts due from banks and balances with the   |      |                  |                  |
| National Bank of Hungary Placements with other banks, net of allowance for                       |      | 360,855          | 399,124          |
| placement losses   |      | 1,074,840        | 978,098          |
| Financial assets at fair value through profit or loss  | 4.   | 155,042          | 303,927          |
| Financial assets at fair value through other   |      | , -              | ,-               |
| comprehensive income   | 5.   | 1,451,905        | 1,735,902        |
| Loans  | 6.   | 2,618,863        | 2,145,046        |
| Investments in subsidiaries, associates and other  |      |                  |                  |
| investments  | 7.   | 1,177,573        | 967,414          |
| Securities at amortised cost   | 8.   | 1,431,789        | 1,043,779        |
| Property and equipment   |      | 70,442           | 65,286           |
| Intangible assets  |      | 39,883           | 32,877           |
| Investment properties  |      | 2,333            | 2,374            |
| Deferred tax assets  |      | 1,241            | 7,991            |
| Derivative financial assets designated as fair value   |      |                  |                  |
| hedge  |      | 12,221           | 10,148           |
| Other assets   |      | 109,201          | <u>79,916</u>    |
| TOTAL ASSETS   |      | <u>8,506,188</u> | <u>7,771,882</u> |
| Amounts due to banks and Hungarian Government,<br>deposits from the National Bank of Hungary and |      |                  |                  |
| other banks  |      | 738,036          | 694,533          |
| Deposits from customers  | 9.   | 5,741,498        | 5,192,869        |
| Liabilities from issued securities   | 10.  | 46,694           | 60,304           |
| Financial liabilities at fair value through profit or loss                                       |      | 32,231           | -                |
| Derivative financial liabilities designated as held for  |      |                  |                  |
| trading  |      | 82,838           | 79,545           |
| Derivative financial liabilities designated as hedge   |      | 6.025            | 17.170           |
| accounting relationships   |      | 6,925            | 17,179           |
| Other liabilities  |      | 236,570          | 193,360          |
| Subordinated bonds and loans   |      | <u>110,454</u>   | 108,835          |
| TOTAL LIABILITIES  |      | <u>6,995,246</u> | <u>6,346,625</u> |
| Share capital  |      | 28,000           | 28,000           |
| Retained earnings and reserves   |      | 1,484,906        | 1,406,797        |
| Treasury shares  |      | (1,964)          | (9,540)          |
| TOTAL SHAREHOLDERS' EQUITY   |      | 1,510,942        | 1,425,257        |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY   |      | 8,506,188        | 7,771,882        |



## SEPARATE CONDENSED STATEMENT OF PROFIT OR LOSS AND COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2018 (UNAUDITED) (in HUF mn)

|  | Note     | 2018                     | 2017           |
|--|----------|--------------------------|----------------|
| Interest Income  | 12.      | 290,733                  | 244,976        |
| Interest Expense   | 12.      | (83,778)                 | (69,321)       |
| NET INTEREST INCOME  | 12.      | <u>206,955</u>           | <u>175,655</u> |
| Provision for impairment on loan and placement losses  | 6.       | (7,822)                  | (7,775)        |
| NET INTEREST INCOME AFTER PROVISIO<br>FOR IMPAIRMENT ON LOAN AND<br>PLACEMENT LOSSES   | N        | <u>199,133</u>           | <u>167,880</u> |
| Net profit from fees and commissions   |          | 178,217                  | 176,404        |
| Net operating income   |          | 84,438                   | 178,518        |
| Other administrative expenses  |          | (277,155)                | (252,385)      |
| PROFIT BEFORE INCOME TAX   |          | <u>184,633</u>           | <u>270,417</u> |
| Income tax expense   |          | <u>(11,191)</u>          | (18,867)       |
| NET PROFIT FOR THE PERIOD  |          | <u>173,442</u>           | <u>251,550</u> |
| Earnings per share (in HUF) Basic Diluted  |          | <u>621</u><br><u>621</u> | 902<br>902     |
| The comprehensive income items are as follows:   |          |                          |                |
|  |          | 2018                     | 2017           |
| NET PROFIT FOR THE PERIOD  |          | <u>173,442</u>           | <u>251,550</u> |
| Items that may be reclassified subsequently to prolose:  | rofit or |                          |                |
| Fair value adjustment of financial assets at fair value through other comprehensive income Deferred tax (9%) related to financial assets at fa |          | (28,640)                 | 18,174         |
| through other comprehensive income<br>Derivative financial instruments designated as ca  |          | 2,543                    | (1,636)        |
| hedge<br><b>Total</b>  |          | 949<br>(25,148)          | 16,538         |
| NET COMPREHENSIVE INCOME   |          | <u>148,294</u>           | <u>268,088</u> |



|   | Share<br>Capital | Capital<br>reserve | Share-based payment reserve | Retained earnings | Other comprehensive income | Other reserves | Put option reserve | Treasury<br>Shares | Total            |
|---|------------------|--------------------|-----------------------------|-------------------|----------------------------|----------------|--------------------|--------------------|------------------|
| Balance as at 1 January 2017  | <u>28,000</u>    | <u>52</u>          | <u>28,237</u>               | <u>1,132,360</u>  | <u>53,662</u>              | <u>34,289</u>  | <u>(55,468)</u>    | <u>(8,709)</u>     | 1,212,423        |
| Net profit for the year   | _                | _                  | _                           | 251,550           | -                          | _              |                    | _                  | 251,550          |
| Other comprehensive income  | _                | -                  | -                           | -                 | 16,538                     | -              | -                  | -                  | 16,538           |
| Share-based payment   | -                | -                  | 3,598                       | -                 | -                          | -              | -                  | -                  | 3,598            |
| Payments to ICES holders  | -                | _                  | -                           | (1,519)           | -                          | -              | -                  | -                  | (1,519)          |
| Sale of treasury shares   | -                | -                  | -                           | -                 | -                          | -              | -                  | 12,679             | 12,679           |
| Loss on sale of treasury shares   | -                | -                  | -                           | (3,302)           | -                          | -              | -                  | -                  | (3,302)          |
| Acquisition of treasury shares  | -                | -                  | -                           | -                 | -                          | -              | -                  | (13,510)           | (13,510)         |
| Transfer to general reserve   | -                | -                  | -                           | (25,155)          | -                          | 25,155         | -                  | -                  | -                |
| Dividend for the year 2016  |                  |                    |                             | (53,200)          |                            |                | <del>_</del>       |                    | (53,200)         |
| <b>Balance as at 31 December 2017</b> Effect of transition to application | <u>28,000</u>    | <u>52</u>          | <u>31,835</u>               | <u>1,300,734</u>  | <u>70,200</u>              | <u>59,444</u>  | <u>(55,468)</u>    | <u>(9,540)</u>     | <u>1,425,257</u> |
| of IFRS 9   | -                | -                  | -                           | (5,364)           | 389                        | -              | -                  | -                  | (4,975)          |
| Balance as at 1 January 2018 in accordance with IFRS 9                    | 28,000           | <u>52</u>          | <u>31,835</u>               | 1,295,370         | 70,589                     | <u>59,444</u>  | <u>(55,468)</u>    | <u>(9,540)</u>     | 1,420,282        |
| Net profit for the year   | -                | -                  | -                           | 173,442           | =                          | -              | -                  | -                  | 173,442          |
| Other comprehensive income  | -                | -                  | -                           | -                 | (25,148)                   | -              | -                  | -                  | (25,148)         |
| Share-based payment   | -                | -                  | 3,797                       | -                 | =                          | -              | -                  | -                  | 3,797            |
| Payments to ICES holders  | -                | -                  | -                           | (1,256)           | =                          | -              | -                  | -                  | (1,256)          |
| Sale of treasury shares   | -                | -                  | -                           | (6,431)           | =                          | -              | -                  | 21,814             | 15,383           |
| Acquisition of treasury shares  | -                | -                  | -                           | -                 | =                          | -              | -                  | (14,238)           | (14,238)         |
| Transfer to general reserve   | -                | -                  | -                           | (17,344)          | -                          | 17,344         | -                  | -                  | -                |
| Dividend for the year 2017  |                  |                    |                             | (61,320)          |                            |                |                    |                    | (61,320)         |
| Balance as at 31 December 2018  | <u>28,000</u>    | <u>52</u>          | <u>35,632</u>               | <u>1,382,461</u>  | <u>45,441</u>              | <u>76,788</u>  | <u>(55,468)</u>    | <u>(1,964)</u>     | <u>1,510,942</u> |



#### SEPARATE CONDENSED STATEMENT OF CASH FLOWS FOR YEAR ENDED 31 DECEMBER 2018 (UNAUDITED) (in HUF mn)

|  | 2018               | 2017               |
|--|--------------------|--------------------|
| Profit before income tax   | 184,633            | 270,417            |
| Net accrued interest   | 1,586              | (4,682)            |
| Depreciation and amortization  | 21,232             | 20,529             |
| Release of provision for impairment  | (2,525)            | (78,627)           |
| Share-based payment  | 3,797              | 3,598              |
| Unrealised losses on fair value adjustment of securities at fair value through profit or loss and held for trading | (13,528)           | (18,335)           |
| Unrealised gains on fair value adjustment of derivative financial instruments                                      | 16,903             | 12,458             |
| Net change in assets and liabilities in operating activities   | 63,185             | (14,234)           |
| Net cash provided by operating activities  | <u>275,283</u>     | <u>191,124</u>     |
| Net cash used in investing activities  | (316,268)          | (669,430)          |
| Net cash used in financing activities  | (3,511)            | (54,106)           |
| Net decrease in cash and cash equivalents  | <u>(44,496)</u>    | (532,412)          |
| Cash and cash equivalents at the beginning of the year<br>Cash and cash equivalents at the end of the period       | 347,854<br>303,358 | 880,266<br>347,854 |

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

#### 1.1. General information

These interim condensed financial statements had been prepared in accordance with the prescriptions of IAS 34.

#### 1.2. Accounting

The Bank maintains its accounting records and prepares its statutory accounts in accordance with the commercial, banking and fiscal regulations prevailing in Hungary.

The presentation and the functional currency of the Bank is the Hungarian Forint ("HUF").

The Bank followed the same accounting policies and methods of computation in the interim financial statements as compared with the most recent annual financial statements, except changes as a result of applying IFRS 9 "Financial Instruments".

IFRS 9 "Financial Instruments" replaces IAS 39 "Financial Instruments: Recognition and Measurement" for annual reporting periods commencing on or after 1 January 2018. It contains changes to the requirements relating to the recognition and measurement, impairment, derecognition and hedge accounting.

Effect of transition to IFRS 9 on CET1 capital is not significant in case of the separate financial statements.

| IAS 39  | IFRS 9  | Opening balance     | Reclassification | Remeasurement due to | Remeasurement due to impairment |                | ment           | Opening balance |                     |
|---|---|---------------------|------------------|----------------------|---------------------------------|----------------|----------------|-----------------|---------------------|
|   |   | according to IAS 39 |                  | reclassification     | Stage 1                         | Stage 2        | Stage 3        | POCI            | according to IFRS 9 |
| Placements with other banks                             | Placements with other banks   | 978,098             | <u>-</u>         |                      | (1,257)                         |                |                |                 | 976,841             |
| Loans measured at amortised cost                        | Loans measured at amortised cost<br>Loans mandatorily measured at                     | 2,145,046           | (19,650)         | -                    | (1,350)                         | (1,902)        | (5,679)        | 2,021           | 2,118,486           |
| Cost  | fair value  | <del>-</del>        | <u>19,650</u>    | <u>1,408</u>         |                                 |                |                |                 | 21,058              |
| Loans total   | Loans total   | <u>2,145,046</u>    | <del>-</del>     | <u>1,408</u>         | (1,350)                         | (1,902)        | <u>(5,679)</u> | <u>2,021</u>    | <u>2,139,544</u>    |
| Held for trading securities                             | Held for trading securities   | 206,715             | -                | -                    | -                               | -              | -              | -               | 206,715             |
| Available for sale securities                           | Securities mandatorily measured at fair value through profit or loss                  | -                   | 20,005           | -                    | -                               | -              | -              | -               | 20,005              |
| Available for sale securities                           | Securities at fair value through other comprehensive income                           | 1,735,902           | (20,005)         | -                    | (2,380)                         | -              | _              | -               | 1,713,517           |
| Held to maturity securities                             | Securities at amortised cost  | 1,043,779           | <u>-</u>         | <u>-</u>             | (1,477)                         |                |                |                 | 1,042,302           |
| Securities total  | Securities total  | 2,986,396           | <del>-</del>     |                      | (3,857)                         |                |                |                 | 2,982,539           |
| Amounts due to banks                                    | Amounts due to banks Financial liabilities designated as fair value through profit or | 694,533             | (20,011)         | -                    | -                               | -              | -              | -               | 674,522             |
|   | loss  |                     | 20,011           | <u>1,465</u>         |                                 |                |                |                 | 21,476              |
| Total   | Total   | <u>5,415,007</u>    | <del>_</del>     | <u>(57)</u>          | <u>(6,464)</u>                  | <u>(1,902)</u> | <u>(5,679)</u> | <u>2,021</u>    | <u>5,402,926</u>    |
| Provision for loan commitments and financial guarantees | Provision for loan commitments and financial guarantees                               | 10,007              | -                | -                    | (3,911)                         | (240)          | 120            | -               | 5,976               |



#### NOTE 2: SIGNIFICANT EVENTS DURING THE YEAR ENDED 31 DECEMBER 2018

- 1) Capital increase at OTP banka Srbija
- 2) Capital increase at OTP Banka Slovensko
- 3) Capital increase at OTP Bank Romania SA
- 4) Capital increase at Bank Center No. 1. Ltd.
- 5) Acquisition in Albania
- 6) Acquisition in Bulgaria
- 7) Acquisition in Serbia
- 8) Capital increase at DSK Bank

See details about the event above in Note 7.

#### NOTE 3: SIGNIFICANT EVENTS AFTER THE REPORTING PERIOD

#### 9) Acquisition in Moldova

See details about the event above in Note 7.

FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS (in HUF mn) NOTE 4: 2018 2017 Securities held for trading: Government bonds 10,538 64,570 7,169 Other non-interest bearing securities 9,187 Hungarian government discounted Treasury Bills 1,059 1,169 Mortgage bonds 972 371 319 Corporate shares and investments Hungarian government interest bearing Treasury Bills 93,806 Other bonds 2,093 34,583 Subtotal 22,202 203,634 Accrued interest 120 3,081 **Total** 22,322 206,715 Securities mandatorily measured at fair value through profit or loss: Shares in investment funds 15,880 Bonds 4,753 20,633 Accrued interest 25 **Subtotal** 20,658 Held for trading derivative financial instruments: 46,359 34,911 Interest rate swaps Foreign currency swaps 33,816 24,436 CCIRS and mark-to-market CCIRS<sup>1</sup> swaps 17,078 21,314 Other derivative transactions<sup>2</sup> 14,809 16,551 Subtotal 112,062 97,212 Total 155,042 303,927

<sup>&</sup>lt;sup>1</sup> CCIRS: Cross Currency Interest Rate Swap

<sup>&</sup>lt;sup>2</sup> incl.: FX, equity, commodity and index futures; FX forward; commodity and equity swap; FRA; FX option



### NOTE 5: FINANCIAL ASSETS AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME (in HUF mn)

|  | 2018             | 2017             |
|--|------------------|------------------|
| Government bonds   | 869,811          | 1,190,235        |
| Mortgage bonds   | 224,965          | 149,987          |
| Interest bearing treasury bills  | 234,399          | 142,988          |
| Other securities   | 105,716          | 234,150          |
| - <u>listed securities</u>   | 34,725           | 116,541          |
| in HUF   | -                | 78,762           |
| in foreign currency  | 34,725           | 37,779           |
| - <u>non-listed securities</u>   | 70,991           | 117,609          |
| in HUF   | 23,451           | 48,410           |
| in foreign currency  | 47,540           | 69,199           |
| Subtotal   | <u>1,434,891</u> | <u>1,717,360</u> |
| Accrued interest   | 17,014           | 18,628           |
| Provision for impairment   | <del>-</del> _   | (86)             |
| Securities at fair value through other comprehensive income total        | <u>1,451,905</u> | <u>1,735,902</u> |
| An analysis of the change in the provision for impairment is as follows: |                  |                  |
|  | 2018             | 2017             |
| Balance as at 1 January  | 86               | -                |
| Change as a result of applying IFRS 9                                    | (86)             | =                |
| Reclassification   | -                | 96               |
| Release of provision   | <u>-</u>         | (10)             |
| Closing balance  | <u> </u>         | <u>86</u>        |

#### NOTE 6: LOANS (in HUF mn)

#### Loans mandatorily measured at fair value through profit or loss

|   | 2018                      | 2017     |
|---|---------------------------|----------|
| Gross loans Fair value adjustment Total                               | 32,759<br>(156)<br>32,603 | <u>-</u> |
| Accrued interest  | <u>142</u>                |          |
| Loans mandatorily measured at fair value through profit or loss total | <u>32,745</u>             |          |

Loans measured at fair value through profit or loss are mandatorily measured at fair value through profit or loss.

#### Loans measured at amortised cost, net of allowance for loan losses

|  | 2018             | 2017             |
|--|------------------|------------------|
| Short-term loans and promissory notes (within one year)                  | 1,317,656        | 1,081,438        |
| Long-term loans and promissory notes (over one year)                     | <u>1,330,274</u> | <u>1,127,978</u> |
| Loans gross total  | <u>2,647,930</u> | <u>2,209,416</u> |
| Accrued interest   | 4,441            | 5,138            |
| Provision for impairment on loan losses                                  | (66,253)         | (69,508)         |
| Loans measured at amortised cost, net of allowance for loan losses total | <u>2,586,118</u> | <u>2,145,046</u> |
| Loans total  | <u>2,618,863</u> | <u>2,145,046</u> |

#### Partial write-off

OTP Bank applies partial write-off for loans based on the definitions and prescriptions of financial instruments in accordance with IFRS 9. If OTP Bank has no reasonable expectations regarding a financial asset (loan) to be recovered, it will be written off partially at the time of emergence. A loan will be partially written off if it has matured or was terminated by the Bank.

The gross amount and impairment loss of the loans shall be written off in the same amount to the estimated maximum recovery amount while the net carrying value is being unchanged. In these cases there is no reasonable expectation from the clients to complete contractual cash flows therefore OTP Bank does not accrue interest income in case of partial write-off. Whole amount of accrued interest being part of the amortized cost, recognized as income up to the partial write-off, will be written off.

Loan receivables legally demanded from clients are equal to the full amount of receivables before the partial write-off.

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

|   | 2018             | 2017        |                  |             |
|---|------------------|-------------|------------------|-------------|
| Retail loans                              | 547,277          | 20%         | 512,529          | 23%         |
| Retail consumer loans                     | 397,911          | 15%         | 334,301          | 15%         |
| Retail mortgage backed loans <sup>1</sup> | 149,366          | 5%          | 178,228          | 8%          |
| Corporate loans                           | 2,100,653        | <b>79%</b>  | 1,696,887        | 77%         |
| Loans to corporates                       | 2,003,392        | 75%         | 1,651,908        | 75%         |
| Municipality loans                        | 97,261           | 4%          | 44,979           | <u>2%</u>   |
| Loans at amortised cost total             | 2,647,930        | 99%         | 2,209,416        | 100%        |
| Loans at fair value total                 | <u>32,603</u>    | <u>1%</u>   | <u>-</u>         |             |
| Gross loans total                         | <u>2,680,533</u> | <u>100%</u> | <b>2,209,416</b> | <u>100%</u> |

<sup>&</sup>lt;sup>1</sup> incl. housing loans

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#### NOTE 6: LOANS (in HUF mn) [continued]

An analysis of the loan portfolio by currency is as follows:

|   | 2018             | 2017              |
|---|------------------|-------------------|
| In HUF  | 57%              | 58%               |
| In foreign currency   | 43%              | 42%               |
| Total   | <u>100%</u>      | <u>100%</u>       |
| An analysis of the change in the provision for impairment on loan losses is | as follows:      |                   |
|   | 2018             | 2017              |
| Balance as at 1 January   | 69,508           | 91,335            |
| Change as a result of applying IFRS 9                                       | 8,931            | -                 |
| Reclassification  | 26               | (1,397)           |
| Provision for the period  | 102,203          | 79,422            |
| Release of provision  | (104,855)        | (85,280)          |
| Portional write-off   | (3,444)          | (3,372)           |
| Partial write-off   | (6,116)          | <u>(11,200</u> )  |
| Closing balance   | <u>66,253</u>    | <u>69,508</u>     |
| NOTE 7: INVESTMENTS IN SUBSIDIARIES (in HUF mn)                             |                  |                   |
|   | 2018             | 2017              |
| Investments in subsidiaries:  |                  |                   |
| Controlling interest  | 1,712,635        | 1,502,999         |
| Other investments   | 1,013            | 3,261             |
|   | <u>1,713,648</u> | <u>1,506,260</u>  |
| Provision for impairment  | (536,075)        | <u>(538,846</u> ) |
| Total   | <u>1,177,573</u> | <u>967,414</u>    |
| An analysis of the change in the provision for impairment is as follows:    |                  |                   |
|   | 2018             | 2017              |
| Balance as at 1 January   | 538,846          | 639,917           |
| Reclassification  | ,<br>-           | (35,871)          |
| Provision for the period  | 39,430           | 44,770            |
| Release of provision  | (34,994)         | -                 |
| Use of provision  | (7,207)          | (109,970)         |
| Closing balance   | <u>536,075</u>   | <u>538,846</u>    |



#### NOTE 7: INVESTMENTS IN SUBSIDIARIES (in HUF mn) [continued]

The registered capital of the Serbian subsidiary (OTP banka Srbija a.d. Novi Sad) of OTP Bank was increased to RSD 31,607,808,040 from RSD 16,701,370,660 and the ownership ratio of OTP Bank Plc. represents 99.04% currently.

The registered capital of the Slovakian subsidiary (OTP Banka Slovensko a.s.) of OTP Bank was increased to EUR 111,580,508.84 from EUR 88,539,106.84 and the ownership ratio of OTP Bank Plc. represents 99.58% currently.

The registered capital of the Romanian subsidiary (OTP Bank Romania SA) of OTP Bank was increased to RON 1,509,252,960 from RON 1,254,252,720.

The registered capital of Bank Center No. 1 Ltd. has increased to HUF 11,500,000,000. Accordingly, the ownership ratios have been modified as follows: OTP Bank Plc. 72.43%, INGA Kettő Ltd. 27.57%.

OTP Bank signed an acquisition agreement on purchasing 88.89% shareholding of Banka Societe Generale Albania SH. A. ("SGAL"), the Albanian subsidiary of Société Générale Group. With a market share of nearly 6%, SGAL is the 5th largest bank on the Albanian banking market and as a universal bank it has been active in the retail and corporate segment as well. The financial closing of the transaction is expected in Q4 2018 subject to obtaining all the necessary regulatory approvals.

DSK Bank EAD, the Bulgarian subsidiary of OTP Bank signed an acquisition agreement on purchasing 99.74% shareholding of Societe Generale Expressbank AD ("SGEB"), the Bulgarian subsidiary of Societé Générale Group, and other local subsidiaries held by SGEB. With a market share of approximately 6.7% Societe Generale Expressbank is the 7th largest bank on the Bulgarian banking market and as a universal bank it has been active in the retail and corporate segment as well. As a result of the acquisition OTP Group will further strengthen its market position in Bulgaria. The financial closing of the transaction is expected in Q4 2018 subject to obtaining all the necessary regulatory approvals.

OTP Bank signed an acquisition agreement on purchasing 100% shareholding of Societe Generale Banka Srbija a.d. ("SGS"), the Serbian subsidiary of Societe Generale Group and all subsidiaries held by SGS. With a market share of 8.4% based on total assets, SGS is the 4th largest bank on the Serbian banking market and as a universal bank it has been active in the retail and corporate segment as well.

OTP Bank signed an acquisition agreement on purchasing 87.85% shareholding of Mobiasbanca – Groupe Societe Generale S.A. ("SGMB"), the Moldovan subsidiary of Societe Generale Group. With a market share of 13.3%, SGMB is the 4th largest bank on the Moldovan banking market and as a universal bank it has been active in the retail and corporate segment as well. The financial closure of the transaction is expected in the coming months subject to obtaining all the necessary regulatory approvals.

The registered capital of the Bulgarian subsidiary of OTP Bank was increased to BGN 1,327,482,000 from BGN 153,984,000. The Bulgarian Court of Registration registered the capital increase at 27 December 2018.

#### **NOTE 8:** SECURITIES AT AMORTISED COST (in HUF mn)

|  | 2018  | 2017                                   |
|--|---|--|
| Government bonds Mortgage bonds Subtotal | 1,408,031<br><u>4,708</u><br><b>1,412,739</b> | 1,021,441<br>4,746<br><b>1,026,187</b> |
| Accrued interest                         | 20,718  | 17,592                                 |
| Provision for impairment                 | (1,668)                                       | <del>-</del>                           |
| Total                                    | <u>1,431,789</u>                              | <u>1,043,779</u>                       |



#### **NOTE 8:** SECURITIES AT AMORTISED COST (in HUF mn) [continued] An analysis of the change in the provision for impairment is as follows: 2018 2017 **Balance as at 1 January** Change as a result of applying IFRS 9 1,477 Provision for the period 875 (684) Release of provision Closing balance **1,668 NOTE 9: DEPOSITS FROM CUSTOMERS (in HUF mn)** 2018 2017 Within one year: In HUF 4,787,625 4,266,829 In foreign currency 904,245 901,876 5,691,870 5,168,705 Over one year: In HUF 22,633 48,100 48,100 22,633 **Subtotal 5,739,970** 5,191,338 Accrued interest 1,528 1,531 **Total** 5,741,498 5,192,869 An analysis of deposits from customers by type is as follows:

|                        | 2018             |             | 2017             |             |
|------------------------|------------------|-------------|------------------|-------------|
| Retail deposits        | 2,943,431        | 51%         | 2,562,571        | 49%         |
| Household deposits     | 2,943,431        | 51%         | 2,562,571        | 49%         |
| Corporate deposits     | 2,796,539        | 49%         | 2,628,767        | 51%         |
| Deposits to corporates | 2,339,855        | 41%         | 2,095,613        | 41%         |
| Municipality deposits  | 456,684          | 8%          | 533,154          | 10%         |
| Total                  | <u>5,739,970</u> | <u>100%</u> | <u>5,191,338</u> | <u>100%</u> |

| NOTE 10: LIABILITIES FROM ISSUED SECURITIES (in HUF mn) |               |               |
|---|---------------|---------------|
|   | 2018          | 2017          |
| Within one year:  |               |               |
| In HUF  | 9,397         | 12,930        |
| In foreign currency                                     | 4,817         | 6,818         |
|   | <u>14,214</u> | <u>19,748</u> |
| Over one year:  |               |               |
| In HUF  | 32,460        | 40,538        |
| In foreign currency                                     | <del>-</del>  | 1             |
|   | <u>32,460</u> | 40,539        |
| Subtotal  | 46,674        | <u>60,287</u> |
| Accrued interest  | 20            | 17            |
| Total   | <u>46,694</u> | <u>60,304</u> |



### NOTE 11: OFF BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn)

#### (a) Contingent liabilities and commitments

|  | 2018      | 2017             |
|--|-----------|------------------|
|  |           |                  |
| Commitments to extend credit   | 1,313,715 | 1,046,860        |
| Guarantees arising from banking activities                               | 828,843   | 612,099          |
| from this: Payment undertaking liabilities (related to issue of mortgage |           |                  |
| bonds) of OTP Mortgage Bank  | 472,213   | 278,960          |
| Legal disputes (disputed value)  | 3,772     | 5,231            |
| Confirmed letters of credit  | 96        | 90               |
| Other  | 191,907   | 159,119          |
| Total  | 2,338,333 | <u>1,823,399</u> |

At the balance sheet date the Bank 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 Bank 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. Provision due to legal disputes was HUF 691 million and HUF 1,207 million as at 31 December 2018 and 31 December 2017, respectively.

#### (b) Fair value of derivative instruments

| (-)  | Fair value     |                  |
|--|----------------|------------------|
|  | 2018           | 2017             |
| Interest rate swaps classified as held for trading                               |                |                  |
| Positive fair value of interest rate swaps classified as held for trading        | 46,359         | 34,911           |
| Negative fair value of interest rate swaps classified as held for trading        | (29,776)       | (30,871)         |
| Foreign exchange swaps classified as held for trading                            |                |                  |
| Positive fair value of foreign exchange swaps classified as held for trading     | 33,816         | 24,436           |
| Negative fair value of foreign exchange swaps classified as held for trading     | (26,654)       | (14,326)         |
| Interest rate swaps designated as fair value hedge                               |                |                  |
| Positive fair value of interest rate swaps designated in fair value hedge        | 4,467          | 6,639            |
| Negative fair value of interest rate swaps designated in fair value hedge        | (6,050)        | (17,179)         |
| CCIRS classified as held for trading   |                |                  |
| Positive fair value of CCIRS classified as held for trading                      | 17,078         | 21,314           |
| Negative fair value of CCIRS classified as held for trading                      | (17,164)       | (22,759)         |
| CCIRS designated as fair value hedge   |                |                  |
| Positive fair value of CCIRS designated in fair value hedge                      | 4,003          | 3,509            |
| Negative fair value of CCIRS designated in fair value hedge                      | (352)          | -                |
| Interest rate swaps designated as cash flow hedge                                |                |                  |
| Positive fair value of interest rate swaps designated in cash flow hedge         | 3,751          | -                |
| Negative fair value of interest rate swaps designated in cash flow hedge         | (523)          | -                |
| Other derivative contracts classified as held for trading                        |                |                  |
| Positive fair value of other derivative contracts classified as held for trading | 14,809         | 16,551           |
| Negative fair value of other derivative contracts classified as held for trading | (9,244)        | <u>(11,589</u> ) |
| Derivative financial assets total  | <u>124,283</u> | <u>107,360</u>   |
| Derivative financial liabilities total   | (89,763)       | <u>(96,724</u> ) |
| Derivative financial instruments total   | <u>34,520</u>  | <u>10,636</u>    |

As at 31 December 2018 the Bank has derivative instruments with positive fair values of HUF 124,283 million and negative fair values of HUF 89,763 million. Corresponding figures as at 31 December 2017 and 31 December 2018 are HUF 107,360 million and HUF 96,724 million.

### NOTE 11: OFF BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn) [continued]

Positive fair values of derivative instruments designated as hedge accounting relationships are included in other assets, while positive fair values of derivative instruments classified as held for trading are included in financial assets at fair value through profit or loss. Negative fair values of hedging derivative instruments are included in other liabilities, negative fair values of derivatives held for trading are included in the negative fair value of derivative financial instruments classified as held for trading line.

#### **NOTE 12: NET INTEREST INCOME (in HUF mn)**

|  | 2018           | 2017             |
|--|----------------|------------------|
| Interest Income:   |                |                  |
| Loans  | 141,536        | 120,960          |
| Placements with other banks, net of allowance for placement losses   | 69,947         | 47,776           |
| Securities fair value through other comprehensive income             | 31,628         | 30,100           |
| Securities at amortised cost   | 47,342         | 44,737           |
| Amounts due from banks and balances with National Bank of Hungary    | 280            | 1,403            |
| Total Interest Income  | <u>290,733</u> | <u>244,976</u>   |
| Interest Expense:  |                |                  |
| Amounts due to banks and deposits from the National Bank of Hungary, | (52,002)       | (5(,002)         |
| other banks and the Hungarian Government                             | (53,993)       | (56,893)         |
| Deposits from customers  | (26,634)       | (9,244)          |
| Liabilities from issued securities                                   | (157)          | (151)            |
| Subordinated bonds and loans   | (2,994)        | (3,033)          |
| Total Interest Expense   | (83,778)       | <u>(69,321</u> ) |
| NET INTEREST INCOME  | <u>206,955</u> | <u>175,655</u>   |

#### **NOTE 13: RELATED PARTY TRANSACTIONS (in HUF mn)**

The Bank enters into transactions for services with a number of subsidiaries. Such transactions are conducted at rates which approximate market conditions.

Related party transactions can be detailed as follows:

#### Transactions related to OTP Mortgage Bank Ltd.:

|  | 2018   | 2017   |
|--|--------|--------|
| Fees and commissions received from OTP Mortgage Bank Ltd. relating to  |        |        |
| the loans  | 12,792 | 14,254 |
| Loans sold to OTP Mortgage Bank Ltd. (including interest)  | 402    | 447    |
| The gross book value of the loans sold   | 398    | 399    |
| Transactions related to OTP Factoring Ltd.:  |        |        |
|  | 2018   | 2017   |
| The gross book value of the loans  | 13,654 | 13,774 |
| Provision for loan losses on the loans sold  | 8,348  | 7,398  |
| Loans sold to OTP Factoring Ltd. without recourse (including interest) Loss on these transaction (recorded in the separate financial statements as | 4,747  | 4,914  |
| loan and placement loss)   | 559    | 1,462  |

The underlying mortgage rights were also transferred to OTP Factoring Ltd.