



**OTP Bank Rt.**

**First Half 2002  
Stock Exchange Report**

**Budapest, August 14, 2002**

## OTP Bank's First Half 2002 Stock Exchange Report

OTP Bank's first half 2002 Stock Exchange Report contains the HAR and IAS non consolidated and consolidated first half 2002 balance sheet and profit and loss account for the 6 months ending 30 June 2002. For the sake of easier analysis by international investors, we present both the HAR non-consolidated and consolidated figures in a format that is closer to the international format. Data in the report are non-audited.

### HIGHLIGHTS

#### HAR

OTP Bank's HAR after-tax profits for the first 6 months of 2002 were HUF21,615 million, HUF3,843 million or 21.6% higher than in the same period in 2001. OTP Group's consolidated after-tax profits were HUF25,760 million, an increase of 17.1% over the first half 2001, and 19.2% higher than the figure of the Bank.

For the first half of 2002 OTP Bank's HAR pre-tax profits were HUF26,458 million, 19.8% higher than in 2001. OTP Group's consolidated pre-tax profits were HUF31,319 million, an increase of 15.2% over the same period of 2001 and 18.4% higher than the figure of the Bank.

Over the 3 months period ending 30 June 2002, total Bank assets grew to HUF2,185,255 million or by 1.0%. This figure is 10.7% higher than a year earlier. Total assets for the group were HUF2,488,451 million on 30 June 2002, which represented a year-on-year growth of 16.1%, and it was 13.9% higher than total assets of the Bank.

1H2001	1H2002	Change	Financial highlights	1H2001	1H2002	Change
	Bank		HAR		Group	
1,973.7	2,185.3	10.7%	Total assets (HUF bn)	2,142.9	2,488.4	16.1%
651.8	915.2	40.4%	Total loans and advances (HUF bn)	706.8	1,052.0	48.8%
1,597.8	1,788.3	11.9%	Total deposits (HUF bn)	1,677.8	1,935.4	15.4%
40.8%	51.2%	10.38%	Loan/deposit ratio	42.1	54.4	29.0%
141.7	174.9	23.5%	Shareholders equity (HUF bn)	161.6	203.1	25.7%
13.9x	12.5x	10.9%	Balance sheet gearing	13.3x	12.2x	-7.65%
22.1	26.5	19.8%	Pre-tax profits (HUF bn)	27.1	31.3	15.2%
17.8	21.6	21.6%	After tax profits (HUF bn)	22.0	25.7	17.1%
67.16	82.06	22.2%	EPS undiluted (HUF) <sup>1</sup>	85.58	100.59	17.5%
63.47	77.20	21.6%	EPS fully diluted (HUF) <sup>2</sup>	78.58	92.00	17.1%
1.82%	2.00%	0.08%	Return on Assets <sup>3</sup>	2.14	2.09	-2.06%
26.4%	25.9%	-0.5%	Return on Equity <sup>3</sup>	31.0	27.6	-10.84%
16.0%	20.0%	4.00%	Real Return on Equity <sup>3</sup>	18.5	21.7	2.09%
1,898.3	2,120.1	11.7%	Average assets (HUF bn)	2,020.2	2,274.6	12.6%
47.9	49.1	2.6%	Net interest income (HUF bn)	53.6	57.8	7.9%
5.04%	4.63%	-0.41%	Net interest margin <sup>1</sup>	5.31	5.08	-4.22%

#### IAS

OTP Bank's IAS after-tax profits for the first half of 2002 were HUF24,640 million, HUF4,332 million or 21.3% higher than in the same period in 2001. OTP Group's consolidated after-tax profit was HUF28,975 million, increase of 16.7% over the first half 2001, and 17.6% higher than the figure of the Bank.

Over the 3 months period ending 30 June 2002, total Bank assets grew to HUF2,160,091 million or by 0.6%. This figure is 10.5% higher than a year earlier. Total assets for the group were HUF2,452,719 million on 30 June 2002, which represented a year-on-year growth of 16.1%, and it was 13.5% higher than total assets of the Bank.

1H2001	1H2002	Change	Financial highlights	1H2001	1H2002	Change
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<sup>1</sup> Calculation method of undiluted earnings per share: post-tax profit/(ordinary shares -shareholders` equity)

<sup>2</sup> Calculation method of diluted earnings per share: (post-tax profit)/ (ordinary shares)

<sup>3</sup> annualized

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Bank			HAR		Group		
1,954.2	2,160.1	10.5%	Total assets (HUF bn)	2,112.4	2,452.7	16.1%	
645.5	903.0	39.9%	Total loans and advances (HUF bn)	674.4	980.2	45.4%	
1,659.1	1,815.3	9.4%	Total deposits (HUF bn)	1,701.2	1,922.8	13.0%	
38.9%	49.7%	10.84%	Loan/deposit ratio	39.6%	51.0%	28.6%	
136.2	174.6	28.1%	Shareholders equity (HUF bn)	147.0	192.6	31.0%	
			Balance sheet gearing	14.4x	12.7x	11.3%	
25.1	29.6	17.9%	Pre-tax profits (HUF bn)	30.7	34.8	13.4%	
20.3	24.6	21.3%	After tax profits (HUF bn)	24.8	28.9	16.7%	
72.53	88.00	21.3%	EPS undiluted (HUF) <sup>1</sup>	99.61	112.90	13.3%	
77.99	93.54	20.0%	EPS fully diluted (HUF) <sup>1</sup>	89.96	103.48	15.0%	
2.10%	2.31%	0.21%	Return on Assets <sup>4</sup>	2.42%	2.44%	0.02%	
30.9%	30.2%	-0.74%	Return on Equity <sup>4</sup>	35.8%	32.2%	-3.64%	
20.54%	24.3%	3.76%	Real Return on Equity <sup>4</sup>	25.5%	26.3%	0.80%	
1,937.1	2,131.8	10.1%	Average assets (HUF bn) <sup>4</sup>	2,083.5	2,371.2	13.8%	
48.6	58.8	21.1%	Net interest income (HUF bn)	53.9	66.1	22.6%	
4.73%	5.16%	0.43%	Net interest margin <sup>2</sup>	5.17%	5.57%	0.40%	

### MAJOR TENDENCIES FOR THE SECOND QUARTER OF 2002

Total assets of the Bank increased by HUF 21.1 billion (1.0%) during second quarter 2002. The rate of growth was lower than during second quarter 2001 (1.5%).

Among the assets the 31.0% decrease in cash (HUF123.8 bn) and parallel 4.0% increase (HUF18.4 bn) in government securities and the rearrangement of the structure benefiting investment securities were noticeable. Loans to credit institutions decreased by 2.2%. Customer receivables grew by HUF89.1 bn or 10.8% due to new loans to corporate and retail customers.

Liabilities to credit institutions increased by 6.5% and liabilities over 1 year maturity to credit institutions declined (HUF5.8). Liabilities to customers grew by HUF88million and corporate deposits increased by 11.4%. Liability side provisions were net 13.1% higher due to write back of other provisions and increase in provisions for general risk. The Bank's shareholders' equity increased by HUF8.4 billion or 5.0% since 31 March 2002.

The Bank realised HUF13,440 million pre-tax and HUF10,963 million after-tax profit in the second quarter. Within this the net interest income reached HUF25.0 billion in the second quarter of 2002, which was 2.0% higher than a year earlier and 3.9% more than in the first quarter of 2002. Compared to the second quarter of 2001 interest income declined by 6.0% and interest expenses fell by 14.3%. Compared to the first quarter of 2002 interest income decreased by 1.3% and interest expenses fell by 7.1%. Average balance sheet of the Bank was 12.6% higher than in the similar period in 2001. Average interest earned on assets was 9.43% while average cost of funding reached 4.36%. Interest spread decreased by 17 bps to 5.07% and net interest margin by 48bps to 4.66%. Both spread and margin was significantly higher than in Q1 2002.

Non-interest income grew by 22.3% to HUF 13,226 million and net fees and commissions were 30.2% higher than in second quarter 2001. Compared to the first quarter of 2002 the figures were 2.6% decrease and 6.2% increase. The proportion of non-interest income in total income reached 34.6%, which was 30.6% in the same period of 2001. Total income of the Bank grew by 8.2% to HUF 38,245 million, non-interest expenses grew by 6.6% to HUF22,042 million compared to the second quarter of 2001. Second quarter pre-tax profits for the Bank were 29.1% higher than in second quarter 2001. This was the result of HUF16,203 million operating income and HUF2,763 million provisioning and loan losses. Compared to the same period in 2001 this represented a 10.5% increase in operating income and 35.1% higher provisioning.

Undiluted earning per share<sup>1</sup> for the period was HUF41.61, diluted<sup>2</sup> EPS was HUF 39.15. US dollar equivalents are USD 0.16 and USD 0.15 respectively, based on the central banks average middle exchange rate between 31 March and 30 June 2002 (265.41 HUF/USD).

<sup>4</sup> annualized

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Annualised return on average assets for the period was 2.02%, on average equity 25.7%, 33bps and 185bps higher than for the same period in 2001.

### MAJOR NON-CONSOLIDATED FIGURES FOR THE FIRST 6 MONTHS OF 2002

OTP Bank's pre-tax profit for the first 6 months of 2002 was HUF26,458 million, a 19.8% increase from a year earlier. This profit was obtained by the subtraction of the HUF5,561 million of diminution in value and provisions from the HUF32,019 million operating income. Compared to the base period, this means a 16.5% increase in operating income and a 2.7% higher diminution in value and provisioning expenses.

With 18.3% calculated taxes after tax profit was HUF21,615 million, HUF3,843 million, or 21.6% higher than in the first 6 months of 2001.

After having generated the HUF2,161 million of general reserves and the dividend fund for the period, representing 25% nominal payout ratio, the Bank's retained earnings for the first 6 months were HUF14,250 million, an increase of 15.0% over the same period a year earlier.

Undiluted earning per share<sup>5</sup> for the period was HUF82.06, diluted<sup>6</sup> EPS was HUF77.20 which is 22.2% and 21.6% higher than for the first 6 months of 2001. US dollar equivalents are USD 0.30 and USD 0.28 respectively, based on the central banks average middle exchange rate between 1 January and 30 June 2002 (272.20 HUF/USD).

Annualised return on average equity for the period (ROE) was 25.9%, on average assets (ROA) 2.00% (26.4% and 1.82% resp. in 2001). Non consolidated real ROE (ROE less inflation) reached 20.0% - as a result of 23.9% growth in equity and declining inflation (to 5.9% y-on-y) - and was higher than in 2001 and was within the range (16-20%) set by the management.

### NET INTEREST INCOME

The bank's net interest income for the first 6 months of 2002 was HUF49.1 billion, 2.6% higher than in 2001. The net interest income was a result of HUF91.2 billion interest income (4.8% decrease) and HUF42.1 billion interest expenses (12.1% decrease).

Among the interest incomes, compared to the first half of 2001, interest earned on interbank accounts - accompanied by the jump in the interest-like profit of the swap deals was 23.5% lower partially due to the 4.8% decline of the average placement and the decreasing of the inter-bank interest rate level.. Income from securities decreased by 18.9% due to the decrease of their volumes (3.6%) and yield. In line with 43,6% growth in average volume and in spite of 329 bp. decline in rates, interest income from retail accounts grew by 21.6%. Interest earned on corporate accounts grew by 7,9% while the volume of the interest income by 30.0%. In municipal lending, despite the 24.1% growth in volume the interest income declined by 4.3%.

In spite of the growing volume of customer liabilities, interest expenses decreased on all types of accounts. Meanwhile in the case of interbank liabilities (mainly on the refinanced receivables) interest expenses were higher because of HUF volume increase. Interest expenses on securities fell by 49.4%. Interest paid on retail accounts decreased by 14.5% and their share in total interest expenses was 76.9% in line with the decrease in the interest rate level and the liability structure.

Changes in average volume of customer receivables, customer liabilities, of interest income and expense and yield compared to 1st Half 2001:

	Average volume	Interest income/expense	Yield (bps)
Customer receivables	+33,5%	+13,4%	-209
Total assets	+11,7%	-4,8%	-149
Customer liabilities	+10,5%	-11,8%	-112
Total liabilities	+11,7%	-12,1%	-108

In the first 6 months of 2002, yield on average interest earning assets represented 9.54% rate and interest paid on interest bearing liabilities represented 4.71% rate. The interest spread between average

<sup>5</sup> Calculation method of undiluted earnings per share: post-tax profit/(ordinary shares-treasury shares)

<sup>6</sup> Calculation method of diluted earnings per share: (post-tax profit)/ (ordinary shares).

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interest bearing liabilities and interest earning assets was 5.01% approx. 35 bps lower than a year earlier. Average assets were 11.7% higher than a year earlier, average yield on assets declined by 149 bps to 8.61%; and average cost of funds fell by 108 bp., to 3.98%. Interest margin over total average assets was 4.63% a decrease of 41 bps from H1 2001.

### QUALITY OF LOAN PORTFOLIO, PROVISIONS

The quality of the loan portfolio deteriorated slightly in the 2nd quarter. Qualified portion of total receivables represented 4.7%, while it was 4.2% on 31 March 2002. While increase in total loans was 7.6%, no problem loans grew by 7.0% and qualified loans were up by 20.5% during 3 months. Problem loans (which not contains to be monitored loans) grew in the second quarter by HUF2.9 billion or by 7.5% and the ratio of loans with problem was the same 2.6%.

Within total receivables, to be monitored loans grew by 41.3% or HUF7.535 million, growth of below average loans was 22.2% or HUF642, volume of doubtful loans increased by 33.3% or HUF3.249. Bad loans declined by 10.4% or HUF1.709 from 31 March 2002.

During the second quarter qualified loans grew by the volume of retail qualified loans. It was due to the growth of qualified volume of housing loans (by HUF460 million), of home equity loans (by HUF650 million) and of current accounts related loans (by HUF200 million). In corporate business part of the Dunaferri's receivables (HUF7,752 million) was collocated as to be monitored loan, the created provision was 10%.

Customer receivables grew by 10.6%. During the second quarter 2002 qualified receivables increased in the corporate business by 27.0%, by 10.0% in the retail business and by 9.2% in the municipality business.

Compared to 30 June 2002 total receivables increased by 31.0% (customer receivables by 38.6%), total qualified outstanding was 30.6% higher (increase in customer qualified receivables reached 30.8%), thus portion of qualified receivables did not change, it was 4.7%. NPLs decreased from HUF34,140 as on 30 June 2001 to HUF31.277 million by 8.4%, mainly due to the decline of bad loans in corporate business. For HUF57.1 billion of qualified outstanding, total provisions created were HUF23.0 billion resulting in coverage ratio of 40.4% (48.0% at the end of March 2002). Provisions created on HUF 31.3 billion loans with problem was HUF21.4 billion, which means 68.4% coverage ratio.

The Bank's receivables and their qualification for 30 June 2002 and 2001 were as follows (in HUF million):

	30 June 2002		30 June 2001	
	Total (HUF mn)	Distribution (%)	Total (HUF mn)	Distribution (%)
Total of loans:	1,222,300	100.0%	933,337	100.0%
Performing s	1,165,248	95.3%	889,664	95.3%
Qualified	57,052	4.7%	43,673	4.7%
Provision	23,064		25,832	
Coverage ratio	40.4%		59.1%	
Of which NPL	31,277	2.6%	34,140	3.7%
Provision	21,408		25,292	
Coverage ratio	68.4%		74.1%	

Since 30 June 2001 the share of the corporate business in the qualified portfolio declined from 68.2% to 65.5%, and parallel the proportion of retail business line in the qualified portfolio grew to 33.6%. At the same time 49.6% of the provisions were generated in the corporate and 48.8% in the retail business.

The breakdown of receivables, qualified loans and provisions by businesses were at 30 June 2002 and 2001 as below:

30 June 2001	Retail	Corporate	Interbank	Municipal
Total	22.7%	43.7%	27.3%	6.3%
No problem	22.3%	42.5%	28.6%	6.6%
Qualified	31.3%	68.2%	0.4%	0.2%
Provisions	33.8%	65.3%	0.7%	0.3%

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30 June 2002	Retail	Corporate	Interbank	Municipal
Total	26.5%	44.4%	23.0%	6.1%
No problem	26.1%	43.3%	24.1%	6.4%
Qualified	33.6%	65.5%	0.3%	0.6%
Provisions	48.8%	49.6%	0.7%	0.8%

The provisioning and loan losses on customer receivables for the first half 2002 was HUF3,435 million (a decrease of 4.2% from a year earlier). The Bank also generated the required general risk provisions (HUF2,132 million, an increase of 127.5%), released HUF91 million provision created for the uncovered open derivative position and generated HUF85 million other provisions.

Loan loss provisioning represented 0,82% (annualized) of the average customer receivables lower than in 2001 (1.14%).

### NON-INTEREST INCOME

During first 6 months of 2002 non-interest income increased by 37.0% over the same period in 2001, and reached HUF26,801 million. Net fees and commissions represented HUF24,762 million, a 35.8% increase (fees and commissions received increased by 32.5%, fees and commissions paid were 11.3% higher). Within fee income the fees on the card business exceeded a HUF8.3 billion income in the first 6 months of 2002 and was 32.0% higher than in the same period of 2001. Within the above item, mainly cash withdrawal (from ATM and POS) fees increased significantly as a result of the increased turnover.

The fees on loans also grew by 105.5% to HUF4,3 billion. Corporate lending growth positively influenced HUF and FX related fee income, while in retail business. Meanwhile, in the retail lending, the growth was sizeable from the 2000 condition, and building society loans, Forras loans from own and consortia funding and loans transferred to Mortgage Bank. Fee income from the retail current accounts increased by 18.7%. Deposit business increased fee income by 9.7%, securities transaction fees were 37.5% higher.

Net loss on securities trading in the first half were only HUF340 compared to HUF1.626,2 million in the first 6 months of 2001. In the first half of 2002, the Bank realised HUF395 million losses from the Hungarian Government Bonds in the trading portfolio and close to HUF 490 million proportional losses (depreciation) in value from the government bonds purchased over face value in the investment portfolio.

Thus the Bank realized HUF880.1 million lower losses on the Hungarian Government Bonds and, on the Treasury Discount Bills, 42,8 million more profit than in 1H 2002. From other securities, the profit was HUF469.1 million - 357.6% higher than in the comparable period of 2001.

Foreign exchange gains totalled at HUF728 million, 69.5% lower than for the first half of 2001. The Bank, due to high volume of HUF/FX swaps held a long average FX position in its balance sheet (in the first half of 2001, this position was a short one), which had no effect on the profitability, but - due to the settlement rules of the swap deals - caused restructuring of profit components (from HUF interest income to FX interest income).

Losses on real estate transactions were HUF2 million compared to HUF71 million a year earlier. Other non interest income was HUF1,010 million or 157.1% higher than during the comparable period in 2001.

Non-interest income represented 35.3% of total income, 6.3% higher than a year earlier.

Total income for the Bank reached HUF75.893 million, a 12.6% increase well above the inflation.

### NON-INTEREST EXPENSES

During the first 6 months of 2002 non-interest expenses reached HUF43,874 million, 9.9% higher than a year earlier and below the growth rate of the income.

The personnel expenses were 16.5% higher. Personnel expenses were influenced by an average 10% salary increase in addition to the change in the settlement rules of the option program. Because, in 202, in contrast to the previous practice when the settlement was done in a cash flow method, in the present year, the expected costs of the option program (that is based on the current year, but become due afterwards) is accrued.

Personnel expenses represented 21.6% of total income compared to 20.8% during 1H 2001.

Depreciation grew by 0.7% to HUF5,373 million.

The other non-interest expenses were lower than in 1Q2002 and 1H2001, and, all in all were 8.2% higher than 12 months earlier. Within these the increase in material cost and other expenses was 16.59,3% and local taxes (9.3% increase, too). The fees paid for foreign and domestic specialist and other services increased significantly in connection with ongoing IT projects. The other rental expenses paid by the Bank increased.

For 1H 2002 the Bank's cost/income ratio was 57.8%, 140 bps lower than in 2001, and lower than the projected figure for the year.

## **NON-CONSOLIDATED HAR BALANCE SHEET AS AT 30 JUNE 2002**

OTP Bank's total assets as at 30 June 2002 were HUF2,185,255 million, 10.7% higher than in 2001, and represented 22.7% of the banking system's total assets (on 30 June 2001 22.1%). The increase is higher than the inflation resulting in real asset growth for the preceding 12 months.

Since 30 June 2001 within banking assets, cash and banks decreased by 39.4% driven by 14.4% decrease in cash and a 58.9% in short-term placements with NBH. NBH account balance declined to a lesser extent (3.9%).

The volume of government securities on 30 June 2002 was 9,6% higher than a year earlier. Trading securities declined by HUF33.0 million, or 32,6% to HUF68,1, investment securities grew by HUF74.7 million or 22.5% to HUF406.7 million. . From the above-mentioned, the growth in Hungarian Government Bonds and Treasury Government Bonds is sizeable.

The volume of the interbank placements increased by 7.8% since the June 2001 and represented 13.0% of total assets. Within interbank placements the higher FX deposits with foreign and domestic banks represented the most significant changes in harmony with the growth of the swap portfolio.

Within total assets, receivables from customers represented 41.9% (33.0% on 30 June 2001), and were HUF915.1 billion, which was 40.4% higher than a year earlier. Within the commercial loan portfolio, in the last 12 months, retail lending grew by 54.8%, corporate lending grew by 36.8%. Loans to municipalities grew by 31.3%.

Within corporate lending reaching HUF548.0 billion by the end of June, loans extended to economic entities was 38.9% higher than a year earlier reaching HUF503.4 billion, within them, loans for investment purposes grew by 138.2%, current asset financing loans fell by 1.9%. Current account loans were representing 21.6% of total commercial loans. Foreign currency loans grew by 24.6% and represented 25.8% of total compared to 28.8% a year earlier. Loans granted to small businesses increased by 28.4%, or HUF1.6 billion, the share of loans to small businesses within the corporate loan portfolio dropped from 1.5% to 1.4%.

Retail loans grew by 54.8% to HUF319.5 billion from a year earlier. The volume of housing loans increased by 73.7% to HUF200.1 billion. The mortgage lending product introduced in August 2001 amounted to HUF67.8 billion. The volume of 2000 condition loans increased by 118.2% to HUF79.7 billion during 12 months to June 2002. Old loans continued to decline. Volume of mortgage-based home equity loans grew by HUF48.6 billion or 66.9% over 30 June 2001.

Consumer loans were 26.5% higher and reached HUF70.1 billion at the end of June 2002. Within consumer loans current account related loans increased by 31.8% reaching HUF65.1 billion. The growth of C-loans was 218.3% since June 2001 and the volume reached HUF18.2 billion. Loans financing consumer purchases and personal loans declined further by 43.3% and 43.8%, respectively.

The market share of the Bank in retail housing loans was 43.4% (48.6% in 2001) and was 21.2% (24.0%) in consumer and Lombard loans. The Group's housing market share reached 47.9% (48.4% in 2001).

The volume of municipal loans increased further and reached HUF53.0 billion from HUF40.4 billion. Loans to budgetary organisations were lower than on 30 June 2001 and were HUF8.2 billion.

At the end of 2001 the market share of the Bank in lending showed a varied picture. Based on preliminary data, on 30 June 2002 the market share of the Bank was 17.4% in overall lending (15.0% on 30 June

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2001), and granted 30.6% (31.0%) of retail, 12.9% (11.0%) of corporate and 64.1% (69.2%) of municipal loans.

On 30 June 2002, customer deposits represented 81.9% of the Bank's liabilities. Their volume was HUF189.0 billion or 11.8% higher than a year earlier and reached HUF1,789.8 billion. The increase in retail business was HUF97.9 billion, in corporate business was HUF69.2 billion, while deposits of municipalities grew by HUF21.8 billion. HUF deposits increased by HUF125.6 billion, while FX deposits expressed in HUF declined by HUF27,6 billion. On 30 June 2002 the preliminary market share of the Bank was 30.4% in total deposits with banks (31.4% at the end of March 2001).

Volume of retail deposits increased by 7.5% to HUF1,402.6 billion during 12 months, their share within customer deposits represented 78.4%. Within HUF deposits, passbook deposits slightly decreased. Current account deposits, the leading retail product of the Bank increased significantly - in line with the business policy announced by the management - from HUF552.6 billion to HUF705.8 billion or by 27.7% and their share in retail deposits grew from 55.9% to 63.4%. The increase of sight deposits exceeded the increase of term deposits. Within retail deposits, during the 12 months preceding 30 June 2002, foreign currency deposits expressed in HUF decreased by 8.7%, while HUF deposits were up by 12.7%. At the end of June 2002 the Bank managed 39.3% of retail HUF (40.8% in 2001), and 35.8% of retail foreign currency deposits (37.1%). OTP Group managed 38.4% of household savings with credit institutions and 26.2% of gross financial assets (39.7% and 26.2% in 2001).

On 30 June 2002 the volume of savings in the Bank's securities, as a result of a strategic decision, was less by 40.6% than a year earlier and was HUF10.2 billion. By the end of June 2002 the Bank's market share of securities issued by banks was 0.4% (1.4% in 2001).

Volume of corporate deposits increased by 32.3% from a year earlier. Deposits of legal entities increased by 35.2% in HUF and fell by 7.2% in foreign currencies. HUF deposits of small enterprises and individual entrepreneurs grew by 56.7%, and by 79.8% in foreign currency. The Bank's market share of corporate deposits was 12.6%, with 0.9% above the market share at the end of June 2001.

Municipal deposits increased by 26.9% and were HUF103.3 billion on 30 June 2002. Local governments placed 73.6% of their deposits at the Bank (73.5% in 2001).

Within the Bank's liabilities the volume of provisions grew from HUF11 billion at the end of 1Q 2001 to HUF15.7 billion on 30 June 2002.

## **SHAREHOLDERS' EQUITY**

**Shareholders' equity** of OTP Bank on 30 June 2002 reached HUF174.9 billion, an increase of 23.5%. The increase of HUF33.2 billion was a result of an additional HUF4.2 billion in general reserves, as well as a HUF26.9 billion increase in retained earnings, HUF0.2 billion increase in fixed reserves and a HUF1.9 billion growth in net profits. Non-audited book value of 1 share on 31 March 2002 was HUF625.

On 30 June 2002, the HAR **guarantee capital** of the Bank stood at HUF116.9 billion (HUF131.1 billion including after tax profits for the period).

With HUF1,041.8 billion risk weighted assets the **capital adequacy ratio** - calculated according to Hungarian regulations - was 11.22% as at 30 June 2002 (12.59% including after tax profits for the period), well in excess of the 8 % required by the Banking Act.

## **OTHER**

The number of **retail current accounts**, the leading product of the Bank, expanded by 90.2 thousand to 2,653 thousand, based on the present product range. The number of time deposits connected to current accounts reached 674.1 thousand. In June 2002 1,311 thousand salary and pension transfer have been sent to the accounts. The number of transfers from the accounts exceeded 3.7 million.

The number of cards issued connected to the retail current accounts was nearly 2.9 million on 30 June 2002, compared to 2.6 million at the end of June 2001. Within this number, the identification cards issued for current account owners was 163.4 thousand, the number of B-loan cards connected to retail current accounts was 175 thousand and the number of C-loan cards was 96 thousand on 30 June 2002. Including



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corporate and FX based cards, the total number of cards issued approached 3,258 thousand, an increase of 12.8% over 2001. The Bank's estimated market share of cards issued was over 60%.

The number of the Bank's ATMs expanded from 1,072 a year earlier to 1,127, the number represented approximately half of ATMs operating in Hungary and more than 40% of the ATMs operated by banks. The number of transactions executed by the Bank's card owners, performed through the Bank's ATMs, reached 29.0 million in the first 36 months of 2002, while the turnover of transactions was HUF568.3 billion, an increase of 3.0% and 10.1%, resp. over the first 6 months of 2001. The number of POS terminals on 30 June 2002 stood at 17,193; 1,822 more than one year earlier. Out of them 2,542 were operating in the Bank's branches and 9,939 at commercial establishments, which include gas stations. The number of withdrawal transactions on the Bank's own POS network was 3.1 million, the turnover was HUF371.7 billion. The number of purchases on POS terminals at merchants was 12.0 million (21.2% increase) valuing HUF94.8 billion (20.9% increase). The number of client terminals operating through telephone lines reached 10,388 on 30 June 2002. At the end of June 2002 the number of contracted customers for the telephone banking service surpassed 404,000, for mobile banking service 114,000 and for Internet banking service 172,000. The number of transactions arranged through the electronic distribution network of the Bank in the first 6 months of 2002 was 46.5 million valuing HUF1,097.8 billion.

More than 70% of the turnover in withdrawal transactions and almost half of the purchases in the country were arranged through the network of OTP Bank.

The number of OTP Bank staff grew slightly in 2002. The closing staff number increased by 170 during the second quarter of 2002 and on 30 June 2002 was 427 higher than a year earlier. The increase in the second quarter of 2002 was caused by the second phase of integration of OTP Securities (13 persons total, from this 6 persons in branch network) The staff growth (113 persons) in the branch network was the result of the review in muster standards and of the increased business activities. The revival of loans on goods caused an increase of 17 persons and the launch of SAP generated 29 persons growth in staff number in the central divisions of the bank.

Trend in the number of OTP Bank staff:

	30 June 2001	31 December 2001	30 June 2002	Change (%) Over 30 June 2001
Average number of employees	8.144	8.188	8.404	3,2
Employees at the end of period	8.139	8.293	8.566	5,2

### CONSOLIDATED FIGURES AS OF 30 JUNE 2002.

The guiding principle in consolidating the balance sheets and profit and loss accounts prepared by OTP Bank's fully integrated subsidiaries, in line with the Bank's consolidation accounting policy, was to restructure the subsidiaries' asset, liability, income and expense items under non-banking and investment activities.

First half consolidated data of the OTP Group in HUF million:

	Equity		Total assets		Pre-tax profits	
	30- June-2001	30- June-2002	30- June-2001	30- June-2002	1 H 2001	1 H 2002
<i>OTP Bank Ltd.</i>	141.672	<b>174.927</b>	<b>1.973.664</b>	<b>2.185.255</b>	<b>22.077</b>	<b>26.458</b>
Subsidiaries total	50.448	71.324	240.569	437.811	5.542	7.224
Total (non consolidated)	192.120	246.251	2.214.233	2.623.066	27.619	33.682
Consolidated	<b>161.658</b>	<b>203.152</b>	<b>2.142.948</b>	<b>2.488.451</b>	<b>27.196</b>	<b>31.319</b>

The group of fully consolidated subsidiaries changed compared to the corresponding period of previous year because OTP Fund Servicing and Consulting Ltd., and OTP Mortgage Bank became fully consolidated subsidiaries with the preparation of the consolidated Stock Exchange Report of 31 December 2001. In addition, for the first time, the Slovakian Investicna a rozvojova banka was also consolidated

In preparing the Stock Exchange Report of 30 June 2002, the bank applied the following methodology:

Fully consolidated subsidiaries	18
Equity consolidated companies	19
of which	
- daughter companies	14
- mutually managed companies	--
- associated companies	5

## *OTP Bank's First Half 2002 Stock Exchange Report*

On April 4, 2002 OTP Bank acquired 92.55% interest in Investicna a rozvojova banka (IRB) Slovak bank, the purchase price was SKK700,000,000 (HUF4,081 million). The face value of OTP Bank's interest in the Slovak bank with this package grew from SKK33,353 thousand (HUF194,448 thousand) in December 2001 to SKK999,517 thousand ( HUF5,827 million). Due to the ownership increase, IRB is considered as a subsidiary from 4 April 2002.

### **CONSOLIDATED BALANCE SHEET**

Total assets of the group as at 30 June 2002 were HUF2,488 billion, 13.9% higher than total assets of the Bank. The consolidated balance sheet total for the Group increased by HUF346 billion or 16.1% from a year earlier. To this growth, the consolidation of IRB's HUF108 billion balance sheet total was the largest contribution. Among daughter companies, total assets of OTP-Garancia Insurance increased the most (by HUF23.6 billion). Due to its booming finance leasing business and foreign currency denominated loans, Merkantil-Car's assets rose by HUF238 billion. A larger asset growth appeared at OTP Building Society (by HUF7.9) billion and the growth of the "INGA" companies amounted to HUF4.3 billion disregarding consolidation steps.

The HUF346 million change in the consolidated balance sheet on the asset side was the result of the growth of the invested assets (HUF392 billion) and the accruals (HUF6 billion) and decrease of the current assets (HUF52 billion).

In the consolidated balance sheet as of 30 June 2002, the proportion of the current assets and invested assets is 46.8% and 51.6%. A year ago, these values were 56.8% and 41.6%, respectively. These ratios on consolidated level changed in a similar way in both years in case of the parent company.

In the consolidated report, the decrease of current assets was a result of the decrease of securities (HUF4 billion) and in cash (HUF178 billion) and the increase of receivables (HUF129 billion).

Within the 38.7% decrease of consolidated cash and balances with banks the most significant amounts were the decrease of the balances with NBH at OTP Bank (HUF165 billion) and of the volume of cash and foreign currencies (HUF168 billion).

The 2.1% decrease in consolidated volume of trading securities was mostly caused by the HUF25.6 billion lower volume of government securities and the growth in securities representing debt by HUF4 billion and in shares by HUF1.4 billion . At OTP Bank, the volume of government papers decreased by HUF33 billion. Among the subsidiaries the HUF3 billion increase of investments of OTP Building Society and HUF20.6 billion security portfolio of the newly-consolidated subsidiaries meant a significant increase. Out of the HUF29.2 billion volume of own shares in current year, OTP Bank holds 66% according to the book value, while the rest is owned by three subsidiaries.

In the consolidated balance sheet of 30 June 2002, the volume of short term receivables increased by 22.5% compared to the corresponding period of previous year. Within this, receivables from credit institutions increased by HUF30.8 billion (12.8%), while receivables from customers rose by HUF 61.3 billion (20.3%). Other receivables increased by HUF36.4 billion (32.6%) in the consolidated report.

The increase of the consolidated volume of receivables from credit institutions reflects the change at OTP Bank and HUF13.3 billion amount coming from IRB a.s. consolidated for the first time this year.

In the change of receivables from customers, a HUF61.7 billion growth can be observed at OTP Bank. This is increased by the combined growth of the Merkantil Group and IRB (HUF22.6 billion) and decreased by fall at OTP Securities (HUF2.1 billion) and the -HUF21.9 billion effect from the growth of the consolidation settlements.

Compared to the same period of 2001, the volume of investments was 44.0% higher in the consolidated balance sheet. The receivables from customers grew with largest amount (HUF283.9 billion), the change was influenced considerably by the OTP Bank (HUF201.7 billion), IRB (HUF56.4 billion) and OTP Mortgage Bank (HUF16.8 billion) Besides the increase of investment securities (HUF94.1 billion) was significant, due mainly to the OTP Bank.

Consolidated value of tangible assets increased by HUF13 billion as mainly the result of the consolidation of IRB.

## *OTP Bank's First Half 2002 Stock Exchange Report*

On the liability side, the increase of the consolidated balance sheet total compared to the previous period was the result of HUF279 billion increase of liabilities, HUF24 billion increase of provisions HUF41 billion increase of shareholders' equity, and HUF1 billion in accrued liabilities.

In the consolidated balance sheet within liabilities short-term liabilities increased by 16.0% (by HUF281 billion) and long-term liabilities decreased by 1.2% (by HUF1.6 billion). The change in long-term liabilities was due to the decrease (HUF19.8 billion) at OTP Bank which was counterbalanced by the increasing liabilities to customers at IRB and OTP Building Society. Within liabilities short-term liabilities to customers the increase by HUF194 billion at the OTP Bank was enhanced by the growing liabilities to customers of IRB (HUF87 billion), Merkantil Car (HUF22 billion) and OTP Mortgage Bank (HUF 11 billion) , and it was counterbalanced by the consolidation steps. Within the liabilities short term liabilities to customers grew by HUF259.8 billion, caused mainly by the change in OTP Bank's deposits volume.

The proportion of customer liabilities within total liabilities was 89.5% as at 30 June 2002 and 89.0% as at 30 June 2001. The indicators were 91.2% and 89.4% in the case of OTP Bank.

Provisions on the liability side in the consolidated balance sheet rose by HUF24.3 billion. The growth came from the following sources: general risk provisions by HUF5.1 billion, provisions for contingent and future liabilities decreased by HUF1.1 billion, and other provisions increased by HUF18.1 billion. Within the latter, reserves of OTP Garancia Insurance were the major part compared to 30 June 2001.

Consolidated shareholders' equity was HUF203.2 billion (25.7% growth) at the end of June 2002 representing 8.2% of balance sheet total opposed to 7.5% on the comparable period of 2001.

### **CONSOLIDATED RESULTS**

Consolidated pre-tax profit for 1H 2002 was HUF31,319 million, 18.4% higher than pre-tax profit of the parent company, and 15.2% higher than consolidated pre-tax profit for the same period of 2001.

Consolidated after tax profits for 1H 2002 was HUF25,760 million, which was 17.1% higher than at the Bank, and 19.2% higher than consolidated after-tax profit for the same period of 2001.

Consolidated after tax earnings per share calculated for 1H 2002 were HUF100.59 undiluted, whereas diluted EPS was HUF92.00. US dollar equivalents were USD 0.37 and USD 0.34 respectively, based on the National Bank's average middle exchange rate between 1 January and 30 June 2002 (i.e. 272.20 HUF/USD).

Consolidated net interest income for the first half of 2002 reached HUF57.821 million, 7.9% higher than in 2001 and 17.8% more than that of the Bank. This can be explained mainly by the successful operation of Merkantil Group and IRB, the Slovakian commercial bank, and the return of investments at OTP Building Society. Consolidated interest income and expenses were 2.0% and 4.3% lower than in the same period of 2001, respectively.

Within consolidated interest income (HUF106 billion) retail accounts hold the biggest part both consolidated (HUF29.5 billion) and non-consolidated level (HUF24.2 billion). Interest income from corporate accounts (HUF28.4 billion) and from interbank accounts (HUF18.7 billion) are considerable as well. The increase of retail interest income (HUF5.7 billion) and the decrease of interest income from interbank accounts (HUF4.7 billion) were the largest amounts.

Within interest expenses (consolidated HUF48.2 billion) the interests paid on retail deposits represented the largest part in both the consolidated (HUF34.4 billion) ) data as well. Their decrease on this field was the largest compared to the previous year (HUF4.2 billion).

Non-interest income increased by 39.1%. Consolidated net fees and commissions increased by 30.3%, at a lower rate than at the Bank. Income at the insurance subsidiary grew by 55.6% from HUF18,1 billion in 1H2001 to HUF28,2 billion. In the first half of 2002, the consolidated cost/income ratio changed from 64.8% of 2001 to 68.3% and is still higher than that of the Bank.

Consolidated operating income was HUF3.3billion higher (9.7%), and provisioning and loan losses were 12.6% lower than in the same period of the previous year.

Compared to the operating income, the amount of the provisioning and loan losses was 19.8% in 1H2002 and 15.8%. At the parent Bank, this ratio changed to 19.7% from 17.4%.

## OTP Bank's First Half 2002 Stock Exchange Report

Consolidated annualized ROAA in the first half of 2002 reached an annualised 2.14% (2.09% in 2001). Meantime consolidated ROAE was 26.7% (28.9% in 2001), that means 20.8% real ROAE (18.5% in 2001).

### SUBSIDIARIES

The pre-tax profits of the fully consolidated major subsidiaries affecting the profit figures of the consolidated report are as follows as at 30 June 2002:

	1H 2001	1H 2002	in HUF millions Change
OTP-Garancia Insurance Ltd.	621	805	29.6%
Merkantil Bank Ltd.	1,022	1,200	17.4%
Merkantil-Car Ltd.	250	354	41.6%
Merkantil Bérlet Ltd.	141	39	-72.3%
OTP Mortgage Bank Ltd.	.---	315	---
Investicna a rozvojová banka a.s.	.---	-84	---
OTP Fund Management Ltd.	1,034	1,621	56.8%
OTP Fund Servicing and Consulting Ltd.	.---	30	---
OTP Building Society Ltd.	908	997	9.8%
HIF Ltd.	109	140	28.4%
OTP Securities Ltd.	6	-53	-
OTP Real Estate Ltd.	642	486	-24.3%
OTP Factoring Ltd.	483	487	0.8%
OTP Factoring Management Ltd.	273	29	-89.4%
Bank Center No. I. Ltd.	-2	790	
Other subsidiaries	56	68	21.4%
<b>Subsidiaries total</b>	<b>5,543</b>	<b>7,224</b>	<b>30.3%</b>

Noteworthy highlights pertaining to the fully consolidated major subsidiaries are as follows

OTP Garancia Insurance reached HUF805 million pre tax profit in the first half of 2002. In contrast with a HUF18.5 billion premium income in the corresponding period of last year, the insurance company realized HUF28.6 billion in the 1<sup>st</sup> half. The premium income in life and bank assurance business reached HUF15.9 billion, in non-life business HUF12.7 billion.

In the 1<sup>st</sup> half of 2002, total insurance expenses amounted to HUF28.2 billion in which damages and services was HUF11.0 billion. Thus, the damage to premium ratio in the non life insurance business reached 55%. Insurance technical reserves increased by 41.1% from HUF44.1 to HUF62.2 in accordance with the long term strategic and business policy goals of the company. Total assets of the company increased by 46.6% compared to the corresponding period of last year (from HUF50.7 to HUF74.4 billion). Shareholders' equity increased from HUF5.6 billion in the 1H 2001 to HUF7.8 billion, which includes the effect of HUF 1.5 billion capital increase during 1Q 2002.

Merkantil Bank Ltd. closed the 1<sup>st</sup> half of 2002 with total assets of HUF58.1 billion. Its pre tax profit amounted to HUF1,200 million During the first half of 2002, the Bank could successfully keep the level of its interest margin.

Within the car financing the share of the loans and financial leasing based on foreign exchange (which appears on the books of Merkantil Car Ltd) increased, and the share of used cars in the portfolio also increased. The number of car financing transactions in Merkantil Group reached 22,252 in the first 6 months of 2002 In the new financing deals, the share of foreign currency based financial leasing was 23.7%, and the share of loans based on foreign exchange was 44.9%. The Merkantil Group held its position on the car-financing market, the Bank's market share, in the retail consumer loans, was 5.4%. At the end of June 2002, it decreased slightly compared to June 2001. The Bank held 1.5% of the retail deposits.

Total assets of Merkantil Car were HUF48.7 billion, which is 42.8% higher than at the end of 2001. At the end of the first year, the net volume of car-leasing and loans exceeded HUF41.0 billion, 41.6% or HUF12 billion higher compared to the last year. The volume of capital goods leasing business was 80% higher than a year ago, reaching HUF5.2 billion. Shareholders' equity rose to HUF968 million by 30%. In 1H2002, the company reached a HUF354,2 million pre-tax profit.

## *OTP Bank's First Half 2002 Stock Exchange Report*

OTP Mortgage Bank started its operation in February 2002 as a specialized lending institution. Its business target is to purchase high quality housing loans from the Bank and finance it with the issuance of mortgage bonds. Since April 2002, the Mortgage Bank and OTP Bank have granted loans together as a consortium. The result of this co-operation is that customers can get all the advantages, which can only be obtained from mortgage banks. At the end of June 2002, the Mortgage Bank's loan portfolio was close to HUF16,8 billion – reaching a 3.6% market share in the retail housing loans, up from 3.1% at the end of March 2002 - while the amount of the issued mortgage bonds totaled at HUF6,4 billion.

On 30 June 2002 the Mortgage Bank's total assets were HUF20.9 billion and its pre-tax profit reached HUF315 million.

The latest member of the OTP Group, from 4 April 2002, is Investicna a rozvojová banka, a.s. (from 1 August 2002: OTP Banka Slovensko a.s.) . The Bank's main purpose is to increase the selling of its retail and corporate deposit products. After the appearing of the strategic investor, dynamic changes took place in the business operations of the company. For example: austerity measures aimed to improve efficiency and steps were taken to decrease its dependence on more unfavourable secondary sources.

In the first half of 2002, the Bank realized HUF4,647 million interest income and HUF3,272 million interest expenses resulting in a HUF1.375 million net interest income. The Bank's calculated interest margin for the first half of 2002 showed an annualized 2.83%. Yield on interest-bearing assets was 9.81% and cost of interest-bearing liabilities was 6.57%. Pre tax result of the Bank was HUF84 million losses.

IRB's balance sheet total as of 30 June 2002 was HUF107.7 billion (SKK 19,833 million) including customer receivables of HUF66.3 billion (SKK 11,890 million) representing 61.6% of the balance sheet total. The market share of the Bank, based on the total assets was 2.2%.

The profit of OTP Fund Management rises stably year by year. The pre-tax profits of the company for the 1<sup>st</sup> half of 2002 reached HUF1,621 million, which is 56.7% higher than in the corresponding period of 2001. By the end of June 2002, the assets managed by the company increased from HUF367.3 billion at the end of 2001 to HUF442.6 billion. The market share of the company was 52.7%. The assets of the managed pension funds grew from HUF101.7 billion at 31 December 2001 to HUF118.4 billion by the end of 1H 2002.

In the 1<sup>st</sup> half of 2002, OTP Building Society concluded 43,232 contracts in cooperation with agent firms and the branches of OTP Bank in the value of HUF134.0 billion. These figures considerably exceeded the planned data for the period. The volume of customer deposits was over HUF46.5 billion on 30 June 2002. The company's market share in retail HUF deposits was 1.5% and in housing loans 0.9%.

In November 2001 the withdrawal of the customer deposits and the disbursement of loans have started. In the first 6 months of the year customers withdrew HUF13.5 billion and took HUF4.0 billion loan. The company closed the first half of 2002 with HUF997 million pre-tax profits.

In the 1<sup>st</sup> half of 2002, the operation of the London-based Hungarian International Finance Ltd. corresponded, in most respect, with its business plan, and the profitability considerably exceeded the planned level. It is mainly due to the new markets and the cautious risk incurring policy. Shareholder's equity reached HUF1,813 million (GBP 4.8 million) at the end of the first half of 2002. Pre-tax profit of the company totaled HUF140 million (GBP 363 thousand), which is higher than for the period planned figure.

The Central and Eastern European market remained the main region of the company's business strategy, constituting more than 71.18% of total assets, commitments and guarantees. Transaction-value in the markets of Central-East and North Africa represented 16.58%. Central and South America represented 3.0% of receivables, which was affected also by financial crisis. The cooperation with the mother company is constantly good and HIF Ltd entered into a relation with the new daughter company of the bank group, the Slovak IRB, with expectation of business.

At OTP Securities – according to the strategic concept of OTP Group – rationalization of capital market services continued in the first half of 2002. The migration of investment services of OTP securities to the mother bank was finished at the beginning of 2002. While customer stock was handed over to the OTP Bank, employees of the investment services departments work in the OTP Bank, therefore the basic operation of OTP Securities expired. The company abolished the membership of the Budapest Stock Exchange and OTP Bank bought its membership. The operation of the company on the Budapest Commodity Exchange also expired; the membership was sold to MKB Ltd. in the frame of exchange auction.

## *OTP Bank's First Half 2002 Stock Exchange Report*

In the 1<sup>st</sup> half of 2002, the result of investment services totaled HUF241.6 million with HUF366.3 million income and HUF124.7 million expenditures.

In spite of the restructuring process OTP Securities closed the 1<sup>st</sup> half with an outstanding achievement which caused a loss of HUF 52.8 million instead of the planned HUF 122.2 million losses. In the 1st half of 2002, net sales of OTP Real Estate totaled HUF5.3 billion. Its pre-tax profit reached HUF486 million. The company's total assets were HUF13.5 billion. Current assets amounted to HUF12.0 billion of which inventories represented HUF7.9 billion. Inventories were financed partly from own sources, partly from customer payments in advance, from project financing and current account related loans.

In the 1st half of 2002, OTP Factoring concluded contracts in gross value of HUF6.3 billion, of which the value of claims purchased from OTP Bank totaled HUF3,179 million. The gross income exceeded HUF2.4 billion in the first 6 months of 2002. HUF1.3 billion from the total income covered the return on purchase prices (scored price) and the net factoring income reached HUF1,160 million. Due to this the first half pre tax profit of the company was HUF487 million.

### **PERSONNEL AND ORGANIZATIONAL CHANGES DURING THE FIRST QUARTER OF 2002 AT OTP BANK LTD**

At the Annual General Meeting held on 26 April 2002 dr. Antal Pongrácz was elected as a member of the Board of Directors until the AGM closing year 2005. AGM elected Tibor Tolnay, Zsófia Gyulainé Zsakó, dr. Gábor Horváth, dr. Gábor Nagy and Klára Vécsei as members of the Supervisory Board until the AGM closing the year 2004.

Budapest, 14 August 2002

FINANCIAL DATA

**FIRST 6 MONTHS 2002 SELECTED NON-CONSOLIDATED FINANCIAL DATA  
(HUF MILLIONS)**

	<b>First 6 months of 2001</b>	<b>First 6 months of 2002</b>	<b>Change (%) 2002/2001</b>
Interest from interbank accounts	23,677	18,118	-23.5
Interest from customer accounts	19,958	24,267	21.6
Interest from corporate accounts	20,731	22,370	7.9
Interest from municipal accounts	2,791	2,670	-4.3
Interest from bonds	26,417	21,423	-18.9
Interest from mandatory reserves	2,250	2,398	6.6
<b>Total interest income</b>	<b>95,824</b>	<b>91,246</b>	<b>-4.8</b>
Interest on interbank accounts	1,517	1,670	10.1
Interest on customer accounts	37,908	32,414	-14.5
Interest on corporate accounts	3,997	4,278	7.0
Interest on municipal accounts	2,978	2,878	-3.4
Interest on bonds	812	411	-49.4
Interest on long term debt	762	503	-34.0
<b>Total interest expense</b>	<b>47,974</b>	<b>42,154</b>	<b>-12.1</b>
<b>Net interest income</b>	<b>47,850</b>	<b>49,092</b>	<b>2.6</b>
Fees & commissions income	21,117	27,972	32.5
Fees & commissions paid	2,884	3,210	11.3
Net fees & commissions	18,233	24,762	35.8
Gains (losses) on securities trading	-1,626	-340	-79.1
Gains (losses) on forex trading	2,390	728	-69.5
Gains (losses) on property transactions	-71	-2	-97.2
Other	643	1,653	157.1
<b>Non interest income</b>	<b>19,569</b>	<b>26,801</b>	<b>37.0</b>
Share of non interest income in total income	2.0%	35.3%	6.3
<b>Total income</b>	<b>67,419</b>	<b>75,893</b>	<b>12.6</b>
Staff costs	14,041	16,357	16.5
Depreciation	5,410	5,373	-0.7
Other operating expenses	20,474	22,144	8.2
<b>Operating costs</b>	<b>39,925</b>	<b>43,874</b>	<b>9.9</b>
Cost/Income ratio %	59,2%	57,8%	-1.4
<b>Operating income</b>	<b>27,494</b>	<b>32,019</b>	<b>16.5</b>
Diminution in value, provisions and loan losses	5,417	5,561	2.7
<b>Income before income taxes</b>	<b>22,077</b>	<b>26,458</b>	<b>19.8</b>
Taxes	4,305	4,843	12.5
Tax rate %	19,5%	18,3%	-6.1
<b>After tax profits</b>	<b>17,772</b>	<b>21,615</b>	<b>21.6</b>

The Bank's non-audited 1H 2001, 1H 2002 financial statements were prepared on the basis of Hungarian Accounting Rules and are here presented in a structure closer to international practice



**FIRST 6 MONTHS 2002 SELECTED NON-CONSOLIDATED FINANCIAL DATA  
(USD '000S)**

	<b>First 6 months of 2001</b>	<b>First 6 months of 2002</b>	<b>Change (%) 2002/2001</b>
Interest from interbank accounts	81,152	66,561	-18.0
Interest from customer accounts	68,406	89,151	30.3
Interest from corporate accounts	71,055	82,182	15.7
Interest from municipal accounts	9,566	9,809	2.5
Interest from bonds	90,544	78,703	-13.1
Interest from mandatory reserves	7,712	8,810	14.2
<b>Total interest income</b>	<b>328,434</b>	<b>335,217</b>	<b>2.1</b>
Interest on interbank accounts	5,199	6,135	18.0
Interest on customer accounts	129,929	119,082	-8.3
Interest on corporate accounts	13,700	15,716	14.7
Interest on municipal accounts	10,207	10,573	3.6
Interest on bonds	2,783	1,510	-45.7
Interest on long term debt	2,612	1,848	-29.2
<b>Total interest expense</b>	<b>164,430</b>	<b>154,864</b>	<b>-5.8</b>
<b>Net interest income</b>	<b>164,005</b>	<b>180,353</b>	<b>10.0</b>
Fees & commissions income	72,378	102,763	42.0
Fees & commissions paid	9,885	11,793	19.3
Net fees & commissions	62,493	90,970	45.6
Gains (losses) on securities trading	-5,573	-1,249	-77.6
Gains (losses) on forex trading	8,192	2,675	-67.4
Gains (losses) on property transactions	-243	-7	-97.0
Other	2,204	6,073	175.5
<b>Non interest income</b>	<b>67,072</b>	<b>98,461</b>	<b>46.8</b>
Ratio of non interest income	2.00%	35.30%	6.3
<b>Total income</b>	<b>231,077</b>	<b>278,813</b>	<b>20.7</b>
Staff costs	48,125	60,092	24.9
Depreciation	18,543	19,739	6.5
Other operating expenses	70,174	81,352	15.9
<b>Operating costs</b>	<b>136,842</b>	<b>161,183</b>	<b>17.8</b>
Cost/Income ratio %	59,2%	57,8%	-1.4
<b>Operating income</b>	<b>94,235</b>	<b>117,630</b>	<b>24.8</b>
Diminution in value, provisions and loan losses	18,567	20,430	10.0
<b>Income before Income taxes</b>	<b>75,668</b>	<b>97,201</b>	<b>28.5</b>
Taxes	14,755	17,792	20.6
Tax rate %	19,5%	18,3%	-6.1
<b>After tax profits</b>	<b>60,913</b>	<b>79,409</b>	<b>30.4</b>

The US Dollar amounts are solely for convenience of readers outside Hungary. The rate used for USD amounts is. 291.76 HUF/USD for 1H 2001, 272.20HUF/USD for 1H 2002.

**FIRST HALF 2002 SELECTED CONSOLIDATED FINANCIAL DATA  
(HUF MILLIONS)**

	<b>First 6 months of 2001</b>	<b>First 6 months of 2002</b>	<b>Change (%)</b>
Interest from interbank accounts	23,497	18,748	-20.2
Interest from customer accounts	23,755	29,530	24.3
Interest from corporate accounts	23,033	28,390	23.3
Interest from municipal accounts	2,791	2,705	-3.1
Interest from bonds	28,517	24,148	-15.3
Interest from mandatory reserves	2,333	2,462	5.5
<b>Total interest income</b>	<b>103,926</b>	<b>105,983</b>	<b>2.0</b>
Interest to interbank accounts	1,774	3,279	84.8
Interest on customer accounts	38,585	34,380	-10.9
Interest on corporate accounts	3,905	5,128	31.3
Interest on municipal accounts	2,978	2,901	-2.6
Interest on bonds	2,346	1,971	-16.0
Interest on subordinated loan	762	503	-33.9
<b>Total interest expense</b>	<b>50,350</b>	<b>48,162</b>	<b>-4.3</b>
<b>Net interest income</b>	<b>53,576</b>	<b>57,821</b>	<b>7.9</b>
Fees & commissions income	22,543	29,636	31.5
Fees & commissions paid	4,098	5,609	36.9
Net fees & commissions	18,445	24,027	30.3
Securities trading	-1,937	-991	-48.8
Forex trading	3,015	543	-82.0
Losses on property transactions	1,377	599	-56.5
Insurance fee income	18,124	28,200	55.6
Other	3,769	7,140	89.4
<b>Non interest income</b>	<b>42,793</b>	<b>59,518</b>	<b>39.1</b>
Ratio of non interest income	44.4%	50.7%	14.2
<b>Total income</b>	<b>96,369</b>	<b>117,339</b>	<b>21.8</b>
Staff costs	17,980	22,079	22.8
Depreciation	6,972	7,808	12.0
Insurance costs	13,602	21,206	55.9
Other costs	23,918	29,071	21.5
<b>Operating costs</b>	<b>62,472</b>	<b>80,164</b>	<b>28.3</b>
Cost/income ratio	64.8%	68.3%	5.4
<b>Operating income/Profit</b>	<b>33,897</b>	<b>37,175</b>	<b>9.7</b>
Diminution in value, provisions and loan losses	6,701	5,856	-12.6
<b>Pre-tax profit</b>	<b>27,196</b>	<b>31,319</b>	<b>15.2</b>
Taxes	5,274	5,892	11.7
Taxes due to consolidation	-79	-333	320.0
Tax rate %	19.1%	17.8%	-6.8
<b>After tax profits</b>	<b>22,001</b>	<b>25,760</b>	<b>17.1</b>

The Bank's non-audited 1H 2001, 1H 2002 financial statements were prepared on the basis of Hungarian Accounting Rules and are here presented in a structure closer to international practice

**FIRST 6 MONTHS 2002 SELECTED CONSOLIDATED FINANCIAL DATA  
(USD '000S)**

	<b>First 6 months of 2001</b>	<b>First 6 months of 2002</b>	<b>Change (%) 2002/2001</b>
Interest from interbank accounts	80,535	68,876	-14.5
Interest from customer accounts	81,420	108,486	33.2
Interest from corporate accounts	78,945	104,298	32.1
Interest from municipal accounts	9,566	9,938	3.9
Interest from bonds	97,741	88,714	-9.2
Interest from mandatory reserves	7,996	9,045	13.1
Total interest income	356,204	389,357	9.3
Interest to interbank accounts	6,080	12,046	98.1
Interest on customer accounts	132,249	126,304	-4.5
Interest on corporate accounts	13,384	18,839	40.8
Interest on municipal accounts	10,207	10,658	4.4
Interest on bonds	8,041	7,241	-9.9
Interest on subordinated loan	2,612	1,848	-29.2
Total interest expense	172,573	176,936	2.5
Net interest income	183,630	212,421	15.7
Fees & commissions income	77,266	108,876	40.9
Fees & commissions paid	14,046	20,606	46.7
Net fees & commissions	63,220	88,270	39.6
Securities trading	-6,639	-3,641	-45.2
Forex trading	10,334	1,995	-80.7
Losses on property transactions	4,720	2,201	-53.4
Insurance fee income	62,120	103,600	66.8
Other	12,918	26,231	103.1
<b>Non interest income</b>	<b>146,672</b>	<b>218,655</b>	<b>49.1</b>
Ratio of non interest income	44.4%	50.7%	14.2
Total income	330,302	431,076	30.5
Staff costs	61,626	81,113	31.6
Depreciation	23,896	28,685	20.0
Insurance expenses	46,621	77,906	67.1
Other costs	81,978	106,800	30.3
<b>Operating costs</b>	<b>214,121</b>	<b>294,504</b>	<b>37.5</b>
Cost/income ratio	64.80%	68.30%	5.4
<b>Operating income/Profit</b>	<b>116,181</b>	<b>136,572</b>	<b>17.6</b>
Diminution in value, provisions and loan losses	22,968	21,514	-6.3
<b>Pre-tax profit</b>	<b>93,214</b>	<b>115,059</b>	<b>23.4</b>
Taxes	18,077	21,646	19.7
Taxes due to consolidation	-271	-1,223	351.8
Tax rate %	19.1%	17.8%	-6.8
<b>Net income</b>	<b>75,408</b>	<b>94,636</b>	<b>25.5</b>

The US Dollar amounts are solely for convenience of readers outside Hungary. The rate used for USD amounts is. 291.76 HUF/USD for 1H 2001, 272.20HUF/USD for 1H 2002.

# OTP Bank's First Half 2002 Stock Exchange Report

## PK3. Balance Sheet

### BALANCE SHEET

(unconsolidated and consolidated, based on HAR.) as at 30 June 2002

	in HUF million					
	30-Jun-2001	30-Jun-2002	Change	30-Jun-2001	30-Jun-2002	Change
	OTP Bank	OTP Bank	(%)	Consolidated	Consolidated	(%)
<b>ASSETS:</b>						
<b>1. Cash in hand, balances with central banks</b>	<b>454,222</b>	<b>275,179</b>	<b>-39.4%</b>	<b>458,958</b>	<b>281,145</b>	<b>-38.7%</b>
<b>2. Treasury bills</b>	<b>433,128</b>	<b>474,798</b>	<b>9.6%</b>	<b>518,248</b>	<b>586,763</b>	<b>13.2%</b>
a) held for trade	101,111	68,129	-32.6%	145,362	119,792	-17.6%
b) held as financial fixed assets (for long term investment)	332,017	406,669	22.5%	372,886	466,971	25.2%
<b>3. Loans and advances to credit institutions</b>	<b>264,023</b>	<b>284,604</b>	<b>7.8%</b>	<b>262,625</b>	<b>291,720</b>	<b>11.1%</b>
a) repayable on demand	1,724	2,334	35.4%	1,726	7,924	359.1%
b) other receivables from financial services	262,299	282,270	7.6%	260,899	283,796	8.8%
ba) maturity not more than one year	240,721	262,438	9.0%	239,621	264,264	10.3%
bb) maturity more than one year	21,578	19,832	-8.1%	21,278	19,532	-8.2%
c) receivables from investment services						
<b>4. Loans and advances to customers</b>	<b>651,762</b>	<b>915,171</b>	<b>40.4%</b>	<b>706,792</b>	<b>1,052,031</b>	<b>48.8%</b>
a) receivables from financial services	651,670	914,030	40.3%	704,519	1,050,890	49.2%
aa) maturity not more than one year	314,974	375,659	19.3%	300,465	362,957	20.8%
ab) maturity more than one year	336,696	538,371	59.9%	404,054	687,933	70.3%
b) receivables from investment services	92	1,141	1,140.2%	2,273	1,141	-49.8%
<b>5. Debt securities including fixed-income securities</b>	<b>16,212</b>	<b>22,581</b>	<b>39.3%</b>	<b>16,948</b>	<b>33,624</b>	<b>98.4%</b>
a) securities issued by local self-governing bodies and by other public body (not include the treasury bills issued by Hungarian state and securities issued by Hungarian National Bank)					16,148	
aa) held for trade					16,148	
ab) held as financial fixed assets (for long term investment)						
b) securities issued by other bodies	16,212	22,581	39.3%	16,948	17,476	3.1%
ba) held for trade	0	4,368		40	4,368	10,820.0%
bb) held as financial fixed assets (for long term investment)	16,212	18,213	12.3%	16,908	13,108	-22.5%
<b>6. Shares and other variable-yield securities</b>	<b>1,420</b>	<b>1,758</b>	<b>23.8%</b>	<b>3,730</b>	<b>4,984</b>	<b>33.6%</b>
a) shares and participations for trade		92		39	139	256.4%
b) other variable-yield securities	1,420	1,666	17.3%	3,691	4,845	31.3%
ba) held for trade				2,191	3,038	38.7%
bb) held as financial fixed assets (for long term investment)	1,420	1,666	17.3%	1,500	1,807	20.5%
<b>7. Shares and participating interest as financial fixed assets</b>	<b>548</b>	<b>667</b>	<b>21.7%</b>	<b>4,507</b>	<b>5,418</b>	<b>20.2%</b>
a) shares and participating interest as financial fixed assets	548	667	21.7%	4,507	5,418	20.2%
b) revaluation surplus on shares and participating interests						
<b>8. Shares and participating interest in affiliated undertakings</b>	<b>25,933</b>	<b>40,205</b>	<b>55.0%</b>	<b>1,980</b>	<b>4,888</b>	<b>146.9%</b>
a) shares and participating interest in affiliated undertakings	25,933	40,205	55.0%	1,836	4,796	161.2%
b) revaluation surplus on shares and participating interests						
c) capital consolidation difference				144	92	-36.1%
<b>9. Intangible assets</b>	<b>10,663</b>	<b>12,519</b>	<b>17.4%</b>	<b>12,550</b>	<b>15,007</b>	<b>19.6%</b>
<b>10. Tangible assets</b>	<b>40,947</b>	<b>43,709</b>	<b>6.7%</b>	<b>55,407</b>	<b>68,441</b>	<b>23.5%</b>
a) tangible assets for financial and investment services	37,753	41,095	8.9%	43,419	53,467	23.1%
b) tangible assets not for directly financial and investment services	3,194	2,614	-18.2%	11,988	14,974	24.9%
c) revaluation surplus on tangible assets						
<b>11. Own shares</b>	<b>18,987</b>	<b>19,219</b>	<b>1.2%</b>	<b>28,777</b>	<b>29,233</b>	<b>1.6%</b>
<b>12. Other assets</b>	<b>23,868</b>	<b>58,446</b>	<b>144.9%</b>	<b>37,475</b>	<b>74,475</b>	<b>98.7%</b>
a) stocks (inventories)	2,110	1,741	-17.5%	10,061	10,703	6.4%
b) other receivables (not from financial and investment securities)	21,758	56,705	160.6%	27,414	63,772	132.6%
<b>13. Prepayments and accrued income</b>	<b>31,951</b>	<b>36,399</b>	<b>13.9%</b>	<b>34,951</b>	<b>40,722</b>	<b>16.5%</b>
<b>TOTAL ASSETS</b>	<b>1,973,664</b>	<b>2,185,255</b>	<b>10.7%</b>	<b>2,142,948</b>	<b>2,488,451</b>	<b>16.1%</b>
<b>From this:</b>						
- CURRENT ASSETS	1,155,699	1,067,005	-7.7%	1,216,927	1,164,624	-4.3%
- FIXED ASSETS	786,014	1,081,851	37.6%	891,070	1,283,105	44.0%

## OTP Bank's First Half 2002 Stock Exchange Report

	in HUF million					
	30-Jun-2001	30-Jun-2002	Change	30-Jun-2001	30-Jun-2002	Change
	OTP Bank	OTP Bank	(%)	Consolidated	Consolidated	(%)
<b>LIABILITIES</b>						
<b>1. Liabilities to credit institutions</b>	<b>62,623</b>	<b>44,817</b>	<b>-28.4%</b>	<b>68,487</b>	<b>89,247</b>	<b>30.3%</b>
a) repayable on demand	2,040	3,602	76.6%	2,041	3,468	69.9%
b) liabilities from financial services with maturity dates or periods of notice	60,583	41,215	-32.0%	66,446	85,779	29.1%
ba) not more than one year	45,012	30,253	-32.8%	45,144	62,960	39.5%
bb) more than one year	15,571	10,962	-29.6%	21,302	22,819	7.1%
c) liabilities from investment services						
<b>2. Liabilities to customers</b>	<b>1,597,773</b>	<b>1,788,265</b>	<b>11.9%</b>	<b>1,677,858</b>	<b>1,935,420</b>	<b>15.4%</b>
a) saving deposits	350,411	334,987	-4.4%	350,411	398,519	13.7%
aa) repayable on demand	41,706	40,364	-3.2%	41,706	55,484	33.0%
ab) maturity not more than one year	299,156	294,623	-1.5%	299,156	342,690	14.6%
ac) maturity more than one year	9,549		-100.0%	9,549	345	-96.4%
b) other liabilities from financial services	1,242,742	1,452,375	16.9%	1,321,649	1,535,993	16.2%
ba) repayable on demand	433,001	542,862	25.4%	433,652	542,923	25.2%
bb) maturity not more than one year	800,353	902,882	12.8%	805,757	903,841	12.2%
bc) maturity more than one year	9,388	6,631	-29.4%	82,240	89,229	8.5%
c) liabilities from investment services	4,620	903	-80.5%	5,798	908	-84.3%
<b>3. Liabilities from issued debt securities</b>	<b>76,481</b>	<b>63,193</b>	<b>-17.4%</b>	<b>76,481</b>	<b>64,186</b>	<b>-16.1%</b>
a) issued bond	1	1	0.0%	1	1	0.0%
aa) maturity not more than one year						
ab) maturity more than one year	1	1	0.0%	1	1	0.0%
b) issued other debt securities	740	388	-47.6%	740	1,381	86.6%
ba) maturity not more than one year	675	388	-42.5%	675	1,381	104.6%
bb) maturity more than one year	65		-100.0%	65		-100.0%
c) issued debt securities according to act on accounting, but the act on securities not qualifies that certificates as securities	75,740	62,804	-17.1%	75,740	62,804	-17.1%
ca) maturity not more than one year	70,930	59,575	-16.0%	70,930	59,575	-16.0%
cb) maturity more than one year	4,810	3,229	-32.9%	4,810	3,229	-32.9%
<b>4. Other liabilities</b>	<b>32,580</b>	<b>49,087</b>	<b>50.7%</b>	<b>43,542</b>	<b>55,555</b>	<b>27.6%</b>
a) maturity not more than one year	32,580	49,087	50.7%	42,688	55,031	28.9%
b) maturity more than one year				72	48	-33.3%
c) (Calculated) Corporate tax difference due to consolidation				782	476	-39.1%
<b>5. Accruals and deferred income</b>	<b>31,151</b>	<b>30,870</b>	<b>-0.9%</b>	<b>36,466</b>	<b>37,329</b>	<b>2.4%</b>
<b>6. Provisions</b>	<b>13,884</b>	<b>17,799</b>	<b>28.2%</b>	<b>60,522</b>	<b>84,867</b>	<b>40.2%</b>
a) provisions for pensions and similar obligations						
b) risk provision for off-balance sheet items (for pending and future liabilities)	2,150	3,112	44.7%	2,373	3,548	49.5%
c) general risk provision	9,486	13,062	37.7%	10,099	15,170	50.2%
d) other provision	2,248	1,625	-27.7%	48,050	66,149	37.7%
<b>7. Subordinated liabilities</b>	<b>17,500</b>	<b>16,297</b>	<b>-6.9%</b>	<b>17,934</b>	<b>18,694</b>	<b>4.2%</b>
a) subordinated loan capital	17,500	16,297	-6.9%	17,500	16,297	-6.9%
aa) equity consolidation difference				434	2,397	452.3%
b) pecuniary contribution of members at credit institutions operating as credit cooperatives						
c) other subordinated liabilities						
<b>8. Subscribed capital</b>	<b>28,000</b>	<b>28,000</b>	<b>0.0%</b>	<b>28,000</b>	<b>28,000</b>	<b>0.0%</b>
From this: repurchased own shares at face value	1,807	1,649	-8.7%	2,562	2,400	-35.6%
<b>9. Subscribed but unpaid capital (-)</b>						
<b>10. Capital reserves</b>	<b>52</b>	<b>52</b>	<b>0.0%</b>	<b>52</b>	<b>52</b>	<b>0.0%</b>
a) premium (from share issue)						
b) other	52	52	0.0%	52	52	0.0%
<b>11. General reserves</b>	<b>27,387</b>	<b>31,611</b>	<b>15.4%</b>	<b>27,387</b>	<b>31,611</b>	<b>15.4%</b>
<b>12. Retained earnings (accumulated profit reserve) (+)</b>	<b>54,853</b>	<b>81,795</b>	<b>49.1%</b>	<b>56,235</b>	<b>83,766</b>	<b>49.0%</b>
<b>13. Legal reserves</b>	<b>18,987</b>	<b>19,219</b>	<b>1.2%</b>	<b>18,987</b>	<b>19,219</b>	<b>1.2%</b>
<b>14. Revaluation reserve</b>						
<b>15. Profit or loss for the financial year according to the balance sheet (+)</b>	<b>12,393</b>	<b>14,250</b>	<b>15.0%</b>	<b>16,565</b>	<b>18,329</b>	<b>10.6%</b>
<b>16. Subsidiaries' equity increases/decreases (+-)*</b>				<b>11,365</b>	<b>19,126</b>	<b>68.3%</b>
<b>17. Increases/decreases due to consolidation (+-)</b>				<b>3,067</b>	<b>2,770</b>	<b>-9.7%</b>
- from debt consolidation difference				4,754	4,687	-1.4%
- from intermediate result difference				-1,687	-1,917	13.6%
<b>18. Participation of outside members (other owners)</b>					<b>280</b>	
<b>19. Difference from exchange rate</b>						
<b>TOTAL LIABILITIES</b>	<b>1,973,664</b>	<b>2,185,255</b>	<b>10.7%</b>	<b>2,142,948</b>	<b>2,488,451</b>	<b>16.1%</b>
<b>From this:</b>						
- SHORT-TERM LIABILITIES	1,730,073	1,924,539	11.2%	1,748,329	2,028,737	16.0%
- LONG-TERM LIABILITIES	56,884	37,120	-34.7%	135,973	134,365	-1.2%
- EQUITY (CAPITAL AND RESERVES)	141,672	174,927	23.5%	161,658	203,153	25.7%

\* Book value of shares owned by subsidiaries

9,790 10,014

# OTP Bank's First Half 2002 Stock Exchange Report

## PK3. Balance Sheet

### BALANCE SHEET

(unconsolidated and consolidated, based on HAR.) as at 30 June 2001

in '000 USD

	30-Jun-2001 OTP Bank	30-Jun-2002 OTP Bank	Change (%)	30-Jun-2001 Consolidated	30-Jun-2002 Consolidated	Change (%)
<b>ASSETS:</b>						
<b>1. Cash in hand, balances with central banks</b>	<b>1,580,507</b>	<b>1,115,348</b>	<b>-29.4%</b>	<b>1,596,985</b>	<b>1,139,532</b>	<b>-28.6%</b>
<b>2. Treasury bills</b>	<b>1,507,107</b>	<b>1,924,442</b>	<b>27.7%</b>	<b>1,803,291</b>	<b>2,378,256</b>	<b>31.9%</b>
a) held for trade	351,825	276,140	-21.5%	505,801	485,539	-4.0%
b) held as financial fixed assets (for long term investment)	1,155,282	1,648,302	42.7%	1,297,490	1,892,717	45.9%
<b>3. Loans and advances to credit institutions</b>	<b>918,691</b>	<b>1,153,550</b>	<b>25.6%</b>	<b>913,827</b>	<b>1,182,392</b>	<b>29.4%</b>
a) repayable on demand	5,997	9,462	57.8%	6,004	32,116	434.9%
b) other receivables from financial services	912,694	1,144,088	25.4%	907,823	1,150,276	26.7%
ba) maturity not more than one year	837,610	1,063,706	27.0%	833,782	1,071,110	28.5%
bb) maturity more than one year	75,084	80,382	7.1%	74,041	79,166	6.9%
c) receivables from investment services						
<b>4. Loans and advances to customers</b>	<b>2,267,866</b>	<b>3,709,349</b>	<b>63.6%</b>	<b>2,459,349</b>	<b>4,264,067</b>	<b>73.4%</b>
a) receivables from financial services	2,267,546	3,704,726	63.4%	2,451,441	4,259,443	73.8%
aa) maturity not more than one year	1,095,980	1,522,613	38.9%	1,045,495	1,471,130	40.7%
ab) maturity more than one year	1,171,566	2,182,113	86.3%	1,405,946	2,788,313	98.3%
b) receivables from investment services	320	4,623	1,344.7%	7,908	4,624	-41.5%
<b>5. Debt securities including fixed-income securities</b>	<b>56,412</b>	<b>91,527</b>	<b>62.2%</b>	<b>58,973</b>	<b>136,286</b>	<b>131.1%</b>
a) securities issued by local self-governing bodies and by other public body (not include the treasury bills issued by Hungarian state and securities issued by Hungarian National Bank)	0	0	0.0%	0	65,450	
aa) held for trade					65,450	
ab) held as financial fixed assets (for long term investment)	0			0		
b) securities issued by other bodies	56,412	91,527	62.2%	58,973	70,836	20.1%
ba) held for trade	0	17,706		141	17,705	12,456.7%
bb) held as financial fixed assets (for long term investment)	56,412	73,821	30.9%	58,832	53,131	-9.7%
<b>6. Shares and other variable-yield securities</b>	<b>4,940</b>	<b>7,125</b>	<b>44.2%</b>	<b>12,980</b>	<b>20,201</b>	<b>55.6%</b>
a) shares and participations for trade		374		136	565	315.4%
b) other variable-yield securities	4,940	6,751	36.7%	12,844	19,636	52.9%
ba) held for trade				7,624	12,311	61.5%
bb) held as financial fixed assets (for long term investment)	4,940	6,751	36.7%	5,220	7,325	40.3%
<b>7. Shares and participating interest as financial fixed assets</b>	<b>1,908</b>	<b>2,705</b>	<b>41.8%</b>	<b>15,682</b>	<b>21,960</b>	<b>40.0%</b>
a) shares and participating interest as financial fixed assets	1,908	2,705	41.8%	15,682	21,960	40.0%
b) revaluation surplus on shares and participating interests						
<b>8. Shares and participating interest in affiliated undertakings</b>	<b>90,236</b>	<b>162,960</b>	<b>80.6%</b>	<b>6,888</b>	<b>19,812</b>	<b>187.6%</b>
a) shares and participating interest in affiliated undertakings	90,236	162,960	80.6%	6,389	19,439	204.3%
b) revaluation surplus on shares and participating interests						
c) capital consolidation difference	0	0	0.0%	499	373	-25.3%
<b>9. Intangible assets</b>	<b>37,104</b>	<b>50,740</b>	<b>36.8%</b>	<b>43,669</b>	<b>60,827</b>	<b>39.3%</b>
<b>10. Tangible assets</b>	<b>142,478</b>	<b>177,159</b>	<b>24.3%</b>	<b>192,796</b>	<b>277,400</b>	<b>43.9%</b>
a) tangible assets for financial and investment services	131,363	166,566	26.8%	151,082	216,712	43.4%
b) tangible assets not for directly financial and investment services	11,115	10,593	-4.7%	41,714	60,688	45.5%
c) revaluation surplus on tangible assets						
<b>11. Own shares</b>	<b>66,069</b>	<b>77,898</b>	<b>17.9%</b>	<b>100,132</b>	<b>118,485</b>	<b>18.3%</b>
<b>12. Other assets</b>	<b>83,052</b>	<b>236,892</b>	<b>185.2%</b>	<b>130,398</b>	<b>301,863</b>	<b>131.5%</b>
a) stocks (inventories)	7,342	7,056	-3.9%	35,009	43,382	23.9%
b) other receivables (not from financial and investment securities)	75,710	229,836	203.6%	95,389	258,481	171.0%
<b>13. Prepayments and accrued income</b>	<b>111,176</b>	<b>147,531</b>	<b>32.7%</b>	<b>121,614</b>	<b>165,052</b>	<b>35.7%</b>
<b>TOTAL ASSETS</b>	<b>6,867,546</b>	<b>8,857,226</b>	<b>29.0%</b>	<b>7,456,584</b>	<b>10,086,133</b>	<b>35.3%</b>
<b>From this:</b>						
- CURRENT ASSETS	4,021,360	4,324,762	7.5%	4,234,406	4,720,430	11.5%
- FIXED ASSETS	2,735,010	4,384,933	60.3%	3,100,564	5,200,651	67.7%

## OTP Bank's First Half 2002 Stock Exchange Report

	30-Jun-2001	30-Jun-2002	Change	30-Jun-2001	30-Jun-2002	in '000 USD Change
	OTP Bank	OTP Bank	(%)	Consolidated	Consolidated	(%)
<b>LIABILITIES</b>						
<b>1. Liabilities to credit institutions</b>	<b>217,903</b>	<b>181,650</b>	<b>-16.6%</b>	<b>238,306</b>	<b>361,734</b>	<b>51.8%</b>
a) repayable on demand	7,098	14,598	105.7%	7,103	14,058	97.9%
b) liabilities from financial services with maturity dates or periods of notice	210,805	167,052	-20.8%	231,203	347,676	50.4%
ba) not more than one year	156,623	122,621	-21.7%	157,083	255,189	62.5%
bb) more than one year	54,182	44,431	-18.0%	74,120	92,487	24.8%
c) liabilities from investment services						
<b>2. Liabilities to customers</b>	<b>5,559,599</b>	<b>7,248,159</b>	<b>30.4%</b>	<b>5,838,263</b>	<b>7,844,605</b>	<b>34.4%</b>
a) saving deposits	1,219,287	1,357,764	11.4%	1,219,287	1,615,273	32.5%
aa) repayable on demand	145,121	163,604	12.7%	145,121	224,887	55.0%
ab) maturity not more than one year	1,040,940	1,194,160	14.7%	1,040,940	1,388,985	33.4%
ac) maturity more than one year	33,226		-100.0%	33,226	1,401	-95.8%
b) other liabilities from financial services	4,324,235	5,886,736	36.1%	4,598,800	6,225,652	35.4%
ba) repayable on demand	1,506,668	2,200,316	46.0%	1,508,931	2,200,565	45.8%
bb) maturity not more than one year	2,784,901	3,659,542	31.4%	2,803,705	3,663,426	30.7%
bc) maturity more than one year	32,666	26,878	-17.7%	286,164	361,661	26.4%
c) liabilities from investment services	16,077	3,659	-77.2%	20,176	3,680	-81.8%
<b>3. Liabilities from issued debt securities</b>	<b>266,121</b>	<b>256,131</b>	<b>-3.8%</b>	<b>266,121</b>	<b>260,156</b>	<b>-2.2%</b>
a) issued bond	3	3	0.0%	3	3	0.0%
aa) maturity not more than one year						
ab) maturity more than one year	3	3	0.0%	3	3	0.0%
b) issued other debt securities	2,575	1,574	-38.9%	2,575	5,599	117.4%
ba) maturity not more than one year	2,347	1,574	-32.9%	2,347	5,599	138.6%
bb) maturity more than one year	228		-100.0%	228		-100.0%
c) issued debt securities according to act on accounting, but the act on securities not qualifies that certificates as securities	263,543	254,554	-3.4%	263,543	254,554	-3.4%
ca) maturity not more than one year	246,807	241,465	-2.2%	246,807	241,465	-2.2%
cb) maturity more than one year	16,736	13,089	-21.8%	16,736	13,089	-21.8%
<b>4. Other liabilities</b>	<b>113,364</b>	<b>198,958</b>	<b>75.5%</b>	<b>151,509</b>	<b>225,174</b>	<b>48.6%</b>
a) maturity not more than one year	113,364	198,958	75.5%	148,538	223,049	50.2%
b) maturity more than one year				250	195	-22.0%
c) (Calculated) Corporate tax difference due to consolidation				2,721	1,930	-29.1%
<b>5. Accruals and deferred income</b>	<b>108,393</b>	<b>125,122</b>	<b>15.4%</b>	<b>126,887</b>	<b>151,304</b>	<b>19.2%</b>
<b>6. Provisions</b>	<b>48,312</b>	<b>72,142</b>	<b>49.3%</b>	<b>210,591</b>	<b>343,979</b>	<b>63.3%</b>
a) provisions for pensions and similar obligations						
b) risk provision for off-balance sheet items (for pending and future liabilities)	7,483	12,612	68.5%	8,255	14,381	74.2%
c) general risk provision	33,009	52,943	60.4%	35,140	61,485	75.0%
d) other provision	7,820	6,587	-15.8%	167,196	268,113	60.4%
<b>7. Subordinated liabilities</b>	<b>60,893</b>	<b>66,055</b>	<b>8.5%</b>	<b>62,402</b>	<b>75,768</b>	<b>21.4%</b>
a) subordinated loan capital	60,893	66,055	8.5%	60,893	66,055	8.5%
aa) equity consolidation difference	0	0	0.0%	1,509	9,713	543.7%
b) pecuniary contribution of members at credit institutions operating as credit cooperatives						
c) other subordinated liabilities						
<b>8. Subscribed capital</b>	<b>277,148</b>	<b>277,148</b>	<b>0.0%</b>	<b>277,148</b>	<b>277,148</b>	<b>0.0%</b>
From this: repurchased own shares at face value	17,883	16,327	-8.7%	25,355	23,752	-6.3%
<b>9. Subscribed but unpaid capital (-)</b>	<b>0</b>					
<b>10. Capital reserves</b>	<b>373</b>	<b>373</b>	<b>0.0%</b>	<b>373</b>	<b>373</b>	<b>0.0%</b>
a) premium (from share issue)						
b) other	373	373	0.0%	373	373	0.0%
<b>11. General reserves</b>	<b>191,230</b>	<b>206,468</b>	<b>8.0%</b>	<b>191,230</b>	<b>206,468</b>	<b>8.0%</b>
<b>12. Retained earnings (accumulated profit reserve) (+)</b>	<b>182,017</b>	<b>346,168</b>	<b>90.2%</b>	<b>271,903</b>	<b>365,973</b>	<b>34.6%</b>
<b>13. Legal reserves</b>	<b>66,069</b>	<b>77,898</b>	<b>17.9%</b>	<b>66,069</b>	<b>77,898</b>	<b>17.9%</b>
<b>14. Revaluation reserve</b>						
<b>15. Profit or loss for the financial year according to the balance sheet (+)</b>	<b>42,477</b>	<b>52,350</b>	<b>23.2%</b>	<b>56,777</b>	<b>67,336</b>	<b>18.6%</b>
<b>16. Subsidiaries' equity increases/decreases (+-)*</b>				<b>43,859</b>	<b>70,956</b>	<b>61.8%</b>
<b>17. Increases/decreases due to consolidation (+-)</b>				<b>15,228</b>	<b>14,519</b>	<b>-4.7%</b>
- from debt consolidation difference				26,338	26,104	-0.9%
- from intermediate result difference				-11,110	-11,585	4.3%
<b>18. Participation of outside members (other owners)</b>					<b>1,028</b>	
<b>19. Difference from exchange rate</b>	<b>-266,353</b>	<b>-251,396</b>	<b>-5.6%</b>	<b>-360,082</b>	<b>-258,286</b>	<b>-28.3%</b>
<b>TOTAL LIABILITIES</b>	<b>6,867,546</b>	<b>8,857,226</b>	<b>29.0%</b>	<b>7,456,584</b>	<b>10,086,133</b>	<b>35.3%</b>
<b>From this:</b>						
- SHORT-TERM LIABILITIES	6,019,946	7,800,497	29.6%	6,083,472	8,222,833	35.2%
- LONG-TERM LIABILITIES	197,934	150,456	-24.0%	473,129	544,604	15.1%
- EQUITY (CAPITAL AND RESERVES)	492,961	709,009	43.8%	562,505	823,413	46.4%
				34,063	40,587	

\* Book value of shares owned by subsidiaries

The US Dollar amounts are solely for convenience of readers outside Hungary. The rate used for USD amounts is 246.72 HUF/USD for 30 June 2002 and 287.39 HUF/USD for 30 June 2001.

# OTP Bank's First Half 2002 Stock Exchange Report

## PK4. Profit and Loss Statement

### PROFIT AND LOSS ACCOUNT

(unconsolidated and consolidated, based on HAR) for the 6 months ended 30 June 2002

	in HUF million					
	1H 2001 OTP Bank	1H 2002	Change %	1H 2001 Consolidated	1H 2002	Change %
<b>1. Interest received and interest-type income</b>	<b>95,824</b>	<b>91,246</b>	<b>-4.8%</b>	<b>103,926</b>	<b>105,983</b>	<b>2.0%</b>
a) interest received on securities with fixed-interest signifying a creditor relationship	26,417	21,423	-18.9%	28,517	24,148	-15.3%
b) other interest received and interest-type income	69,407	69,823	0.6%	75,409	81,835	8.5%
<b>2. Interest paid and interest-type expenses</b>	<b>47,974</b>	<b>42,154</b>	<b>-12.1%</b>	<b>50,350</b>	<b>48,162</b>	<b>-4.3%</b>
<b>Interest difference (1-2)</b>	<b>47,850</b>	<b>49,092</b>	<b>2.6%</b>	<b>53,576</b>	<b>57,821</b>	<b>7.9%</b>
<b>3. Incomes from securities</b>	<b>25</b>	<b>213</b>	<b>752.0%</b>	<b>434</b>	<b>309</b>	<b>-28.8%</b>
<b>4. Fees and Commission received</b>	<b>20,875</b>	<b>27,493</b>	<b>31.7%</b>	<b>20,342</b>	<b>26,575</b>	<b>30.6%</b>
a) revenues from other financial services	19,161	25,145	31.2%	19,041	25,427	33.5%
b) revenues from investment services (except incomes from trading activities)	1,714	2,348	37.0%	1,301	1,148	-11.8%
<b>5. Fees and Commission paid</b>	<b>2,884</b>	<b>3,210</b>	<b>11.3%</b>	<b>3,280</b>	<b>4,109</b>	<b>25.3%</b>
a) expenses on other financial services	2,790	3,111	11.5%	3,105	4,012	29.2%
b) expenses on investment services (except expenses from trading activities)	94	99	5.3%	175	97	-44.6%
<b>6. Profit or loss from financial transactions (5/a-6/b+6/c-6/d)</b>	<b>-892</b>	<b>-1,019</b>	<b>14.2%</b>	<b>-55</b>	<b>-1,220</b>	<b>2,118.2%</b>
a) revenues from other financial services	15,312	10,188	-33.5%	17,475	8,958	-48.7%
b) expenses on other financial services	15,565	10,587	-32.0%	17,223	9,596	-44.3%
c) revenues from investment services (revenues from trading activities)	843	2,438	189.2%	1,831	2,530	38.2%
d) expenses on investment services (expenses from trading activities)	1,482	3,058	106.3%	2,138	3,112	45.6%
<b>7. Other incomes from business</b>	<b>3,272</b>	<b>25,489</b>	<b>679.0%</b>	<b>45,343</b>	<b>56,399</b>	<b>24.4%</b>
a) incomes from non financial and investment services	1,995	3,698	85.4%	43,520	51,356	18.0%
a1) income of consolidated investment service providers				14,824	13,127	-11.4%
a2) income of consolidated insurance companies				19,351	28,433	46.9%
a3) income of other consolidated companies				9,345	9,796	4.8%
b) other revenues	1,277	21,791	1,606.4%	1,747	4,943	182.9%
b1) income of consolidated investment service providers				1,298	4,160	220.5%
b2) income of consolidated insurance companies				80	55	-31.3%
b3) income of other consolidated companies				369	728	97.3%
ba) consolidation difference income due to debtor consolidation					13	
bb) other income due to consolidation				76	87	14.5%
<b>8. General administration expenses</b>	<b>28,170</b>	<b>31,796</b>	<b>12.9%</b>	<b>30,163</b>	<b>35,585</b>	<b>18.0%</b>
a) personnel expenses	14,041	16,357	16.5%	15,281	18,451	20.7%
b) other administration expenses	14,129	15,439	9.3%	14,882	17,134	15.1%
<b>9. Depreciation and amortization</b>	<b>5,410</b>	<b>5,373</b>	<b>-0.7%</b>	<b>5,650</b>	<b>5,829</b>	<b>3.2%</b>
<b>10. Other expenses from business</b>	<b>9,619</b>	<b>31,967</b>	<b>232.3%</b>	<b>50,569</b>	<b>59,661</b>	<b>18.0%</b>
a) expenses from non-financial and investment services	1,526	2,721	78.3%	28,526	33,498	17.4%
a1) expense of consolidated investment service providers				14,368	12,309	-14.3%
a2) expense of consolidated insurance companies				14,119	21,177	50.0%
a3) expense of other consolidated companies				39	12	-69.2%
b) other expenses	8,093	29,246	261.4%	10,679	12,558	17.6%
b1) expense of consolidated investment service providers				9,949	11,425	14.8%
b2) expense of consolidated insurance companies				142	185	30.3%
b3) expense of other consolidated companies				588	948	61.2%
ba) consolidation difference expense due to debtor consolidation				2		-100.0%
bb) other expense due to consolidation				137	127	-7.3%
c) expense of consolidated investment service providers				11,225	13,478	20.1%
c1) expense of consolidated insurance companies				4,488	6,009	33.9%
c2) expense of other consolidated companies				6,737	7,469	10.9%
<b>11. Write-off of loans and provision for contingent and future liabilities</b>	<b>9,336</b>	<b>7,272</b>	<b>-22.1%</b>	<b>12,200</b>	<b>11,606</b>	<b>-4.9%</b>
a) write-off of loans	8,093	5,967	-26.3%	10,941	9,852	-10.0%
b) provision for contingent and future liabilities	1,243	1,305	5.0%	1,259	1,754	39.3%
<b>12. Reversal of write-off of loans and credit for contingent and future liabilities</b>	<b>5,493</b>	<b>4,311</b>	<b>-21.5%</b>	<b>9,681</b>	<b>8,301</b>	<b>-14.3%</b>
a) reversal of write-off of loans	5,213	4,119	-21.0%	9,330	6,534	-30.0%
b) credit for contingent and future liabilities	280	192	-31.4%	351	1,767	403.4%
<b>13. Write-off of securities for investing purposes, signifying a creditor relationship, equity investments in associated or other company</b>	<b>49</b>	<b>2</b>	<b>-95.9%</b>	<b>49</b>		<b>-100.0%</b>
<b>14. Reversal of write-off of securities for investing purposes, signifying a creditor relationship, and equity investments in associated or other company</b>	<b>1,001</b>	<b>497</b>	<b>-50.3%</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
<b>15. Result of ordinary business activities</b>	<b>22,156</b>	<b>26,456</b>	<b>19.4%</b>	<b>27,411</b>	<b>31,396</b>	<b>14.5%</b>
Including: -RESULT OF FINANCIAL AND INVESTMENT SERVICES	21,687	25,479	17.5%	23,923	27,366	14.4%
- RESULT OF NON-FINANCIAL AND INVESTMENT SERVICES	469	977	108.3%	3,488	4,030	15.5%
<b>16. Extraordinary revenues</b>	<b>3</b>	<b>4</b>	<b>33.3%</b>	<b>4</b>	<b>11</b>	<b>175.0%</b>
<b>17. Extraordinary expenses</b>	<b>82</b>	<b>2</b>	<b>-97.6%</b>	<b>219</b>	<b>88</b>	<b>-59.8%</b>
<b>18. Extraordinary profit or loss (16-17)</b>	<b>-79</b>	<b>2</b>	<b>-102.5%</b>	<b>-215</b>	<b>-77</b>	<b>-64.2%</b>
<b>19. Profit or loss before tax (±15±18)</b>	<b>22,077</b>	<b>26,458</b>	<b>19.8%</b>	<b>27,196</b>	<b>31,319</b>	<b>15.2%</b>
<b>20. Tax liabilities</b>	<b>4,305</b>	<b>4,843</b>	<b>12.5%</b>	<b>5,274</b>	<b>5,892</b>	<b>11.7%</b>
Tax difference due to consolidation				-79	-333	321.5%
<b>21. After-tax profit or loss (±19-20)</b>	<b>17,772</b>	<b>21,615</b>	<b>21.6%</b>	<b>22,001</b>	<b>25,760</b>	<b>17.1%</b>
<b>22. Formation and utilization of general reserves (±)</b>	<b>-1,777</b>	<b>-2,161</b>	<b>21.6%</b>	<b>-1,938</b>	<b>-2,375</b>	<b>22.5%</b>
<b>23. Use of accumulated profit reserve for dividends and profit-sharings</b>						
<b>24. Dividends and profit-sharings paid (approved)</b>	<b>3,602</b>	<b>5,204</b>	<b>44.5%</b>	<b>3,498</b>	<b>5,056</b>	<b>44.5%</b>
<b>25. Balance-sheet profit or loss figure (±21±22+23-24)</b>	<b>12,393</b>	<b>14,250</b>	<b>15.0%</b>	<b>16,565</b>	<b>18,329</b>	<b>10.6%</b>



# OTP Bank's First Half 2002 Stock Exchange Report

## PK4. Profit and Loss Statement

### PROFIT AND LOSS ACCOUNT

(unconsolidated and consolidated, based on HAR) for the 6 months ended 30 June 2002

	in '000 USD					
	1H 2001	1H 2002	Change	1H 2001	1H 2002	Change
	OTP Bank		%	Consolidated		%
<b>1. Interest received and interest-type income</b>	<b>328,434</b>	<b>335,216</b>	<b>2.1%</b>	<b>356,206</b>	<b>389,356</b>	<b>9.3%</b>
a) interest received on securities with fixed-interest signifying a creditor relationship	90,544	78,703	-13.1%	97,741	88,713	-9.2%
b) other interest received and interest-type income	237,890	256,513	7.8%	258,465	300,643	16.3%
<b>2. Interest paid and interest-type expenses</b>	<b>164,431</b>	<b>154,863</b>	<b>-5.8%</b>	<b>172,574</b>	<b>176,936</b>	<b>2.5%</b>
<b>Interest difference (1-2)</b>	<b>164,003</b>	<b>180,353</b>	<b>10.0%</b>	<b>183,632</b>	<b>212,420</b>	<b>15.7%</b>
<b>3. Incomes from securities</b>	<b>86</b>	<b>782</b>	<b>809.3%</b>	<b>1,489</b>	<b>1,134</b>	<b>-23.8%</b>
<b>4. Fees and Commission received</b>	<b>71,549</b>	<b>101,004</b>	<b>41.2%</b>	<b>69,723</b>	<b>97,630</b>	<b>40.0%</b>
a) revenues from other financial services	65,674	92,379	40.7%	65,264	93,414	43.1%
b) revenues from investment services (except incomes from trading activities)	5,875	8,625	46.8%	4,459	4,216	-5.4%
<b>5. Fees and Commission paid</b>	<b>9,884</b>	<b>11,791</b>	<b>19.3%</b>	<b>11,244</b>	<b>15,095</b>	<b>34.2%</b>
a) expenses on other financial services	9,562	11,429	19.5%	10,644	14,740	38.5%
b) expenses on investment services (except expenses from trading activities)	322	362	12.4%	600	355	-40.8%
<b>6. Profit or loss from financial transactions (6/a-6/b+6/c-6/d)</b>	<b>-3,057</b>	<b>-3,742</b>	<b>22.4%</b>	<b>-190</b>	<b>-4,481</b>	<b>2258.4%</b>
a) revenues from other financial services	52,483	37,430	-28.7%	59,895	32,910	-45.1%
b) expenses on other financial services	53,350	38,894	-27.1%	59,031	35,253	-40.3%
c) revenues from investment services (revenues from trading activities)	2,890	8,957	209.9%	6,276	9,294	48.1%
d) expenses on investment services (expenses from trading activities)	5,080	11,235	121.2%	7,330	11,432	56.0%
<b>7. Other incomes from business</b>	<b>11,213</b>	<b>93,639</b>	<b>735.1%</b>	<b>155,413</b>	<b>207,195</b>	<b>33.3%</b>
a) incomes from non financial and investment services	6,838	13,584	98.7%	149,165	188,669	26.5%
a1) income of consolidated investment service providers				50,809	48,224	-5.1%
a2) income of consolidated insurance companies				66,326	104,457	57.5%
a3) income of other consolidated companies				32,030	35,988	12.4%
b) other revenues	4,375	80,055	1729.8%	5,987	18,159	203.3%
b1) income of consolidated investment service providers				4,447	15,282	243.6%
b2) income of consolidated insurance companies				275	202	-26.5%
b3) income of other consolidated companies				1,265	2,675	111.5%
ba) consolidation difference income due to debtor consolidation				1	47	4600.0%
bb) other income due to consolidation				260	320	23.1%
<b>8. General administration expenses</b>	<b>96,551</b>	<b>116,812</b>	<b>21.0%</b>	<b>103,383</b>	<b>130,729</b>	<b>26.5%</b>
a) personnel expenses	48,125	60,094	24.9%	52,376	67,783	29.4%
b) other administration expenses	48,426	56,718	17.1%	51,007	62,946	23.4%
<b>9. Depreciation and amortization</b>	<b>18,545</b>	<b>19,738</b>	<b>6.4%</b>	<b>19,365</b>	<b>21,413</b>	<b>10.6%</b>
<b>10. Other expenses from business</b>	<b>32,970</b>	<b>117,440</b>	<b>256.2%</b>	<b>173,324</b>	<b>219,180</b>	<b>26.5%</b>
a) expenses from non-financial and investment services	5,230	9,995	91.1%	97,773	123,064	25.9%
a1) expense of consolidated investment service providers				49,246	45,221	-8.2%
a2) expense of consolidated insurance companies				48,393	77,800	60.8%
a3) expense of other consolidated companies				134	43	-67.9%
b) other expenses	27,740	107,445	287.3%	36,600	46,134	26.0%
b1) expense of consolidated investment service providers				34,099	41,972	23.1%
b2) expense of consolidated insurance companies				487	680	39.6%
b3) expense of other consolidated companies				2,014	3,482	72.9%
ba) consolidation difference expense due to debtor consolidation				7		-100.0%
bb) other expense due to consolidation				470	466	-0.9%
c) expense of consolidated investment service providers				38,474	49,516	28.7%
c1) expense of consolidated insurance companies				15,384	22,075	43.5%
c2) expense of other consolidated companies				23,090	27,441	18.8%
<b>11. Write-off of loans and provision for contingent and future liabilities</b>	<b>31,999</b>	<b>26,717</b>	<b>-16.5%</b>	<b>41,816</b>	<b>42,636</b>	<b>2.0%</b>
a) write-off of loans	27,738	21,923	-21.0%	37,501	36,194	-3.5%
b) provision for contingent and future liabilities	4,261	4,794	12.5%	4,315	6,442	49.3%
<b>12. Reversal of write-off of loans and credit for contingent and future liabilities</b>	<b>18,828</b>	<b>15,839</b>	<b>-15.9%</b>	<b>33,180</b>	<b>30,494</b>	<b>-8.1%</b>
a) reversal of write-off of loans	17,868	15,132	-15.3%	31,978	24,003	-24.9%
b) credit for contingent and future liabilities	960	707	-26.4%	1,202	6,491	440.0%
<b>13. Write-off of securities for investing purposes, signifying a creditor relationship, equity investments in associated or other company</b>	<b>167</b>	<b>7</b>	<b>-95.8%</b>	<b>167</b>	<b></b>	<b>-100.0%</b>
<b>14. Reversal of write-off of securities for investing purposes, signifying a creditor relationship, and equity investments in associated or other company</b>	<b>3,433</b>	<b>1,825</b>	<b>-46.8%</b>	<b>2</b>	<b>3</b>	<b>50.0%</b>
<b>15. Result of ordinary business activities</b>	<b>75,939</b>	<b>97,195</b>	<b>28.0%</b>	<b>93,950</b>	<b>115,342</b>	<b>22.8%</b>
Including: -RESULT OF FINANCIAL AND INVESTMENT SERVICES	74,331	93,606	25.9%	81,993	100,538	22.6%
- RESULT OF NON-FINANCIAL AND INVESTMENT SERVICES	1,608	3,589	123.2%	11,957	14,804	23.8%
<b>16. Extraordinary revenues</b>	<b>9</b>	<b>15</b>	<b></b>	<b>15</b>	<b>39</b>	<b>160.0%</b>
<b>17. Extraordinary expenses</b>	<b>280</b>	<b>8</b>	<b>-97.1%</b>	<b>752</b>	<b>322</b>	<b>-57.2%</b>
<b>18. Extraordinary profit or loss (16-17)</b>	<b>-271</b>	<b>7</b>	<b>-102.6%</b>	<b>-737</b>	<b>-283</b>	<b>-61.6%</b>
<b>19. Profit or loss before tax (±15±18)</b>	<b>75,668</b>	<b>97,202</b>	<b>28.5%</b>	<b>93,213</b>	<b>115,059</b>	<b>23.4%</b>
<b>20. Tax liabilities</b>	<b>14,756</b>	<b>17,792</b>	<b>20.6%</b>	<b>18,078</b>	<b>21,646</b>	<b>19.7%</b>
Tax difference due to consolidation				-271	-1,222	350.9%
<b>21. After-tax profit or loss (±19-20)</b>	<b>60,912</b>	<b>79,410</b>	<b>30.4%</b>	<b>75,406</b>	<b>94,635</b>	<b>25.5%</b>
<b>22. Formation and utilization of general reserves (±)</b>	<b>-6,091</b>	<b>-7,941</b>	<b>30.4%</b>	<b>-6,640</b>	<b>-8,724</b>	<b>31.4%</b>
<b>23. Use of accumulated profit reserve for dividends and profit-sharings</b>						
<b>24. Dividends and profit-sharings paid (approved)</b>	<b>12,344</b>	<b>19,119</b>	<b>54.9%</b>	<b>11,989</b>	<b>18,575</b>	<b>54.9%</b>
<b>25. Balance-sheet profit or loss figure (±21±22+23-24)</b>	<b>42,477</b>	<b>52,350</b>	<b>23.2%</b>	<b>56,777</b>	<b>67,336</b>	<b>18.6%</b>

IAS FINANCIAL REPORTS

NATIONAL SAVINGS AND COMMERCIAL BANK LTD.  
UNCONSOLIDATED BALANCE SHEETS IN ACCORDANCE WITH INTERNATIONAL ACCOUNTING STANDARDS  
(in HUF mn)

	30-Jun-2002	30-Jun-2001
Cash, due from banks and balances with the National Bank of Hungary	277,311	462,887
losses	271,813	255,357
Securities held for trading and available-for-sale	111,698	110,391
		-
Loans, net of allowance for possible loan losses	902,970	645,500
Accrued interest receivable	23,177	28,785
Equity investments	39,791	27,493
		-
Debt securities held-to-maturity	386,723	339,460
Premises, equipment and intangible assets, net	64,536	53,928
Other assets	82,072	30,439
<b>TOTAL ASSETS</b>	<b>2,160,091</b>	<b>1,954,240</b>
banks	44,817	62,623
Deposits from customers	1,815,300	1,659,147
Liabilities from issued securities	389	741
Accrued interest payable	17,213	21,989
Other liabilities	91,488	56,002
Subordinated bonds and loans	16,297	17,500
<b>TOTAL LIABILITIES</b>	<b>1,985,504</b>	<b>1,818,002</b>
Share capital	28,000	28,000
Retained earnings and reserves	165,806	127,226
Treasury shares	-19,219	-18,988
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>174,587</b>	<b>136,238</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>2,160,091</b>	<b>1,954,240</b>

OTP Bank's First Half 2002 Stock Exchange Report

<b>NATIONAL SAVINGS AND COMMERCIAL BANK LTD.</b> <b>UNCONSOLIDATED STATEMENTS OF OPERATIONS</b> <b>IN ACCORDANCE WITH INTERNATIONAL ACCOUNTING STANDARDS</b> <b>(in HUF mn)</b>			
	Three months ended		
	30-Jun-2002	30-Jun-2001	Change
<b>Interest Income:</b>			
Loans	49,586	43,182	14.8%
Placements with other banks	17,982	9,623	86.9%
interest income without swap	4,871	8,680	-43.9%
results of swaps	13,111	943	1290.3%
Due from banks and balances with the National Bank of Hungary	11,223	16,910	-33.6%
Securities held for trading and available-for-sale	3,539	5,752	-38.5%
Debt securities held-to-maturity	18,487	20,476	-9.7%
<i>Total Interest Income</i>	<b>100,817</b>	<b>95,943</b>	<b>5.1%</b>
<b>Interest Expense:</b>			
Due to banks and deposits from the National Bank of Hungary and other banks	1,489	900	65.4%
interest expenses without swaps	854	1,326	-35.6%
losses of swaps	635	-426	-249.1%
Deposits from customers	39,959	45,644	-12.5%
Liabilities from issued securities	21	57	-63.2%
Subordinated bonds and loans	503	762	-34.0%
<i>Total Interest Expense</i>	<b>41,972</b>	<b>47,363</b>	<b>-11.4%</b>
<b>NET INTEREST INCOME</b>	<b>58,845</b>	<b>48,580</b>	<b>21.1%</b>
Provision for possible loan losses	3,821	2,758	38.5%
Credit for possible placement losses	-1	-15	-93.3%
	<b>3,820</b>	<b>2,743</b>	<b>39.3%</b>
<b>NET INTEREST INCOME AFTER PROVISION FOR POSSIBLE LOAN AND PLACEMENT LOSSES</b>	<b>55,025</b>	<b>45,837</b>	<b>20.0%</b>
<b>Non-Interest Income:</b>			
Fees and commissions	27,968	21,121	32.4%
Foreign exchange gains and losses, net	-6,573	863	-861.6%
Gains and losses on securities, net	-871	-114	664.0%
Gains and losses on real estate transactions, net	-17	-36	-52.8%
Dividend income	213	25	752.0%
Other	321	642	-50.0%
<i>Total Non-Interest Income</i>	<b>21,041</b>	<b>22,501</b>	<b>-6.5%</b>
<b>Non-Interest Expenses:</b>			
Fees and commissions	3,223	2,896	11.3%
Personnel expenses	16,358	14,041	16.5%
Depreciation and amortization	6,175	6,075	1.6%
Other	20,695	20,216	2.4%
<i>Total Non-Interest Expenses</i>	<b>46,451</b>	<b>43,228</b>	<b>7.5%</b>
<b>INCOME BEFORE INCOME TAXES</b>	<b>29,615</b>	<b>25,110</b>	<b>17.9%</b>
Income taxes	4,975	4,802	3.6%
<b>NET INCOME AFTER INCOME TAXES</b>	<b>24,640</b>	<b>20,308</b>	<b>21.3%</b>

*OTP Bank's First Half 2002 Stock Exchange Report*

RECONCILIATION OF FINANCIAL STATEMENTS PREPARED UNDER HUNGARIAN ACCOUNTING STANDARDS  
AND FINANCIAL STATEMENTS PREPARED UNDER INTERNATIONAL ACCOUNTING STANDARDS  
(in HUF mn)

	Retained Earnings and Reserves January 1, 2002	Income for the three months period ended March 31, 2002	Direct Movement s on Reserves	Retained Earnings and Reserves March 31, 2002
<b>Hungarian financial statements</b>	<b>130,515</b>	<b>21,615</b>	-	<b>152,130</b>
<i>Adjustments to Hungarian financial statements:</i>				
Reversal of statutory general provision	10,929	2,133	-	13,062
Reversal of provisions for exchange losses	-	-	-	-
Premium and discount amortization on investment securities	-3	22	-	19
Allowance for possible loan losses	-1,340	-	-	-1,340
Allowance for possible losses on off-balance sheet commitments and contingent liabilities	-297	25	-	-272
Increase of investment in subsidiary, recorded as an expense in the Hungarian financial statements	1,012	-	-	1,012
Difference in accounting for finance leases	149	-449	-	-300
Deferred taxation	22	-133	-	-111
Difference in accounting for off-balance sheet financial instruments	319	-8,940	-	-8,621
Fair value adjustment of derivative financial instruments	-821	10,423	-	9,602
Fair value adjustment of held for trading and available-for-sale financial assets	532	-344	-	188
Correction of business value (bad-will; IRB)	-	-105	-	-105
Profit on sale of Treasury Shares	-	393	-393	-
Reclassification of charges accounted against equity	0	-	0	0
Reclassification of direct charge related to local tax	542	-	-	542
<b>International financial statements</b>	<b>141,559</b>	<b>24,640</b>	<b>-393</b>	<b>165,806</b>

**NATIONAL SAVINGS AND COMMERCIAL BANK LTD.  
CONSOLIDATED BALANCE SHEET (in HUF mn)**

	<b>30-Jun-2002</b>	<b>30-Jun-2001</b>	<b>Change</b>
Cash, due from banks and balances with the National Bank of Hungary	283,278	467,621	-39.4%
Placements with other banks, net of allowance for possible placement losses	289,609	253,981	14.0%
Securities held for trading and available-for-sale	256,669	199,693	28.5%
Loans, net of allowance for possible loan losses	980,246	674,397	45.4%
Accrued interest receivable	26,498	31,331	-15.4%
Equity investments	5,481	2,554	114.6%
Debt securities held-to-maturity	389,630	342,318	13.8%
Premises, equipment and intangible assets, net	86,958	68,218	27.5%
Other assets	134,350	72,272	85.9%
<b>TOTAL ASSETS</b>	<b><u>2,452,719</u></b>	<b><u>2,112,385</u></b>	<b><u>16.1%</u></b>
Due to banks and deposits from the National Bank of Hungary and other banks	89,295	71,433	25.0%
Deposits from customers	1,922,851	1,701,217	13.0%
Liabilities from issued securities	40,935	36,281	12.8%
Accrued interest payable	22,533	25,373	-11.2%
Other liabilities	167,882	113,532	47.9%
Subordinated bonds and loans	16,297	17,500	-6.9%
<b>TOTAL LIABILITIES</b>	<b><u>2,259,793</u></b>	<b><u>1,965,336</u></b>	<b><u>15.0%</u></b>
Share capital	28,000	28,000	0.0%
Retained earnings and reserves	193,821	147,826	31.1%
Treasury shares	-29,232	-28,777	1.6%
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b><u>192,589</u></b>	<b><u>147,049</u></b>	<b><u>31.0%</u></b>
<b>MINORITIES</b>	337	--	
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b><u>2,452,719</u></b>	<b><u>2,112,385</u></b>	<b><u>16.1%</u></b>

OTP Bank's First Half 2002 Stock Exchange Report

<b>NATIONAL SAVINGS AND COMMERCIAL BANK LTD.</b> <b>CONSOLIDATED STATEMENTS OF OPERATIONS (in HUF mn)</b> for the 6 months ended 30 June 2002			
	2002	2001	Change
<b>Interest Income:</b>			
Loans	60,931	49,315	23.6%
Placements with other banks	18,223	9,443	93.0%
Due from banks and balances with the National Bank of Hungary	11,688	17,005	-31.3%
Securities held for trading and available-for-sale	8,363	9,781	-14.5%
Debt securities held-to-maturity	18,624	20,621	-9.7%
<i>Total Interest Income</i>	<u>117,829</u>	<u>106,165</u>	<u>11.0%</u>
<b>Interest Expense:</b>			
Due to banks and deposits from the National Bank of Hungary and other banks	3,099	1,188	160.9%
Deposits from customers	42,798	46,202	-7.4%
Liabilities from issued securities	1,581	1,592	-0.7%
Subordinated bonds and loans	503	763	-34.1%
Other	5	26	-80.8%
<i>Total Interest Expense</i>	<u>47,986</u>	<u>49,771</u>	<u>-3.6%</u>
<b>NET INTEREST INCOME</b>	<b>69,843</b>	<b>56,394</b>	<b>23.8%</b>
Provision for possible loan losses	3,777	2,535	49.0%
Provision for possible placement losses	-1	-15	-93.3%
Provision for possible loan and placement losses	<u>3,776</u>	<u>2,520</u>	<u>49.8%</u>
<b>NET INTEREST INCOME AFTER PROVISION FOR POSSIBLE LOAN AND PLACEMENT LOSSES</b>	<b>66,067</b>	<b>53,874</b>	<b>22.6%</b>
<b>Non-Interest Income:</b>			
Fees and commissions	29,589	22,548	31.2%
Foreign exchange gains and losses, net	-6,613	1,602	-512.8%
Gains and losses on securities, net	-2,205	-429	414.0%
Gains and losses on real estate transactions, net	664	1,355	-51.0%
Dividend income	527	524	0.6%
Insurance premiums	26,732	17,019	57.1%
Other	2,986	1,900	57.2%
<i>Total Non-Interest Income</i>	<u>51,680</u>	<u>44,519</u>	<u>16.1%</u>
<b>Non-Interest Expenses:</b>			
Fees and commissions	5,457	4,096	33.2%
Personnel expenses	22,079	17,980	22.8%
Depreciation and amortization	8,112	7,215	12.4%
Other	47,304	38,431	23.1%
<i>Total Non-Interest Expense</i>	<u>82,952</u>	<u>67,722</u>	<u>22.5%</u>
<b>INCOME BEFORE INCOME TAXES</b>	<b>34,795</b>	<b>30,671</b>	<b>13.4%</b>
Income taxes	5,820	5,845	-0.4%
<b>NET INCOME</b>	<b><u>28,975</u></b>	<b><u>24,826</u></b>	<b><u>16.7%</u></b>



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