## NATIONAL SAVINGS AND

 COMMERCIAL BANK LTD.UNCONSOLIDATED FINANCIAL STATEMENTS
IN ACCORDANCE WITH
INTERNATIONAL FINANCIAL REPORTING STANDARDS

FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2004

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# NATIONAL SAVINGS AND COMMERCIAL BANK LTD. 

 UNCONSOLIDATED BALANCE SHEETS AS AT JUNE 30, 2004 (UNAUDITED) DECEMBER 31, 2003 AND JUNE 30, 2003 (AUDITED) (in HUF mn)$\left.\begin{array}{lrrrrr} & \text { Note } & \text { June 30, } & \text { December 31, } & \text { June 30, } \\ \text { 2003 }\end{array}\right)$

## NATIONAL SAVINGS AND COMMERCIAL BANK LTD.

UNCONSOLIDATED STATEMENTS OF OPERATIONS FOR THE SIX MONTH PERIODS ENDED JUNE 30, 2004 (UNAUDITED) AND JUNE 30, 2003 (AUDITED) AND FOR THE YEAR ENDED DECEMBER 31, 2003 (AUDITED) (in HUF mn )

| Six month | Six month | Year ended |
| :---: | :---: | :---: |
| period ended | period ended | December |
| Note | June 30, 2004 | June 30, 2003 |
|  | 31, 2003 |  |


| Interest Income: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Loans |  | 65,116 | 49,243 | 103,415 |
| Placements with other banks |  | 20,524 | 10,645 | 20,350 |
| Due from banks and balances with the National Bank of Hungary |  | 15,405 | 8,709 | 17,148 |
| Securities held for trading or available-for-sale |  | 14,794 | 8,760 | 19,553 |
| Securities held-to-maturity |  | 28,466 | 19,506 | 43,779 |
| Total Interest Income |  | 144,305 | 96,863 | 204,245 |
| Interest Expense: |  |  |  |  |
| Due to banks and deposits from the National Bank of Hungary and other banks |  | 8,010 | 15,838 | 16,508 |
| Deposits from customers |  | 61,910 | 33,843 | 75,311 |
| Liabilities from issued securities |  | 83 | 84 | 169 |
| Subordinated bonds and loans |  | 399 | 419 | 748 |
| Total Interest Expense |  | 70,402 | 50,184 | $\underline{92,736}$ |
| NET INTEREST INCOME |  | 73,903 | 46,679 | 111,509 |
| Provision for possible loan and placement losses | 4, 6. | 3,895 | 2,497 | 7,053 |
| NET INTEREST INCOME AFTER <br> PROVISION FOR POSSIBLE LOAN <br> AND PLACEMENT LOSSES |  |  |  |  |
|  |  |  |  |  |
| Non-Interest Income: |  |  |  |  |
| Fees and commissions |  | 53,632 | 42,209 | 95,850 |
| Foreign exchange gains, net |  | 2,003 | 10,722 | 5,903 |
| Losses on securities, net |  | $(1,826)$ | $(1,401)$ | $(8,909)$ |
| Losses and gains on real estate transactions, net |  | (60) | 3 | (35) |
| Dividend income |  | 8,075 | 7,254 | 7,691 |
| Other |  | 1,200 | 2,178 | 3,266 |
| Total Non-Interest Income |  | 63,024 | 60,965 | 103,766 |
| Non-Interest Expenses: |  |  |  |  |
| Fees and commissions |  | 6,033 | 4,654 | 11,067 |
| Personnel expenses |  | 23,516 | 18,846 | 43,555 |
| Depreciation and amortization |  | 6,483 | 6,978 | 12,745 |
| Other | 19. | $\underline{\mathbf{2 5 , 6 1 2}}$ | 25,412 | 56,327 |
| Total Non-Interest Expenses |  | 61,644 | 55,890 | 123,694 |
| INCOME BEFORE INCOME TAXES |  | 71,388 | 49,257 | 84,528 |
| Income taxes | 20. | 9,247 | 7,906 | 14,387 |
| NET INCOME AFTER INCOME TAXES |  | $\underline{\mathbf{6 2 , 1 4 1}}$ | $\underline{\text { 41,351 }}$ | $\underline{\mathbf{7 0 , 1 4 1}}$ |
| Earnings per share (in HUF) |  |  |  |  |
| Basic | 30. | 232 | 155 | 261 |
| Diluted | 30. | 232 | 155 | 260 |

# NATIONAL SAVINGS AND COMMERCIAL BANK LTD. <br> UNCONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE SIX MONTH <br> PERIODS ENDED JUNE 30, 2004 (UNAUDITED) AND JUNE 30, 2003 (AUDITED) AND FOR THE YEAR ENDED DECEMBER 31, 2003 (AUDITED) (in HUF mn) 

## OPERATING ACTIVITIES

Income before income taxes
Adjustments to reconcile income before income
taxes to net cash provided by operating activities:
Income tax paid
Depreciation and amortization
Provision for possible loan and placement losses
Credit for permanent diminution in value equity investments
(Credit)/provision for possible losses of other assets
Provision for possible losses on off-balance sheet commitments and contingent liabilities, net
Unrealised losses on fair value adjustment of securities held for trading and available-for-sale
Unrealised (gains)/losses on fair value adjustment of derivative financial instruments
Changes in operating assets and liabilities:
Net increase in accrued interest receivable
Net decrease/(increase) in other assets, excluding advances for investments and before provisionsfor possible losses
Net increase in accrued interest payable
Net increase in other liabilities
Net cash provided by operating activities
71,388

6,483
3,895
(81)
(743)

2,557
14.


## INVESTING ACTIVITIES

Net decrease in placements with other banks, before provision for possible placement losses
Net increase in securities held for trading or available-for-sale before unrealised gains/lower of cost and market adjustment
Net increase in equity investments, before provision for permanent diminution in value
Net decrease/(increase) in securities held-tomaturity
Net decrease/(increase) in advances for investments included in other assets
Net increase in loans, before provision for possible loan losses
Net additions to premises, equipment and intangible assets
Net cash provided by/(used in) investing activities

Six month period ended Note June 30, 2004

Six month Year ended period ended December June 30, 2003 31, 2003

# NATIONAL SAVINGS AND COMMERCIAL BANK LTD. <br> UNCONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE SIX MONTH <br> PERIODS ENDED JUNE 30, 2004 (UNAUDITED) AND JUNE 30, 2003 (AUDITED) AND FOR THE YEAR ENDED DECEMBER 31, 2003 (AUDITED) (in HUF mn) [continued] 

Six month Six month Year ended period ended period ended December Note June 30, 2004 June 30, 2003 31, 2003

## FINANCING ACTIVITIES

Net increase in due to banks and deposits from the National Bank of Hungary and other banks
Net (decrease)/increase in deposits from customers
Net (decrease)/increase in liabilities from issued securities
(Decrease)/increase in subordinated bonds and loans
Net change in treasury shares
Net decrease/(increase) in the compulsory reserve established by the National Bank of Hungary
Dividends paid

Net cash (used in)/provided by financing activities
$(74,993)$
31,310
249,528

Net increase/(decrease) in cash and cash equivalents
37,663
$(127,688)$
$(111,914)$
Cash and cash equivalents at the beginning of the period

143,443
$\underline{181,106} \underline{\underline{127,669}}$
255,357
255,357
Cash and cash equivalents at the end of the period
$\underline{\underline{143,443}}$

## Analysis of cash and cash equivalents

Cash, due from banks and balances with the National Bank of Hungary
Compulsory reserve established by the National Bank of Hungary
3. $(109,532) \quad(93,067) \quad(93,067)$

Cash and cash equivalents at the beginning of the period

143,443
255,357
255,357

Cash, due from banks and balances with the National Bank of Hungary

|  | 287,275 | 230,165 | 252,975 |
| :--- | :--- | :--- | :--- |
| 3. | $\underline{(106,169})$ | $(\underline{102,496})$ | $(\underline{109,532})$ |
| $\underline{\underline{\mathbf{1 8 1 , 1 0 6}}}$ | $\underline{\underline{\mathbf{1 2 7 , 6 6 9}}}$ | $\underline{\underline{\mathbf{4 4 3 , 4 4 3}}}$ |  |

# NATIONAL SAVINGS AND COMMERCIAL BANK LTD. 

 UNCONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS'EQUITY FOR THE SIX MONTH PERIODS ENDED JUNE 30, 2004 (UNAUDITED) AND JUNE 30, 2003 (AUDITED) (in HUF mn)

|  | Share Capital | Retained Earnings and Reserves | Treasury Share | Total |
| :---: | :---: | :---: | :---: | :---: |
| Balance as at January 1, 2003 | 28,000 | 192,358 | $(16,883)$ | 203,475 |
| Net income after income taxes | - | 41,351 | - | 41,351 |
| Loss on sale of treasury shares | - | (480) | - | (480) |
| Change in carrying value of treasury shares | - | - | 2,331 | 2,331 |
| Balance as at June 30, 2003 | $\underline{\underline{28,000}}$ | $\underline{\underline{233,229}}$ | $(\underline{\underline{14,552}})$ | $\underline{\underline{246,677}}$ |
| Balance as at January 1, 2004 | 28,000 | 262,504 | $(14,328)$ | 276,176 |
| Net income after income taxes | - | 62,141 | - | 62,141 |
| Dividend payable for the year 2003 |  | $(16,800)$ |  | $(16,800)$ |
| Gain on sale of treasury shares | - | 744 | - | 744 |
| Change in carrying value of treasury shares | - | - | 986 | 986 |
| Balance as at June 30, 2004 | $\underline{\underline{28,000}}$ | $\underline{\underline{308,589}}$ | $(\underline{13,342})$ | $\underline{\underline{323,247}}$ |

## NOTES TO UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTH <br> PERIOD ENDED JUNE 30, 2004 (UNAUDITED)

## NOTE 1: ORGANIZATION AND BASIS OF FINANCIAL STATEMENTS

### 1.1. General

National Savings and Commercial Bank Ltd. (the "Bank" or "OTP") was established on December 31, 1990, when the predecessor State-owned company was transformed into a limited liability company. The Bank's registered office address is 16 , Nador street, Budapest 1051.

As at December 31, 1994, $79 \%$ of the Bank's shares were held directly or indirectly by the Hungarian Government and the remaining $21 \%$ were held by domestic investors or represented as own shares (less than $3 \%$ ). In spring 1995, the Hungarian Government transferred 20\% of the Bank's shares to the Hungarian Social Security Funds. Subsequent to the successful initial public offering in summer 1995, the Bank's shares were introduced to the Budapest and the Luxembourg stock exchanges and were also listed on SEAQ London and PORTAL (USA).

At an extraordinary General Assembly on September 3, 1997, the Bank issued a preferential voting share with a nominal value of HUF 1 thousand (the "Special Share") to the State Privatization and Holding Company. The Special Share gives the power to the State Privatization and Holding Company to control the outcome of certain shareholder votes in accordance with the Bank's Articles of Association and the right to delegate one member to the Bank's Board of Directors and one member to the Supervisory Board of the Bank.

By public offerings in fall 1997 and fall 1999, the State Privatization and Holding Company sold the remaining common shares.

The Annual General Meeting on April 25, 2001 approved the conversion of HUF 1,150 million nominal value preference shares issued by the Bank to common shares.

In the first quarter of the year of 2002 the nominal value of the common shares of the Bank decreased from HUF 1,000 to HUF 100 per share.

As at June 30, 2004 approximately $90,1 \%$ of the Bank's shares were held by domestic and foreign private and institutional investors. The remaining shares are owned by employees $(3,2 \%)$ and the Bank ( $6,7 \%$ ).

The Bank provides a full range of commercial banking services through a nationwide network of 430 branches in Hungary.

As at June 30, 2004 the number of employees at the Bank was 8,200 . The average number of employees for the six month period ended June 30, 2004 was $7,925$.

## NOTE 1: ORGANIZATION AND BASIS OF FINANCIAL STATEMENTS [continued]

### 1.2. Accounting

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

The Bank's functional currency is the Hungarian Forint ("HUF").
Some of the accounting principles prescribed for statutory purposes are different from those generally recognized in international financial markets. Certain adjustments have been made to the Bank's Hungarian unconsolidated statutory accounts (see Note 31), in order to present the unconsolidated financial position and results of operations of the Bank in accordance with all standards and interpretations approved by the International Accounting Standards Board (IASB), which are referred to as International Financial Reporting Standards (IFRS). These standards and interpretations were previously called International Accounting Standards (IAS).

## NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Significant accounting policies applied in the preparation of the accompanying unconsolidated financial statements are summarized below:

### 2.1. Basis of presentation

These unconsolidated financial statements have been prepared under the historical cost convention with the exception of certain financial instruments, which are recorded on fair value. Revenues and expenses are recorded in the period in which they are earned or incurred.

### 2.2. Foreign currency translation

Assets and liabilities denominated in foreign currencies are translated into HUF at exchange rates quoted by the National Bank of Hungary ("NBH") as of the date of the financial statements. Income and expenses arising in foreign currencies are converted at the rate of exchange on the transaction date. Resulting foreign exchange gains or losses are recorded in the Unconsolidated Statement of Operations.

### 2.3. Consolidated financial statements

These financial statements present the Bank's unconsolidated financial position and results of operations. Consolidated financial statements are currently being prepared by the Bank. See Note 2.7 for the description of the method of accounting for investments in subsidiaries and associated companies in these unconsolidated financial statements.

## NOTES TO UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2004 (UNAUDITED)

## NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

### 2.4. Securities held-to-maturity

Investments in securities are accounted on the settlement (value) date basis and are initially measured at cost. At subsequent reporting dates, securities that the Bank has the expressed intention and ability to hold to maturity (held-to-maturity securities) are measured at amortised cost, less any impairment losses recognised to reflect irrecoverable amounts. The annual amortisation of any discount or premium on the acquisition of a held-to-maturity security is aggregated with other investment income receivable over the term of the investment so that the revenue recognised in each period represents a constant yield on the investment.

Held-to-maturity investments include securities, which the Bank is able and intent to hold to maturity. Such securities comprise mainly securities issued by the Hungarian Government and mortgage bonds.

### 2.5. Securities held for trading and available-for-sale

Investments in securities are accounted on the settlement (value) date basis and are initially measured at cost. Held for trading and available-for-sale investments are measured at subsequent reporting dates at fair value and unrealised gains and losses are included in the Unconsolidated Statement of Operations for the period. Such securities consist of discounted and interest bearing Treasury bills, Hungarian Government bonds, mortgage bonds, and other securities. Other securities include shares in commercial companies, shares in investment funds, bonds issued by companies, foreign government bonds.

Securities held-for-trading and available-for-sale are remeasured at fair value based on quoted prices or amounts derived from cash flow models. In circumstances where the quoted market prices are not readily available, the fair value of debt securities is estimated using the present value future cash flows and the fair value of unquoted equity instruments is estimated using applicable price/earnings or price/cashflow ratios refined to reflect the specific circumstances of the user.

Those held for trading and available-for-sale financial assets that do not have a quoted market price and whose fair value cannot be reliably measured by other models mentioned above, are measured at cost, less allowance for permanent diminution in value, when appropriate.

# NOTES TO UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2004 (UNAUDITED) 

## NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

### 2.6. Loans, placements with other banks and allowance for possible loan and placement losses

Loans and placements with other banks are stated at the principal amounts outstanding, net of allowance for possible loan or placement losses, respectively. Interest is accrued and credited to income based on the principal amounts outstanding. When a borrower is unable to meet payments as they come due or, in the opinion of the management, there is an indication that a borrower may be unable to meet payments as they come due, all unpaid interest is reversed. Loan origination fees and costs are recognized in the Unconsolidated Statement of Operations in full at the time of the loan origination.

The amount of provision is the difference between the carrying amount and the recoverable amount, being the present value of the expected cash flows, including amounts recoverable from guarantees and collateral, discounted at the original effective interest rate.

The allowances for possible loan and placement losses are maintained at levels adequate to absorb probable future losses. Management determines the adequacy of the allowances based upon reviews of individual loans and placements, recent loss experience, current economic conditions, the risk characteristics of the various categories of loans and other pertinent factors.

### 2.7. Equity investments

Investments comprise equity investments and equity securities. Equity investments with a controlling or significant interest include investments in companies in which the Bank holds an equity share of $10 \%$ or more and investments made for strategic, regulatory or operational purposes. Equity investments representing a controlling interest comprise those investments where the Bank, through direct and indirect ownership interest, has the power to govern the financial and operating policies of the investee. Equity investments representing a significant interest comprise those investments where the Bank, through direct and indirect ownership interest, has the power to participate in the financial and operating policies of the investee but not to control those activities. Other equity securities comprise shareholdings, which do not meet the preceding criteria.

Investments are recorded at the cost of acquisition, less allowance for permanent diminution in value, when appropriate.

### 2.8. Sale and repurchase agreements

Where debt or equity securities are sold under a commitment to repurchase them at a pre-determined price, they remain on the balance sheet and the consideration received is recorded in Other liabilities. Conversely, debt or equity securities purchased under a commitment to resell are not recognised in the balance sheet and the consideration paid is recorded in Other assets. Interest is accrued evenly over the life of the repurchase agreement.

## NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

### 2.9. Premises, equipment and intangible assets

Premises, equipment and intangible assets are stated at cost, less accumulated depreciation and amortization. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the assets based on the following annual percentages:

| Buildings | $1-2 \%$ |
| :--- | ---: |
| Machinery and equipment | $8-33.3 \%$ |
| Leased assets | $16.7-33.3 \%$ |
| Vehicles | $15-20 \%$ |
| Software | $20-33.3 \%$ |
| Property rights | $16.7 \%$ |

Depreciation and amortization on premises, equipment and intangible assets commences on the day such assets are placed into service.

At each balance sheet date, the Bank reviews the carrying value of its tangible and intangible assets to determine if there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated to determine the extent (if any) of the impairment loss. Where it is not possible to estimate the recoverable amount of an individual asset, the Bank estimates the recoverable amount of the cash-generating unit to which the asset belongs. Where the carrying value of premises, equipment and other tangible fixed assets is greater than the estimated recoverable amount, it is written down immediately to the estimated recoverable amount.

### 2.10. Leases

Assets held under finance leases, which confer rights and obligations similar to those attached to owned assets, are capitalised at their fair value and depreciated over the useful lives of assets. The capital element of each future lease obligation is recorded as a liability, while the interest elements are charged to the Unconsolidated Statement of Operations over the period of the leases to produce a constant rate of charge on the balance of capital payments outstanding.

Payments made under operating leases are charged to the Unconsolidated Statement of Operations on a straight-line basis over the term of the lease. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

### 2.11. Treasury shares

Treasury shares are purchased on the stock exchange and the over-the-counter market by the Bank and are presented in the Unconsolidated Balance Sheet at acquisition cost as a deduction from shareholders' equity. Gains and losses on the sale of treasury shares are credited or charged directly to retained earnings and reserves.

## NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

### 2.12. Income taxes

The annual taxation charge is based on the tax payable under Hungarian fiscal law, adjusted for deferred taxation. Deferred taxation is accounted for, using the balance sheet liability method in respect of temporary differences in the tax bases of assets and liabilities and their carrying value for financial reporting purposes, measured at the tax rates that are expected to apply when the asset is realised or the liability is settled, based on tax rates that have been enacted at the date of the Unconsolidated Balance Sheet.

### 2.13. Off-balance sheet commitments and contingent liabilities

In the ordinary course of its business, the Bank has entered into off-balance sheet commitments such as guarantees, commitments to extend credit and letters of credit and transactions with financial instruments. The allowance for possible losses on commitments and contingent liabilities is maintained at a level adequate to absorb probable future losses. Management determines the adequacy of the allowance based upon reviews of individual items, recent loss experience, current economic conditions, the risk characteristics of the various categories of transactions and other pertinent factors.

The Bank recognises an allowance when it has a present obligation as a result of a past event; it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation; and a reliable estimate can be made of the obligation.

### 2.14. Derivative financial instruments

In the normal course of business, the Bank is a party to contracts for derivative financial instruments, which represent a very low initial investment compared to the notional value of the contract. The derivative financial instruments used include interest rate forward or swap agreements and currency forward or swap agreements. These financial instruments are used by the Bank to hedge interest rate risk and currency exposures associated with its transactions in the financial markets.

Derivative financial instruments are initially recognised at cost and subsequently are remeasured at their fair value. Fair values are obtained from quoted market prices, discounted cash flow models and options pricing models as appropriate. Changes in the fair value of derivative financial instruments that do not qualify for hedge accounting are recognised in the Unconsolidated Statement of Operations as they arise. All derivatives are carried as assets when fair value is positive and as liabilities when fair value is negative.

Changes in the fair value of derivatives that are designated and qualify as fair value hedges and that prove to be highly effective in relation to the hedged risk, are recorded in the profit Unconsolidated Statement of Operations along with the corresponding change in fair value of the hedged asset or liability that is attributable to the specific hedged risk. The ineffective element of the hedge is charged directly to the Unconsolidated Statement of Operations.

## NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES [continued]

### 2.14. Derivative financial instruments [continued]

Changes in fair value of derivatives that are designated and qualify as cash flow hedges and that prove to be highly effective in relation to hedged risk, are recognised in the reserve among shareholders' equity. Amounts deferred in equity are transferred to the Unconsolidated Statement of Operations and classified as revenue or expense in the periods during which the hedged assets and liabilities affect the result for the period. The ineffective element of the hedge is charged directly to the Unconsolidated Statement of Operations.

Certain derivative transactions, while providing effective economic hedges under the Bank's risk management positions, do not qualify for hedge accounting under the specific rules of IAS 39 and are therefore treated as derivatives held for trading with fair value gains and losses charged directly to the Unconsolidated Statement of Operations.

### 2.15. Unconsolidated statement of cash flows

For the purposes of reporting cash flows, cash and cash equivalents include cash, due from banks and balances with the National Bank of Hungary, excluding compulsory reserve established by the National Bank of Hungary. Cash flows from hedging activities are classified in the same category as the item being hedged.

### 2.16. Comparative figures

Certain amounts in the 2003 unconsolidated audited financial statements have been reclassified to conform with the current period presentation.

## NOTE 3: CASH, DUE FROM BANKS AND BALANCES WITH THE NATIONAL BANK OF HUNGARY (in HUF mn)

|  | $\begin{gathered} \text { June 30, } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2003 \end{gathered}$ |
| :---: | :---: | :---: |
| Cash on hand: |  |  |
| In HUF | 41,529 | 54,918 |
| In foreign currency | 2,159 | 3,111 |
|  | 43,688 | 58,029 |
| Due from banks and balances with NBH: |  |  |
| Within one year: |  |  |
| In HUF | 241,827 | 191,911 |
| In foreign currency | 1,760 | 3,035 |
|  | 243,587 | 194,946 |
| Total | $\underline{\underline{287,275}}$ | $\underline{\underline{252,975}}$ |

Based on the requirements for compulsory reserves set by the National Bank of Hungary, the balance of compulsory reserves amounted to approximately HUF 106,169 million and HUF 109,532 million as at June 30, 2004 and December 31, 2003, respectively.

NOTE 4: PLACEMENTS WITH OTHER BANKS AND ALLOWANCE FOR POSSIBLE PLACEMENT LOSSES (in HUF mn)

|  | $\begin{gathered} \text { June 30, } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2003 \end{gathered}$ |
| :---: | :---: | :---: |
| Within one year: |  |  |
| In HUF | 38,757 | 85,141 |
| In foreign currency | 82,135 | 69,719 |
|  | 120,892 | 154,860 |
| Over one year: |  |  |
| In HUF | 3,300 | 3,300 |
| In foreign currency | 5,766 | 7,231 |
|  | 9,066 | 10,531 |
| Total | 129,958 | 165,391 |
| Allowance for possible placement losses | (175) | (182) |
|  | $\underline{129,783}$ | $\underline{\underline{165,209}}$ |

Placements with other banks in foreign currency as at June 30, 2004 and December 31, 2003 bear interest rates in the range from $0.2 \%$ to $5.6 \%$ and from $0.3 \%$ to $5.1 \%$, respectively.

## NOTE 4: PLACEMENTS WITH OTHER BANKS AND ALLOWANCE FOR POSSIBLE PLACEMENT LOSSES (in HUF mn) [continued]

Placements with other banks in HUF as at June 30, 2004 and December 31, 2003 bear interest rates in the range from $8.3 \%$ to $13.4 \%$ and from $9.6 \%$ to $13.7 \%$, respectively.

An analysis of the change in the allowance for possible placement losses is as follows:

| June 30, | December 31, |
| :---: | :---: |
| 2004 | 2003 |


| Balance as at January 1 | 182 | 163 |
| :--- | :---: | :---: |
| (Credit)/provision for possible placement losses | $\underline{(7)}$ | $\underline{19}$ |
| Closing balance | $\underline{\underline{175}}$ | $\underline{\underline{182}}$ |

## NOTE 5: SECURITIES HELD FOR TRADING AND AVAILABLE-FOR-SALE (in HUF mn)

| June 30, December 31, |  |
| :---: | :---: |
| 2004 | 2003 |


| Securities held for trading <br> Hungarian Government discounted Treasury <br> bills | 6,305 | 2,632 |
| :--- | ---: | ---: |
| Hungarian Government interest bearing | 2,726 | 473 |
| $\quad$ Treasury bills | 9,375 | 42,331 |
| Government bonds | 2,024 | 4,260 |
| Mortgage bonds | $\underline{174}$ | $\underline{257}$ |
| Other securities | $\underline{\underline{20,604}}$ | $\underline{49,953}$ |


| Securities available-for-sale |  |  |
| :--- | ---: | ---: |
| Government bonds | 59,213 | 56,336 |
| Hungarian Government discounted Treasury |  |  |
| $\quad$ bills | 11,757 | 20,293 |
| Mortgage bonds | 221,312 | 156,929 |
| Other securities | $\underline{31,845}$ | $\underline{28,884}$ |
|  | $\underline{324,127}$ | $\underline{262,442}$ |
| Total | $\underline{\underline{344,731}}$ | $\underline{\underline{312,395}}$ |

Approximately $94 \%$ and $93 \%$ of the held for trading and available-for-sale securities portfolio was denominated in HUF as at June 30, 2004 and December 31, 2003 respectively.

Approximately $0.3 \%$ and $2 \%$ of the government bonds were denominated in foreign currency as at June 30, 2004 and December 31, 2003. Approximately $85 \%$ of this portfolio was denominated in USD and $15 \%$ was denominated in EUR as at June 30, 2004 and $75 \%, 2 \%$, $15 \%, 8 \%$ of this portfolio was denominated in JPY, EUR, GBP, USD as at December 31, 2003 , respectively.

Interest rates on securities held for trading ranged from $2.4 \%$ to $13.4 \%$ and from $2.1 \%$ to $13.1 \%$ as at June 30, 2004 and December 31, 2003, respectively.

## NOTE 5: SECURITIES HELD FOR TRADING AND AVAILABLE-FOR-SALE (in HUF mn) [continued]

Interest conditions and the remaining maturities of held for trading and available-for-sale securities can be analysed as follows:

|  | $\begin{gathered} \text { June 30, } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2003 \end{gathered}$ |
| :---: | :---: | :---: |
| Within five years: |  |  |
| variable interest | 91,663 | 91,041 |
| fixed interest | 124,976 | 141,561 |
|  | 216,639 | 232,602 |
| Over five years: |  |  |
| variable interest | 21,506 | 21,489 |
| fixed interest | 97,992 | 50,169 |
|  | 119,498 | 71,658 |
| Non interest-bearing securities | 8,594 | 8,135 |
| Total | 344,731 | 312,395 |

## NOTE 6: LOANS AND ALLOWANCE FOR POSSIBLE LOAN LOSSES (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
| Short-term loans and trade bills (within one year) | 406,322 | 406,091 |
| Long-term loans and trade bills (over one year) | $\underline{1,159,079}$ | $\underline{\underline{1,089,970}}$ |
| Allowance for possible loan losses | $\underline{(19,975)}$ | $\underline{\underline{1,139,104}}$ |

Foreign currency loans represent approximately $31 \%$ and $29 \%$ of the loan portfolio, before allowance for possible losses, as at June 30, 2004 and December 31, 2003, respectively.

Loans denominated in HUF, with a maturity within one year as at June 30, 2004 and December 31, 2003 bear interest rates in the range from $14.3 \%$ to $31 \%$ and from $15.8 \%$ to $32 \%$ respectively.

Loans denominated in HUF, with a maturity over one year as at June 30, 2004 and December 31 , 2003 bear interest rates in the range from $4 \%$ to $22.8 \%$ and from $4 \%$ to $22.8 \%$, respectively.

## NOTE 6: LOANS AND ALLOWANCE FOR POSSIBLE LOAN LOSSES (in HUF mn) [continued]

Approximately $3 \%$ and $3.2 \%$ of the gross loan portfolio represented loans on which interest is not being accrued as at June 30, 2004 and December 31, 2003, respectively.

An analysis of the loan portfolio by type, before allowances for possible loan losses, is as follows:

|  | June 30, |  | December 31, <br> 2003 |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Commercial loans | 707,769 | $61 \%$ | 678,986 | $62 \%$ |
| Municipality loans | 119,292 | $10 \%$ | 91,529 | $8 \%$ |
| Housing loans | 167,179 | $15 \%$ | 182,640 | $17 \%$ |
| Consumer loans | $\underline{164,839}$ | $\underline{14 \%}$ | $\underline{135,906}$ | $\underline{13 \%}$ |
|  | $\underline{1,159,079}$ | $\underline{\underline{100 \%}}$ | $\underline{\underline{1,089,061}}$ | $\underline{\underline{100 \%}}$ |

An analysis of the change in the allowance for possible loan losses is as follows:

| June 30, | December 31, |
| :---: | :---: |
| 2004 | 2003 |


| Balance as at January 1 | 18,636 | 18,418 |
| :--- | :---: | :---: |
| Provision for possible loan losses | 3,902 | 7,034 |
| Write-offs | $\underline{(2,563})$ | $\underline{(6,816})$ |
| Closing balance | $\underline{\underline{19,975}}$ | $\underline{\underline{18,636}}$ |

The Bank sells non-performing loans without recourse at estimated fair value to a wholly owned subsidiary, OTP Factoring Ltd, see Note 23.

## NOTE 7: EQUITY INVESTMENTS (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
| Equity investments: | 143,608 | 143,158 |
| Controlling interest | 109 | 371 |
| Significant interest | $\underline{1,204}$ | $\underline{949}$ |
| Other | $\underline{144,921}$ | $\underline{144,478}$ |
| Allowance for permanent diminution in value | $\underline{(5,589})$ | $\underline{(5,670})$ |
|  | $\underline{138,808}$ |  |

## NOTES TO UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTH

 PERIOD ENDED JUNE 30, 2004 (UNAUDITED)
## NOTE 7: EQUITY INVESTMENTS (in HUF mn) [continued]

Equity investments in companies in which the Bank has a controlling interest are detailed below. All companies are incorporated in Hungary unless indicated otherwise.

| June 30, 2004 | December 31, 2003 |  |
| :---: | :---: | :---: |
| \% Held | Cost |  |
| \% Held | Cost |  |
| (direct and |  |  |
| indirect) |  |  |
| (direct and |  |  |
| indirect) |  |  |


| OTP Garancia Insurance Ltd. | $100.00 \%$ | 7,472 | $100.00 \%$ | 7,472 |
| :--- | ---: | ---: | ---: | ---: |
| OTP Real Estate Ltd. | $100.00 \%$ | 1,228 | $100.00 \%$ | 1,228 |
| OTP Real Estate Management Ltd. | $100.00 \%$ | 750 | $100.00 \%$ | 750 |
| Merkantil Bank Rt. | $100.00 \%$ | 1,600 | $100.00 \%$ | 1,600 |
| OTP Building Society Ltd. | $100.00 \%$ | 1,950 | $100.00 \%$ | 1,950 |
| HIF Ltd. (United Kingdom) | $100.00 \%$ | 1,132 | $100.00 \%$ | 1,132 |
| Bank Center No. 1. Ltd. | $100.00 \%$ | 9,364 | $100.00 \%$ | 9,364 |
| OTP Factoring Ltd. | $100.00 \%$ | 150 | $100.00 \%$ | 150 |
| INGA One Ltd. | $100.00 \%$ | 407 | $100.00 \%$ | 407 |
| INGA Two Ltd. | $100.00 \%$ | 5,892 | $100.00 \%$ | 5,892 |
| OTP Fund Servicing and Consulting Ltd. | $100.00 \%$ | 1,317 | $100.00 \%$ | 1,317 |
| OTP Fund Management Ltd. | $100.00 \%$ | 1,653 | $100.00 \%$ | 1,653 |
| OTP Mortgage Bank Company Ltd. | $100.00 \%$ | 20,000 | $100.00 \%$ | 20,000 |
| AIR-Invest Ltd. | $100.00 \%$ | 1,000 | $100.00 \%$ | 1,000 |
| DSK Bank EAD (Bulgaria) | $100.00 \%$ | 79,162 | $100.00 \%$ | 79,162 |
| OTP Banka Slovensko a.s. (Slovakia) | $97.10 \%$ | 10,006 | $97.10 \%$ | 10,006 |
| OTP Card Factory Ltd. | $100.00 \%$ | 450 | - | - |
| Other | - | 75 | - | $\underline{75}$ |
| Total |  | $\underline{143,608}$ |  | $\underline{143,158}$ |

On April 28, 2004 the Bank signed a contract to purchase $100 \%$ of the shares of the Banca Comerciala RoBank S.A. (RoBank) in Bucharest. The purchase price was USD 47.5 million. $20 \%$ of the purchase price was transfered before June 30, 2004 while the remaning was transfered by July 26, 2004. OTP Bank obtained control of RoBank on July 30, 2004.

An analysis of the change in the allowance for permanent diminution in value is as follows:

| June 30, December 31, |  |
| :---: | :---: |
| 2004 | 2003 |


| Balance as at January 1 | 5,670 | 5,781 |
| :--- | :---: | :---: |
| Credit for permanent diminution in value | $\underline{(81)}$ | $\underline{\underline{(111)}}$ |
| Closing balance | $\underline{\underline{5,589}}$ | $\underline{\underline{5,670}}$ |

## NOTE 8: HELD-TO-MATURITY INVESTMENTS (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | :---: | ---: |
|  |  |  |
| Government securities | 221,462 | 276,892 |
| Hungarian Government discounted Treasury bills | 22,062 | 987 |
| Mortgage bonds | 289,937 | 346,130 |
| Other debt securities | $\underline{1,300}$ | $\underline{1,300}$ |
|  | $\underline{\underline{534,761}}$ | $\underline{\underline{625,309}}$ |

Interest conditions and the remaining maturities of held-to-maturity investments can be analysed as follows:

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
| Within five years, variable interest | $\underline{67,275}$ | $\underline{90,234}$ |
| Within five years, fixed interest | $\underline{266,252}$ | $\underline{351,908}$ |
|  | $\underline{333,527}$ | $\underline{442,142}$ |
| Over five years, variable interest | 42,329 | $\underline{43,995}$ |
| Over five years, fixed interest | $\underline{158,905}$ | $\underline{139,172}$ |
|  | $\underline{\underline{01,234}}$ | $\underline{183,167}$ |
| Total | $\underline{\underline{534,761}}$ | $\underline{\underline{625,309}}$ |

A portfolio of mortgage bonds with a fair value of HUF 216,957 million issued by OTP Mortgage Bank Company Ltd was reclassified as of June 30, 2003 from available-for-sale to the held-to-maturity as management decided and has the intention to hold such securities until maturity.

Approximately $99.6 \%$ and $99.7 \%$ of the debt securities portfolio was denominated in HUF as at June 30, 2004 and December 31, 2003, respectively. In most cases, interest on variable rate securities is based on the interest rates of 90 day Hungarian Government Treasury bills and is adjusted semi-annually.

Interest rates on fixed interest securities denominated in HUF ranged from $6.3 \%$ to $10 \%$ and from $6.3 \%$ to $10.5 \%$ as at June 30, 2004 and December 31, 2003, respectively. Interest on fixed rate and variable rate securities is, in most cases, paid semi-annually.

The fair value of held-to maturity investments was HUF 508,943 million and HUF 610,189 million as at June 30, 2004 and December 31, 2003, respectively

## NOTE 9: PREMISES, EQUIPMENT AND INTANGIBLE ASSETS (in HUF mn)

For the six month period ended June 30, 2004:

| Cost | Intangible <br> assets | Land and <br> buildings | Machinery <br> and <br> equipment | Construction <br> in progress | Total |
| :--- | :---: | ---: | ---: | ---: | ---: |
| Balance as at <br> January 1,2004 | 30,680 | 49,366 | 62,452 | 4,372 | 146,870 |
| Additions | 12,335 | 688 | 3,504 | 4,097 | 20,624 |
| Disposals | $\underline{(8,751})$ | $\underline{(363})$ | $\underline{(2,714})$ | $(\underline{4,043})$ | $\underline{(15,871})$ |
| Balance as at June <br> 30,2004 | $\underline{\underline{34,264}}$ | $\underline{49,691}$ | $\underline{\underline{63,242}}$ | $\underline{4,426}$ | $\underline{151,623}$ |

$\frac{\text { Depreciation and }}{\text { Amortization }}$
Balance as at

| January 1,2004 | 14,830 | 6,369 | 39,271 |  | - | 60,470 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Additions | 2,429 | 550 | 3,504 | - | 6,483 |  |
| Disposals | $\underline{(1,192})$ | $\underline{(53)}$ | $\underline{(2,109)}$ | - | $\underline{(3,354)}$ |  |
| Balance as at June <br> 30,2004 | $\underline{16,067}$ | $\underline{6,866}$ | $\underline{40,666}$ | $\underline{-}$ | $\underline{63,599}$ |  |

Net book value
Balance as at

| January 1, 2004 <br> Balance as at June <br> 30,2004 | $\underline{15,850}$ | $\underline{42,997}$ | $\underline{23,181}$ | $\underline{4,372}$ | $\underline{86,400}$ |
| :---: | :--- | :--- | :--- | :--- | :--- | :--- |
| $10,22,197$ | $\underline{42,825}$ | $\underline{\underline{22,576}}$ | $\underline{4,426}$ | $\underline{\underline{88,024}}$ |  |

NOTE 9: PREMISES, EQUIPMENT AND INTANGIBLE ASSETS [continued] (in HUF mn)

For the year ended December 31, 2003:

| Cost | Intangible assets | Land and buildings | Machinery and equipment | Construction in progress | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as at |  |  |  |  |  |
| January 1, 2003 | 32,655 | 37,241 | 54,609 | 6,951 | 131,456 |
| Additions | 17,190 | 12,325 | 11,251 | 19,630 | 60,396 |
| Disposals | $(19,165)$ | (200) | $(3,408)$ | $(22,209)$ | $(44,982)$ |
| Balance as at - |  |  |  |  |  |
| December 31, 2003 | 30,680 | $\underline{49,366}$ | $\underline{\underline{62,452}}$ | 4,372 | $\underline{146,870}$ |

$\frac{\text { Depreciation and }}{\text { Amortization }}$
Balance as at

| January 1, 2003 | 18,862 | 5,475 | 35,814 |  | - | 60,151 |
| :--- | :---: | ---: | :---: | :---: | :---: | :---: |
| Additions | 4,998 | 940 | 6,807 | - | 12,745 |  |
| Disposals | $\underline{(9,030})$ | $\underline{(46})$ | $\underline{(3,350})$ | - | $(\underline{12,426})$ |  |
| Balance as at |  |  |  |  |  |  |
| December 31, 2003 | $\underline{14,830}$ | $\underline{\underline{6,369}}$ | $\underline{\underline{39,271}}$ | $\underline{0}$ | $\underline{\underline{60,470}}$ |  |

Net book value
Balance as at

| January 1,2003 <br> Balance as at <br> December 31, 2003 | $\underline{13,793}$ | $\underline{31,766}$ | $\underline{18,795}$ | $\underline{6,951}$ | $\underline{71,305}$ |
| :---: | :--- | :--- | :--- | :--- | :--- | :--- |
| Dece, | $\underline{15,80}$ | $\underline{42,997}$ | $\underline{\underline{23,181}}$ | $\underline{\underline{4,372}}$ | $\underline{\underline{86,400}}$ |

## NOTE 10: OTHER ASSETS (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
| Receivables due to collection of Hungarian | 48 | 69 |
| Government securities | 206 | 307 |
| Property held for sale | 1,535 | 1,885 |
| Due from Government for interest subsidies | 1,744 | 1,602 |
| Trade receivables | 510 | 528 |
| Advances for securities and investments | 1,015 | 559 |
| Deferred tax assets | 266 | 821 |
| Taxes recoverable | 907 | 736 |
| Inventories | 1,871 | 327 |
| Other advances | 1,995 | 4,453 |
| Credits sold under deferred payment scheme | 10,138 | 28,300 |
| Receivables from OTP Mortgage Bank Company Ltd. | 252 | - |
| Margin account balance | 168 | 6 |
| Settlement accounts | 1,104 | 1,139 |
| Receivables from investing services | 1,983 | - |
| Receivables from investments | 6,116 | 3,935 |
| Prepayments and accrued incomes | 2,945 | 1,990 |
| Fair value of derivative financial instruments | $\underline{3,528}$ | $\underline{3,871}$ |
| Other | $\underline{36,331}$ | $\underline{50,528}$ |
|  | $\underline{(1,470})$ | $\underline{(2,213})$ |
| Allowance for possible losses on other assets | $\underline{\underline{34,861}}$ | $\underline{48,315}$ |

Allowance for possible losses on other assets mainly consists of allowances for property held for sale, credits sold under deferred payment scheme, allowances for receivables from investing services and allowances for trade receivables. The Bank has sold loans under a deferred payment scheme to OTP Mortgage Bank Company Ltd in 2004 and 2003.

An analysis of the change in the allowance for possible losses on other assets is as follows:

| June 30, | December 31, |
| :---: | :---: |
| 2004 | 2003 |


| Balance as at January 1 | 2,213 | 2,418 |
| :--- | :--- | :--- |
| Credit for possible losses | $\underline{(743)}$ | $\underline{\underline{(205})}$ |
| Closing balance | $\underline{\underline{1,470}}$ | $\underline{\underline{2,213}}$ |

## NOTE 11: DUE TO BANKS AND DEPOSITS FROM THE NATIONAL BANK OF HUNGARY AND OTHER BANKS (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
| Within one year: |  |  |
| In HUF | $\underline{27,938}$ | 7,478 |
| In foreign currency | $\underline{49,937}$ | $\underline{22,690}$ |
| Over one year: | $\underline{30,168}$ |  |
| In HUF | 5,515 | 4,291 |
| In foreign currency | $\underline{109,539}$ | $\underline{56,622}$ |
|  | $\underline{115,054}$ | $\underline{60,913}$ |
| Total | $\underline{\underline{164,929}}$ | $\underline{91,081}$ |

Due to banks and deposits from the National Bank of Hungary and other banks payable in HUF within one year as at June 30, 2004 and December 31, 2003, bear interest rates in the range from $12.9 \%$ to $13.4 \%$ and from $11.4 \%$ to $12.9 \%$, respectively.

Due to banks and deposits from the National Bank of Hungary and other banks payable in HUF over one year as at June 30, 2004 and December 31, 2003, bear interest rates in the range from $3 \%$ to $12.3 \%$ and from $3 \%$ to $9.4 \%$ respectively.

Due to banks and deposits from the National Bank of Hungary and other banks payable in foreign currency within one year as at June 30, 2004 and December 31, 2003, bear interest rates in the range from $1 \%$ to $5.4 \%$ and from $0.3 \%$ and $2.7 \%$, respectively.

Due to banks and deposits from the National Bank of Hungary and other banks payable in foreign currency over one year as at June 30, 2004 and December 31, 2003, bear interest rates in the range form $0.5 \%$ to $5 \%$ and from $0.5 \%$ and $4.7 \%$, respectively.

## NOTE 12: DEPOSITS FROM CUSTOMERS (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | :---: | ---: |
| Within one year: | $1,821,211$ | $\underline{1,947,081}$ |
| In HUF | $\underline{\underline{2,092,669}}$ | $\underline{\underline{2,29,332}}$ |
| In foreign currency | $\underline{2,226,413}$ |  |
| Over one year: | $\underline{34,831}$ | $\underline{\underline{34,831}}$ |
| In HUF | $\underline{\underline{2,127,500}}$ | $\underline{\underline{38,115}}$ |
| Total | $\underline{\underline{2,264,528}}$ |  |

Deposits from customers payable in HUF within one year as at June 30, 2004 and December 31,2003 , bear interest rates in the range from $0.5 \%$ to $10.5 \%$ and from $0.8 \%$ to $11 \%$, respectively.

Deposits from customers payable in HUF over one year as at June 30, 2004 and December 31, 2003, bear interest rates in the range from $5.3 \%$ to $10.5 \%$ and from $5.3 \%$ to $8.8 \%$, respectively.

Deposits from customers payable in foreign currency as at June 30, 2004 and December 31, 2003, bear interest rates in the range from $0.1 \%$ to $5.3 \%$ and from $0.1 \%$ to $4.1 \%$, respectively.

An analysis of deposits from customers by type, is as follows:

|  | June 30, <br> 2004 | December 31, <br> 2003 |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Commercial deposits | 357,558 | $17 \%$ | 440,034 | $20 \%$ |
| Municipality deposits | 122,502 | $6 \%$ | 164,571 | $7 \%$ |
| Consumer deposits | $\underline{1,647,440}$ | $\underline{77 \%}$ | $\underline{1,659,923}$ | $\underline{73 \%}$ |
|  | $\underline{\underline{2,127,500}}$ | $\underline{100 \%}$ | $\underline{\underline{1,264,528}}$ | $\underline{100 \%}$ |

## NOTE 13: LIABILITIES FROM ISSUED SECURITIES (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
| With original maturity: |  |  |
| Within one year | $\underline{1,801}$ | 238 |
| Over one year | $\underline{\underline{2,013}}$ | $\underline{1,801}$ |
|  | $\underline{\underline{2,039}}$ |  |

Liabilities from issued securities are denominated in HUF at interest rates in the range from $2 \%$ to $3.3 \%$ and from $2 \%$ to $4.3 \%$ as at June 30, 2004 and December 31, 2003, respectively.

## NOTE 14: OTHER LIABILITIES (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
|  |  |  |
| Taxes payable | 3,434 | 2,044 |
| Giro clearing accounts | 22,683 | 12,604 |
| Accounts payable | 3,030 | 8,145 |
| Salaries and social security payable | 7,293 | 5,882 |
| Liabilities from security trading | 9,965 | 15,852 |
| Allowances for possible losses on off-balance sheet |  |  |
| $\quad$ commitments, contingent liabilities | 11,522 | 9,041 |
| Margin account balance | - | 34 |
| Dividends payable | 677 | 639 |
| Accrued expenses | 15,196 | 8,484 |
| Suspense accounts | 1,038 | 2,083 |
| Loans for collection | 2,001 | 2,202 |
| Fair value of derivative financial instruments | 382 | 90 |
| Other | $\underline{7,045}$ | $\underline{94,266}$ |

The allowances for possible losses on off-balance sheet commitments and contingent liabilities are detailed as follows:

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | :---: | :---: |
| Allowance for litigation | 1,390 | 1,509 |
| Allowance for other off-balance sheet commitments, <br> contingent liabilities | 8,668 | 5,785 |
| Other allowances for expected liabilities <br> Allowance for housing warranties <br> Total | 1,464 | 1,671 |
| $\underline{11,522}$ | $\underline{9,046}$ |  |

The allowance for possible losses on other off-balance sheet commitments and contingent liabilities primarily relates to commitments stemming from guarantees and credit lines issued by the Bank.

## NOTE 14: OTHER LIABILITIES (in HUF mn) [continued]

As part of its operations, until 1991, the Bank financed and constructed residential accommodations for resale on which it was required to provide a ten year guarantee against defective workmanship. The Bank has recourse against the constructors for any claims. The recovery of such claims is, however, dependent upon the financial status of the constructors, which is impaired in certain cases. An allowance has been recorded to account for the estimated possible future losses due to housing warranties. The allowance for housing warranties were reversed until June 30, 2004 in line with the expenses related to housing warranties.

Movements in the allowance for possible losses on commitments and contingent liabilities can be summarized as follows:

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | :---: | :---: |
| Balance as at January 1 <br> Allowance for off-balance sheet <br> commitments and contingent liabilities, net | 9,041 | 5,488 |
| Release of allowance for housing warranties <br> Closing balance | 2,557 | 3,705 |
| $\underline{\underline{(71,522}}$ | $\underline{\underline{(152)}}$ | $\underline{\underline{9,041}}$ |

## NOTE 15: SUBORDINATED BONDS AND LOANS

In 1993, the Bank issued HUF 5 billion in bonds, which are subordinated to the other liabilities of the Bank and subscribed by the Hungarian Ministry of Finance. Interest on subordinated bonds and the frequency of payment of interests are based on condition of interest of 2013/C credit consolidated government bonds, which is a variable-rate bond, the interest payable and the rate of interest are fixed twice a year. The semi-annual interest payable was $4.36 \%$ as at December 20, 2002, $3.25 \%$ as at June 20, 2003, $4.8 \%$ as at December 20,2003 , and $4.8 \%$ as at June 20, 2004. The original maturity was 20 years. The proceeds of the subordinated bonds were invested in Hungarian Government bonds with similar interest conditions and maturity.

In December 1996, the Bank obtained a USD 30 million and DEM 31.14 million ( 15.92 million in EUR) subordinated loan from the European Bank for Reconstruction and Development with the original mauturity of December 27, 2006. The maturity date was modified to August 27, 2008 on August 22, 2003. The loan is unsecured, subordinate to the other liabilities and has a twelve-year maturity, with interest payable at six-month LIBOR + $1.4 \%$ from December 27, 1996 until December 29, 1997, at six-month LIBOR + 1.0\% from December 29, 1997 until June 28, 1999, at six-month LIBOR + 1.7\% from June 28, 1999 until December 27, 2003 and at six-month LIBOR + 1.35\% from December 28, 2003 until August 27, 2008.

## NOTE 16: SHARE CAPITAL (in HUF mn)

| Authorized, issued and fully paid: | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :---: | :---: | ---: |
| Common shares | $\underline{28,000}$ | $\underline{\underline{28,000}}$ |

From September 3, 1997, the Bank has one preferential voting share (the "Special Share") outstanding with a nominal value of HUF 1 thousand (see Note 1.1).

## NOTE 17: RETAINED EARNINGS AND RESERVES (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
| Balance as at January 1 | 262,504 | 192,358 |
| Net income after income taxes | 62,141 | 70,141 |
| Gain on sale of Treasury Shares | 744 | 5 |
| Dividends approved by Annual General Meeting | $\underline{(16,800})$ | $\underline{-}$ |
| Closing balance | $\underline{\underline{308,589}}$ | $\underline{\underline{262,504}}$ |

The Bank's reserves under Hungarian Accounting Standards were HUF 271,644 million and HUF 233, 776 million as at June 30, 2004 and December 31, 2003, respectively. Of these amounts, legal reserves represent HUF 47,177 million and HUF 41,325 million as at June 30, 2004 and December 31, 2003, respectively. The legal reserves are not available for distribution.

The Annual General Meeting on April 25, 2003 decided that the Bank would not pay a dividend for the year ended December 31, 2002.

Dividends of HUF 16,800 million for the year ended December 31, 2003 were proposed and approved by the Annual General Meeting on April 29, 2004.

## NOTE 18: TREASURY SHARES (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
| Nominal Value | $\underline{1,099}$ | $\underline{1,324}$ |
| Carrying Value at aquisition cost | $\underline{13,342}$ | $\underline{14,328}$ |

## NOTE 19: OTHER EXPENSES (in HUF mn)

| Six month | Six month |
| :---: | :---: |
| period ended June 30, period ended June |  |
| 2004 | 30,2003 |

(Credit)/provision for permanent diminution in value of equity investments
(Credit)/provision for other assets
Provision for possible losses on off-balance
sheet commitments, contingent liabilities
2,557
867
Administration expenses, including rent
8,578
8,523
Advertising $\quad 1,256 \quad 1,130$
Taxes, other than income
5,186
5,342
$\begin{array}{lll}\text { Services } & 7,114 & 6,585\end{array}$
Professional fees
1,165
1,392
Other
580
1,474
$\underline{\underline{25,612}}$
$\underline{\underline{25,412}}$

## NOTE 20: INCOME TAXES (in HUF mn)

The Bank is presently liable for income tax at a rate of $16 \%$ of taxable income. The tax rate was $18 \%$ in 2003.

A reconciliation of the income tax is as follows:

| Six month | Six month |
| :---: | :---: |
| period ended June | period ended June |
| 30,2004 | 30,2003 |


| Current tax | 9,703 | 7,747 |
| :--- | :---: | :---: |
| Deferred tax | $\underline{(456)}$ | $\underline{159}$ |
|  | $\underline{\underline{9,247}}$ | $\underline{\underline{7,906}}$ |

A reconciliation of the deferred tax asset/(liability) is as follows:
Six month Six month period ended June period ended June

30, 2004
30, 2003

Balance as at January 1
Deferred tax credit/ (charge)
Balance as at June 30, 2004

$$
559
$$

456
$\underline{\underline{1,015}}$

## NOTE 20: INCOME TAXES (in HUF mn) [continued]

A reconciliation of the income tax charge is as follows:

| Six month | Six month |
| :---: | :---: |
| period ended June |  |
| $\mathbf{3 0 , 2 0 0 4}$ | $\mathbf{3 0 , 2 0 0 3}$ |

Net income before income taxes
71,388
49,257

| Permanent differences due reversal of statutory |  |  |
| :--- | :---: | :---: |
| $\quad$ items | $(6,881)$ | 431 |
| Dividend income | $(8,075)$ | $(7,254)$ |
| Other permanent differences | $\underline{1,364}$ | $\underline{1,489}$ |
| Adjusted tax base | $\underline{47,796}$ | $\underline{43,923}$ |
| Income tax | $\underline{9,247}$ | $\underline{\underline{7,906}}$ |

## NOTE 21: FINANCIAL INSTRUMENTS

A financial instrument is any contract that gives rise to the right to receive cash or another financial asset from another party (financial asset) or the obligation to deliver cash or another financial asset to another party (financial liability).

Financial instruments may result in certain risks to the Bank. The most significant risks the Bank faces include:

## Credit risk

The Bank takes on exposure to credit risk which is the risk that a counter-party will be unable to pay amounts in full when due. The Bank structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower, or Banks of borrowers, and to geographical and industry segments. Such risks are monitored on a revolving basis and subject to an annual or more frequent review. The exposure to any one borrower including banks and brokers is further restricted by sub-limits covering on and offbalance sheet exposures and daily delivery risk limits in relation to trading items such as forward foreign exchange contracts. Actual exposures against limits are monitored daily.

Exposure to credit risk is managed through regular analysis of the ability of borrowers and potential borrowers to meet interest and capital repayment obligations and by changing these lending limits where appropriate. Exposure to credit risk is also managed in part by obtaining collateral and corporate and personal guarantees.

## Market risk

The Bank takes on exposure to market risks. Market risks arise from open positions in interest rate, currency and equity products, all of which are exposed to general and specific market movements. The Bank applies a 'value at risk' methodology to estimate the market risk of positions held and the maximum losses expected, based upon a number of assumptions for various changes in market conditions. The Management Board sets limits on the value of risk that may be accepted, which is monitored on a daily basis.

## NOTE 21: FINANCIAL INSTRUMENTS [continued]

## Liquidity risk

See Note 27.

## Foreign currency risk

See Note 28.

## Interest rate risk

See Note 29.

## NOTE 22: OFF-BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn)

In the normal course of business, the Bank becomes a party to various financial transactions that are not reflected on the balance sheet and are referred to as off-balance sheet financial instruments. The following represent notional amounts of these off-balance sheet financial instruments, unless stated otherwise.

## (a) Contingent liabilities and commitments

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | ---: | ---: |
|  |  |  |
| Commitments to extend credit | 465,429 | 392,308 |
| Guarantees arising from banking activities | 58,759 | 65,010 |
| Confirmed letters of credit | 1,751 | 956 |
| Other | 2,274 | 2,469 |
| Legal disputes | $\underline{45,232}$ | $\underline{\underline{573,445}}$ |
|  | $\underline{\underline{485,502}}$ |  |

## Commitments to extend credit, from guarantees and letters of credit

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Guarantees and standby letters of credit, which represent irrevocable assurances that the Bank will make payments in the event that a customer cannot meet its obligations to third parties, carry the same credit risk as loans.

## NOTE 22: OFF BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn) [continued]

## Commitments to extend credit, from guarantees and letters of credit [continued]

Documentary and commercial letters of credit, which are written undertakings by the Bank on behalf of a customer authorising a third party to draw drafts on the Bank up to a stipulated amount under specific terms and conditions, are collateralised by the underlying shipments of goods to which they relate and therefore carry less risk than a direct borrowing.

Commitments to extend credit represent unused portions of authorisations to extend credit in the form of loans, guarantees or letters of credit. With respect to credit risk on commitments to extend credit, the Bank is potentially exposed to loss in an amount equal to the total unused commitments. However, the likely amount of loss is less than the total unused commitments since most commitments to extend credit are contingent upon customers maintaining specific credit standards.

Guarantees, irrevocable letters of credit and undrawn loan commitments are subject to similar credit risk monitoring and credit policies as utilised in the extension of loans. The management of the Bank believes the market risk associated with guarantees, irrevocable letters of credit and undrawn loans commitments to be minimal.

## Legal disputes

At the balance sheet date the Bank was involved in various claims and legal proceedings of a nature considered normal to its business. The level of these claims and legal proceedings correspond to the level of claims and legal proceedings in previous years.

The Bank believes that the various asserted claims and litigations in which it is involved will not materially affect its financial position, future operating results or cash flows, although no assurance can be given with respect to the ultimate outcome of any such claim or litigation.

## NOTE 22: OFF BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn) [continued]

(b) Derivatives and other options (nominal amount, unless otherwise stated)

|  | $\begin{gathered} \text { June 30, } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2003 \end{gathered}$ |
| :---: | :---: | :---: |
| Foreign currency contracts |  |  |
| Assets | 66,090 | 55,164 |
| Liabilities | 69,749 | 56,691 |
| Net | $(3,659)$ | $(1,527)$ |
| Net fair value | ( 3,800 ) | (235) |
| Foreign exchange swaps and interest rate swaps |  |  |
| Assets | 238,316 | 230,852 |
| Liabilities | 220,423 | 216,839 |
| Net | 17,893 | 14,013 |
| Net fair value | 20,597 | 14,711 |
| Option contracts |  |  |
| Assets | 2,205 | 20,029 |
| Liabilities | - | 18,184 |
| Net | 2,205 | 1,845 |
| Net fair value | 2,205 | 1,755 |

Other options

| Assets | 5,203 | 5,373 |
| :--- | ---: | ---: |
| Liabilities | - | $\underline{-}$ |
| Net | $\underline{5,203}$ | $\underline{5,373}$ |

The Bank maintains strict control limits on net open derivative positions, i.e. the difference between purchase and sale contracts, by both amount and term. At any time the amount subject to credit risk is limited to the current fair value of instruments that are favourable to the Bank (i.e. assets), which in relation to derivatives is only a small fraction of the contract or notional values used to express the volume of instruments outstanding. This credit risk exposure is managed as part of the overall lending limits with customers, together with potential exposures from market movements. Collateral or other security is not usually obtained for credit risk exposures on these instruments, except of trading with clients, where the Bank in most of the cases requires margin deposits.

As at June 30, 2004, the Bank has derivative instruments with positive fair values of HUF 2,945 million and negative fair values of HUF 382 million. Positive fair values of derivative instruments are included in other assets, while negative fair values of derivative instruments are included in other liabilities. Corresponding figures as at December 31, 2003 are HUF 1,990 million and HUF 90 million.

# NATIONAL SAVINGS AND COMMERCIAL BANK LTD. NOTES TO UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2004 (UNAUDITED) 

## NOTE 22: OFF BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn) [continued]

## Foreign currency contracts

Foreign currency contracts are agreements to exchange specific amounts of currencies at a specified rate of exchange, at a spot date (settlement occurs two days after the trade date) or at a forward date (settlement occurs more than two days after the trade date). The notional amount of these contracts does not represent the actual market or credit risk associated with these contracts.

Foreign currency contracts are used by the Bank for risk management and trading purposes. The Bank's risk management foreign currency contracts were used to hedge against exchange rate fluctuations on loans and advances to credit institutions denominated in foreign currency.

## Foreign exchange swaps and interest rate swaps

The Bank enters into foreign-exchange swap and interest rate swap transactions. The swap transaction is a complex agreement concerning to the swap of certain financial instruments, which usually consist of a prompt and one or more futures contracts.

Interest rate swaps obligate two parties to exchange one or more payments calculated with reference to fixed or periodically reset rates of interest applied to a specific notional principal amount. Notional principal is the amount upon which interest rates are applied to determine the payment streams under interest rate swaps.

Such notional principal amounts often are used to express the volume of these transactions but are not actually exchanged between the counter-parties. The Bank's interest rate swaps were used for management of interest rate exposures and have been accounted for at mark-tomarket fair value.

## Forward rate agreements

A forward rate agreement is an agreement to settle amounts at a specified future date based on the difference between an interest rate index and an agreed upon fixed rate. Market risk arises from changes in the market value of contractual positions caused by movements in interest rates.

The Bank limits its exposure to market risk by entering into generally matching or offsetting positions and by establishing and monitoring limits on unmatched positions. Credit risk is managed through approval procedures that establish specific limits for individual counterparties. The Bank's forward rate agreements were transacted for management of interest rate exposures and have been accounted for at mark-to-market fair value.

For an analysis of the allowance for possible losses on off balance sheet commitments and contingent liabilities, see Note 14.

## NOTE 23: RELATED PARTY TRANSACTIONS

Transactions with related parties, other than increases in share capital, are summarized below:
During the six month period ended June 30, 2004 and 2003 the Bank sold, without recourse, non-performing loans and the related accrued interest receivable and accrued interest cost to OTP Factoring for HUF 1,714 million and HUF 1,774 million, respectively. The gross book value of such credits was HUF 4,180 million and HUF 4,213 million, respectively, with a corresponding allowance for possible loan losses of HUF 1,327 million and HUF 2,280 million, respectively. The underlying mortgage rights were also transferred to OTP Factoring. Gains or losses related to such transactions are included in the unconsolidated financial statements.

Commissions received by the Bank from OTP Building Society in relation to finalised customer contracts were HUF 579 million and HUF 419 million for the six month period ended June 30, 2004 and 2003, respectively.

Insurance premiums paid by the Bank to OTP Garancia Insurance were HUF 569 million and HUF 414 million for the six month period ended June 30, 2004 and 2003, respectively.

Commissions received by the Bank from OTP Fund Management in relation to custody activity were HUF 166 million and HUF 257 million in relation to trading activity were HUF 1,540 million and HUF 1,274 million for the six month period ended June 30, 2004 and 2003, respectively.

Commissions paid by the Bank to OTP Real Estate in relation to its activity were HUF 1,487 million and HUF 1,789 million for the six month period ended June 30, 2004 and 2003, respectively.

The Bank sold mortgage loans with recourse to OTP Mortgage Bank Company Ltd. of HUF 130,756 million and HUF 213,795 million for the six month period ended June 30, 2004 and 2003 (including interest). The book value of these receivables were HUF 130,519 million and HUF 213,427 million.
During the six month period ended June 30, 2004 the Bank received HUF 17,094 million in commissions from OTP Mortgage Bank Company Ltd. For the six month period ended June 30, 2003 such commissions were HUF 11,072 million. Such commissions are related to loans originally provided by the Bank and subsequently sold to OTP Mortgage Bank Company Ltd.

In the normal course of business, the Bank enters into other transactions with its subsidiaries, the amounts and volumes of which are not significant to these unconsolidated financial statements taken as a whole.

The members of the Board of Directors and the Supervisory Board had credit lines of HUF 164 million and HUF 139 million as at June 30, 2004 and December 31, 2003. Such credit is made available at normal market conditions.

In the normal course of business, the Bank gives loans and provides services to other related parties at normal market conditions. The amount of these loans was HUF 2,526 million and HUF 1,700 million, with commitments to extend credit and guarantees of HUF 295 million and HUF 135 million as at June 30, 2004 and December 31, 2003, respectively.

## NOTE 24: CASH AND CASH EQUIVALENTS (in HUF mn)

|  | June 30, <br> $\mathbf{2 0 0 4}$ | December 31, <br> $\mathbf{2 0 0 3}$ |
| :--- | :---: | :---: |
| Cash, due from banks and balances with the NBH | 287,275 | 252,975 |
| Compulsory reserve established by the NBH | $\underline{(106,169})$ | $\underline{109,532}$ |
|  | $\underline{(181,106}$ | $\underline{\underline{143,443}})$ |

## NOTE 25: TRUST ACTIVITIES

The Bank acts as a trustee for certain loans granted by companies or employers to their employees, mainly for housing purposes. The ultimate risk for these loans rests with the party advancing the funds. As these loans and related funds are not considered to be assets or liabilities of the Bank, they have been excluded from the accompanying Unconsolidated Balance Sheet. The total amount of such loans managed by the Bank as a trustee amounted to HUF 45,777 million and HUF 46,187 million as at June 30, 2004 and December 31, 2003, respectively.

## NOTE 26: CONCENTRATION OF ASSETS AND LIABILITIES

Approximately $21 \%$ and $22 \%$ of the Bank's total assets consisted of receivables from, or securities issued by, the Hungarian Government or the National Bank of Hungary as at June 30, 2004 and December 31, 2003, respectively. Approximately 19\% of the Bank's total assets consisted of securities issued by OTP Mortgage Bank Company Ltd. as at June 30, 2004 and December 31, 2003, respectively. There were no other significant concentrations of the Bank's assets or liabilities as at June 30, 2004 and December 31, 2003, respectively.

## NOTE 27: MATURITY ANALYSIS OF ASSETS AND LIABILITIES AND LIQUIDITY RISK (in HUF mn)

Liquidity risk is a measure of the extent to which the Bank may be required to raise funds to meet its commitments associated with financial instruments. The Bank maintains its liquidity profiles in accordance with regulations laid down by the National Bank of Hungary. The following tables provide an analysis of assets, liabilities and shareholders' equity into relevant maturity groupings based on the remaining period from the balance sheet date to the contractual maturity date. It is presented under the most prudent consideration of maturity dates where options or repayment schedules allow for early repayment possibilities.

## NOTES TO UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2004 (UNAUDITED)

## NOTE 27: MATURITY ANALYSIS OF ASSETS AND LIABILITIES AND LIQUIDITY RISK (in HUF mn) [ continued]

As at June 30, 2004
Cash, due from banks and balances with the National Bank of Hungary
Placements with other banks, net of allowance for possible placement losses
Securities held for trading and available-for-sale

Loans, net of allowance for possible loan losses
Accrued interest receivable
Equity investments
Securities held-to-maturity
Premises, equipment and intangible assets, net
Other assets
TOTAL ASSETS

Due to banks and deposits from the National Bank of Hungary and other banks
Deposits from customers
Liabilities from issued securities
Accrued interest payable
Other liabilities
Subordinated bonds and loans
TOTAL LIABILITIES

Share capital
Retained earnings and reserves
Treasury shares
TOTAL SHAREHOLDERS' EQUITY

TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY

## LIQUIDITY

(DEFICIENCY)/EXCESS

| Within 3 | Within one | Within 5 | Over 5 | Total |
| :---: | :---: | :---: | :---: | :---: |
| months | year and <br> over 3 <br> months | over one <br> years and <br> year |  |  |
|  |  |  |  |  |

287,275 - - $\quad$ - 287,275

| 103,947 | 16,769 | 8,720 | 347 | 129,783 |
| :--- | :--- | :--- | :--- | :--- |


| 25,367 | 7,110 | 134,725 | 177,529 | 344,731 |
| ---: | ---: | ---: | ---: | ---: |
| 107,664 | 289,494 | 530,575 | 211,371 | $1,139,104$ |
| 27,514 | 10,158 | 190 | - | 37,862 |
| - | - | - | 139,332 | 139,332 |
| 20,211 | 39,006 | 271,841 | 203,703 | 534,761 |
|  |  | - | 20,024 | 68,000 |
| $\mathbf{3 0 , 6 3 5}$ | $\frac{2,541}{\mathbf{6 0 2 , 6 1 3}}$ | $\underline{\underline{\mathbf{3 6 5 , 0 7 8}}}$ | $\underline{\underline{\mathbf{9 6 7 , 7 6 0}}}$ | $\underline{\underline{\mathbf{8 0 0 , 2 8 2}}}$ |
| $\underline{\underline{\mathbf{2 , 7 3 5 , 7 3 3}}}$ |  |  |  |  |


| 46,335 | 3,540 | 111,733 | 3,321 | 164,929 |
| :---: | :---: | :---: | :---: | :---: |
| 1,842,584 | 250,085 | 34,831 | - | 2,127,500 |
| 212 | - | 1,801 | - | 2,013 |
| 11,638 | 6,845 | - | - | 18,483 |
| 82,298 | 1,968 | - | - | 84,266 |
| - | - | 10,295 | 5,000 | 15,295 |
| 1,983,067 | 262,438 | 158,660 | 8,321 | $\underline{\mathbf{2 , 4 1 2 , 4 8 6}}$ |
| - | - | - | 28,000 | 28,000 |
|  |  |  | 308,589 | 308,589 |
| (158) | $(3,000)$ | $(3,200)$ | (6,984) | $(13,342)$ |
| (158) | $(3,000)$ | $(3,200)$ | 329,605 | 323,247 |
| $\underline{1,982,909}$ | $\underline{\underline{259,438}}$ | $\underline{\underline{155,460}}$ | $\underline{\underline{37,926}}$ | $\underline{\underline{2,735,733}}$ |

$(\underline{1,380,296}) \quad \underline{\underline{105,640}} \underline{\underline{812,300}} \quad \underline{\underline{462,356}}$

## NOTE 27: MATURITY ANALYSIS OF ASSETS AND LIABILITIES AND LIQUIDITY RISK (in HUF mn) [ continued]

| As at December 31, 2003 | Within 3 months | Within one year and over 3 months | Within 5 years and over one year | Over 5 years | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash, due from banks and balances with the National Bank of Hungary | 252,975 | - | - | - | 252,975 |
| Placements with other banks, net of allowance for possible placement losses | 146,823 | 7,855 | 10,174 | 357 | 165,209 |
| Securities held for trading and available-for-sale | 12,105 | 27,740 | 200,892 | 71,658 | 312,395 |
| Loans, net of allowance for possible loan losses | 109,641 | 285,516 | 461,162 | 214,106 | 1,070,425 |
| Accrued interest receivable | 31,789 | 1 | 2 | - | 31,792 |
| Equity investments | - | - | - | 138,808 | 138,808 |
| Securities held-to-maturity | 115,358 | 69,298 | 257,486 | 183,167 | 625,309 |
| Premises, equipment and intangible assets, net | - | - | 20,540 | 65,860 | 86,400 |
| Other assets | 44,389 | 3,926 | - | - | 48,315 |
| TOTAL ASSETS | 713,080 | $\underline{\underline{394,336}}$ | $\underline{\underline{950,256}}$ | $\underline{\underline{673,956}}$ | $\underline{\mathbf{2 , 7 3 1 , 6 2 8}}$ |
| Due to banks and deposits from the National Bank of Hungary and other banks | 15,336 | 14,832 | 58,258 | 2,655 | 91,081 |
| Deposits from customers | 1,905,485 | 320,928 | 38,115 | - | 2,264,528 |
| Liabilities from issued securities | 238 | - | 1,801 | - | 2,039 |
| Accrued interest payable | 5,697 | 2,198 | - | - | 7,895 |
| Other liabilities | 63,762 | 10,734 | - | - | 74,496 |
| Subordinated bonds and loans | - | - | 10,413 | 5,000 | 15,413 |
| TOTAL LIABILITIES | $\underline{1,990,518}$ | 348,692 | 108,587 | 7,655 | $\underline{\mathbf{2 , 4 5 5 , 4 5 2}}$ |
| Share capital | - | - | - | 28,000 | 28,000 |
| Retained earnings and reserves | - | - | - | 262,504 | 262,504 |
| Treasury shares | - | $(14,328)$ | - - | - | $(14,328)$ |
| TOTAL SHAREHOLDERS' EQUITY | - | $(14,328)$ | $\underline{\square}$ | $\underline{\mathbf{2 9 0 , 5 0 4}}$ | 276,176 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | $\underline{\underline{1,990,518}}$ | $\underline{\underline{334,364}}$ | $\underline{108,587}$ | $\underline{\underline{298,159}}$ | $\underline{\underline{2,731,628}}$ |
| LIQUIDITY <br> (DEFICIENCY)/EXCESS | $(\underline{1,277,438})$ | 59,972 | $\underline{\underline{841,669}}$ | $\underline{\underline{\mathbf{3 7 5 , 7 9 7}}}$ | , |

## NOTE 28: NET FOREIGN CURRENCY POSITION AND FOREIGN CURRENCY RISK (in HUF mn)

As at June 30, 2004

|  | USD | EUR | Others | Total |
| :--- | :---: | :---: | :---: | :---: |
| Assets | 90,744 | 304,744 | 134,622 | 530,110 |
| Liabilities | $(86,887)$ | $(271,652)$ | $(56,411)$ | $(414,950)$ |
| Off-balance sheet assets and |  |  |  |  |
| $\quad$ liabilities, net | $\underline{71}$ | $(\underline{(73,393})$ | $(\underline{30,293})$ | $(\underline{(103,615)}$ |
| Net position | $\underline{\underline{\mathbf{4 0 9 8}}}$ | $\underline{\underline{40,301}}$ | $\underline{\underline{\mathbf{4 7 , 9 1 8}}}$ | $\underline{\underline{\mathbf{1 1 , 5 4 5}}}$ |

As at December 31, 2003

|  | USD | EUR | Others | Total |
| :--- | :---: | :---: | :---: | :---: |
| Assets | 75,018 | 301,021 | 93,382 | 469,421 |
| Liabilities | $(91,700)$ | $(244,969)$ | $(34,086)$ | $(370,755)$ |
| Off-balance sheet assets and |  |  |  |  |
| $\quad$ liabilities, net | $\underline{19,596}$ | $\underline{(91,036})$ | $\underline{(7,094})$ | $\underline{(78,534)}$ |
| Net position | $\underline{\mathbf{2 , 9 1 4}}$ | $\underline{\underline{\mathbf{3 4 , 9 8 4}})}$ | $\underline{\underline{\mathbf{5 2 , 2 0 2}}}$ | $\underline{\underline{\mathbf{0 0 , 1 3 2}}}$ |

The table above provides an analysis of the Bank's main currency exposures. The remaining currencies are shown within 'Others'. Whilst the Bank monitors its foreign exchange position for compliance with the regulatory requirements of the National Bank of Hungary and own limit system established in respect of limits on open positions. The measurement of the Bank's open foreign currency position involves monitoring the 'value at risk' limit on the foreign exchange exposure of the Bank.

## NOTE 29: INTEREST RATE RISK MANAGEMENT

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The length of time for which the rate of interest is fixed on a financial instrument, therefore, indicates to what extent it is exposed to interest rate risk.

The majority of the Bank's interest bearing assets and liabilities are structured to match either short-term assets and short-term liabilities, or long-term assets and liabilities with repricing opportunities within one year, or long-term assets and corresponding liabilities where repricing is performed simultaneously.

In addition, the significant spread existing between the different types of interest bearing assets and liabilities enables the Bank to benefit from a high level of flexibility in adjusting for its interest rate matching and interest rate risk exposure.

The following table presents the interest repricing dates of the Bank. Variable yield assets and liabilities have been reported according to their next repricing date. Fixed income assets and liabilities have been reported according to their maturity.
As at June 30, 2004
NOTE 29: INTEREST RATE RISK MANAGEMENT (in HUF mn) [continued]

| within 1 month |  | within 3 months over 1 month |  | within 1 year over 3 months |  | within 2 years over 1 year |  | over 2 years |  | Non-interest bearing |  | Total |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HUF | In foreign currency | HUF | In foreign currency | HUF | In foreign currency | HUF | In foreign currency | HUF | In foreign currency | HUF | In foreign currency | HUF | In foreign currency |  |
| 241,827 | 1,760 | - | - | - | - - | - | - - | - | - - | 41,529 | 2,159 | 283,356 | 3,919 | 287,275 |
| 241,827 | 1,760 |  | - | - | - - |  | - - |  | - - | - | - | 241,827 | 1,760 | 243,587 |
| - | - - | - | - | - | - - | - | - - | - | - - | - | - | - | - | - |
| - | - - | - | - | - | - - | - | - - | - | - - | 41,529 | 2,159 | 41,529 | 2,159 | 43,688 |
| 36,664 | 71,474 | - | 9,723 | 700 | 5,752 | - | - - | - | - - | 4,693 | 777 | 42,057 | 87,726 | 129,783 |
| 33,364 | 63,694 |  | 1,266 | 700 | 1,002 | - | - - |  | - - | - | - | 34,064 | 65,962 | 100,026 |
| 3,300 | 7,780 |  | 8,457 |  | 4,750 | - | - - |  | - - | - | - | 3,300 | 20,987 | 24,287 |
| - | - - | - | - | - | - - | - | - - | - | - - | 4,693 | 777 | 4,693 | 777 | 5,470 |
| 12,715 | 4,175 | 39,956 | 12,047 | 65,474 | 3,367 | 24,274 | 4 - | 173,107 | 1,022 | 8,347 | 247 | 323,873 | 20,858 | 344,731 |
| 447 | - | 14,550 | 1,781 | 7,551 | 236 | 24,274 | - | 173,107 | 1,022 | - | - | 219,929 | 3,039 | 222,968 |
| 12,268 | 4,175 | 25,406 | 10,266 | 57,923 | 3,131 | - | - - | - | - - | - | - | 95,597 | 17,572 | 113,169 |
| - | - - | - | - | - | - - | - | - - | - | - | 8,347 | 247 | 8,347 | 247 | 8,594 |
| 559,011 | 63,543 | 175,839 | 255,871 | 38,492 | 33,824 | 1,021 | 6,415 | 5,088 | - | - | - | 779,451 | 359,653 | 1,139,104 |
| 1,881 | 71 | 7,089 | 429 | 4,099 | 2,055 | 1,021 | 6,415 | 5,088 | - | - |  | 19,178 | 8,970 | 28,148 |
| 557,130 | 63,472 | 168,750 | 255,442 | 34,393 | 31,769 | - | - - | - | - - | - | - | 760,273 | 350,683 | 1,110,956 |
| 40,766 | - | 35,957 | - | 90,698 | - | 35,768 | - | 329,488 | 2,084 | - | - | 532,677 | 2,084 | 534,761 |
| 18,069 | - | 1,342 | - | 38,406 | - | 35,768 | - | 329,488 | 2,084 | - | - | 423,073 | 2,084 | 425,157 |
| 22,697 | - | 34,615 | - | 52,292 | - | - | - - | - | - - | - | - | 109,604 | - | 109,604 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 59,133 | 38,018 | 48,004 | 20,776 | 59,011 | 14,668 | 19,042 | 5,060 | 34,230 | 9,722 | - | - | 219,420 | 88,244 | 307,664 |
| 54,898 | 38,018 | 30,263 | 20,776 | 9,857 | 14,668 | 19,042 | 5,060 | 34,230 | 9,722 | - | - | 148,290 | 88,244 | 236,534 |
| 4,235 | - | 17,741 | - | 49,154 |  | - | - - | - | - - | - | - | 71,130 | - | 71,130 | ASSETS

Cash due from banks and balances with the National Bank of Hungary variable interest
non-interest-bearing
Placements with other banks fixed interest variable intere
non-interest-bearing
Securities held for trading
and available-for-sale
and available-for-sale
fixed interest
variable intere
non-interest-bearing
Loans
fixed interest
variable interest
Securities held-to-maturity
fixed interest

[^0]As at June 30, 2004
LAs at June 30, 2004
LIABILITIES
Due to banks and deposits
with the National Bank of
Hungary
fixed interest
variable interest
non-interest-bearing
Deposits from customers
fixed interest
variable interest
Liabilities from issued
securities
fixed interest
variable interest
Fair value of derivative
financial instruments
in other liabilities
fixed interest
variable interest
Subordinated bonds and loans
variable interest
As at December 31, 2003
NOTE 29: INTEREST RATE RISK MANAGEMENT (in HUF mn) [continued]

| Non-interest bearing |  | Total |  | Total |
| :---: | :---: | :---: | :---: | :---: |
| HUF | In foreign currency | HUF | In foreign currency |  |
| 54,918 | 3,111 | 246,829 | 6,146 | 252,975 |
| - | - | 191,911 | 3,035 | 194,946 |
| - | - | - | - | - |
| 54,918 | 3,111 | 54,918 | 3,111 | 58,029 |
| 3,901 | 1,138 | 88,259 | 76,950 | 165,209 |
| - | - | 81,058 | 62,004 | 143,062 |
| - | - | 3,300 | 13,808 | 17,108 |
| 3,901 | 1,138 | 3,901 | 1,138 | 5,039 |
| 7,885 | 250 | 291,867 | 20,528 | 312,395 |
| - | - | 187,365 | 4,365 | 191,730 |
| - | - | 96,617 | 15,913 | 112,530 |
| 7,885 | 250 | 7,885 | 250 | 8,135 |
| - | - | 760,903 | 309,522 | 1,070,425 |
| - | - | 40,207 | 133 | 40,340 |
| - | - | 720,696 | 309,389 | 1,030,085 |
| - | - | 623,234 | 2,075 | 625,309 |
| - | - | 489,005 | 2,075 | 491,080 |
| - | - | 134,229 | - | 134,229 |
| - | - | 255,624 | 104,019 | 359,643 |
| - | - | 129,701 | 102,268 | 231,969 |
| - | - | 125,923 | 1,751 | 127,674 |


| within 1 month |  | NOTE 29: INTEREST RATE RISK MANAGEMENT (in HUF mn) [continued] |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | within 3 months over 1 month |  | within 1 year over 3 months |  | within 2 years over 1 year |  | over 2 years |  |
| HUF | In foreign currency | HUF | In foreign currency | HUF | In foreign currency | HUF | In foreign currency | HUF | In foreign currency |
| 191,911 | 3,035 | - | - - | - | - |  | - - |  | - - |
| 191,911 | 3,035 | - | - - | - | - |  | - - |  | - - |
| - | - | - | - - | - | - |  | - - |  | - - |
| - | - | - | - - | - | - |  | - - |  | - - |
| 79,358 | 65,084 | 2,500 | 5,815 | 2,500 | 4,913 | - | - - |  | - - |
| 76,058 | 60,994 | 2,500 | 1,010 | 2,500 | - |  | - - |  | - - |
| 3,300 | 4,090 | - | 4,805 | - | 4,913 |  | - - |  | - - |
| - | - | - | - - | - | - |  | - - |  | - - |
| 22,622 | - | 37,418 | 13,583 | 61,451 | 6,453 | 10,698 | - 242 | 151,793 | 3 |
| 8 | - | 1,137 | 71,828 | 23,729 | 2,295 | 10,698 | - 242 | 151,793 | 3 |
| 22,614 | - | 36,281 | 111,755 | 37,722 | 4,158 |  | - - |  | - - |
| - | - | - | - - | - | - |  | - - |  | - - |
| 567,096 | 99,490 | 147,573 | 3188,929 | 18,758 | 21,103 | - | - - | 27,476 | 6 |
| 10,980 | 8 |  | 125 | 1,751 | - |  | - - | 27,476 | 6 |
| 556,116 | 99,482 | 147,573 | 3 188,804 | 17,007 | 21,103 | - | - - |  | - - |
| 22,697 | - | 192,665 | 5 | 76,875 | - | 36,672 | 2 | 294,325 | 5 2,075 |
| - | - | 91,255 | 5 | 66,753 | - | 36,672 | 2 | 294,325 | 5 2,075 |
| 22,697 | - | 101,410 | 0 | 10,122 | - | - | - - |  | - - |
| 43,526 | 50,501 | 112,327 | $7 \quad \mathbf{1 6 , 8 6 9}$ | 45,652 | 25,189 | 10,805 | 7,567 | 43,314 | 4 3,893 |
| 23,569 | 50,501 | 46,725 | -15,118 | 5,288 | 25,189 | 10,805 | 7,567 | 43,314 | 4 3,893 |
| 19,957 | - | 65,602 | 2 1,751 | 40,364 | - | - | - - |  | - - |

Cash due from banks and
balances with the National
balances with the National
Bank of Hungary Bank of Hungary
fixed interest variable interest
non-interest-bearin Placements with other banks
fixed interest Securities held for trading and available-for-sale non-interest-bearing Loans
fixed interest
variable interest Securities held-to-maturity fixed interest air value of derivative financial instruments in other assets variable interest
NOTE 29：INTEREST RATE RISK MANAGEMENT（in HUF mn）［continued］


over 2 years

HUF | In foreign |
| :--- |
| currency |

| $\mathbf{1 , 1 9 8}$ | - |
| :--- | :--- |
| 1,198 |  | $\stackrel{\infty}{-}$



$$
\text { within } 3 \text { months } \quad \text { within } 1 \text { year } \quad \text { within } 2 \text { years }
$$

1
-
$\stackrel{\stackrel{\circ}{-}}{\underset{\sim}{\circ}}$ ＇
within 2 years
＇＇
＇＇

within 1 year
over 3 months
苞



within 3 months
over 1 month
HUF $\begin{gathered}\text { In foreign } \\ \text { currency }\end{gathered}$
currency
$\mathbf{2 5 , 5 2 4}$
7,769
17,755
$\stackrel{9}{2}$
$\stackrel{\stackrel{2}{n}}{\stackrel{3}{2}}$

within 1 month
HUF $\begin{gathered}\text { In foreign } \\ \text { currency }\end{gathered}$
currency



As at December 31， 2003
LIABILITIES

[^1]$\mathbf{9 , 9 0 1}$
5,389
4,512

会

1，402，890
$\mathfrak{\mathcal { F }}{ }^{\mathfrak{F}}{ }^{\prime}$

LIABILITIES
Liabilities from issued
securities fixed interest non－interest－bearing
Fair value of derivative
financial instruments
in other liabilities
Subordinated bonds and loans
variable interest
\[

$$
\begin{aligned}
& \text { 等 }
\end{aligned}
$$
\]

## NOTE 30: EARNINGS PER SHARE

Earnings per share attributable to the Bank's common shares are determined based on dividing income after income taxes for the year attributable to common shareholders, after the deduction of declared preference dividends, by the weighted average number of common shares outstanding during the year.

|  | Six month period ended June 30, 2004 | Six month period ended June 30, 2003 |
| :---: | :---: | :---: |
| Income after income taxes (in HUF mn) | 62,141 | 41,351 |
| Weighted average number of common shares outstanding during the year for calculating basic EPS (piece) | 267,495,529 | 266,724,844 |
| Basic Earnings per share (in HUF) | $\underline{\underline{232}}$ | $\underline{\underline{155}}$ |
| Weighted average number of common shares outstanding during the year for calculating diluted EPS (piece) | 267,992,755 | 267,179,412 |
| Diluted Earnings per share (in HUF) | 232 | $\underline{155}$ |

The weighted average number of common shares outstanding during the period does not include treasury shares.

Diluted Earnings per share are determined after additionally taking into consideration the option rights granted to Senior Management of OTP Bank.

## NOTES TO UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2004 (UNAUDITED)

NOTE 31: RECONCILIATION OF FINANCIAL STATEMENTS PREPARED UNDER HUNGARIAN ACCOUNTING STANDARDS AND FINANCIAL STATEMENTS PREPARED UNDER IAS (in HUF mn)

| Retained | Net income |
| :---: | :---: |
| for the six |  |
| Earnings and | Ronth period <br> Reserves |
| manuary 1, | ended |
| Jand | June 30, |
| 2004 | 2004 |

Dividend \(\left.$$
\begin{array}{ccc}\text { Direct } \\
\text { Movements on } \\
\text { Reserves }\end{array}
$$ \begin{array}{c}Retained <br>
Earnings <br>

and\end{array}\right\}\)| Reserves as at |
| :---: |
| June 30, 2004 |

## Hungarian financial

 statements233,776
$\mathbf{5 8 , 5 1 1}$
$(20,531)$
(112) 271,644

Adjustments to Hungarian financial statements:

Reversal of statutory general provision
$\begin{array}{lllll}17,056 & 2,026 & - & - & 19,082\end{array}$
Premium and discount amortization on investment securities
(189)

Allowance for possible loan losses
Allowance for possible losses on off-balance sheet commitments and contingent liabilities (76) 76
Differences in carrying value of subsidiaries

717
717
Difference in accounting for finance leases
(465) 72
Fair value adjustment of held for trading and available-for-sale financial assets
Fair value adjustment of derivative financial instruments
Gains on sale of Treasury Shares
Reversal of goodwill and negative goodwil
Revaluation of investments denominated in foreign currency to historical cost

$$
\begin{equation*}
(2,124) \quad 1,250 \tag{874}
\end{equation*}
$$

Difference in accounting of repo transactions
$48 \quad$ (44)
Reclassification of direct charges
$(4,973) \quad(1,503)$
$2,189 \quad(1,262)$ 927
eferred taxation
Dividend payable for the year 2003

16,800
$(16,800)$
Dividend liability accrued in the first half-year of 2004 $\qquad$ 20,531


## International financial

 statements$\underline{\underline{262,504}}$ $\underline{\underline{62,141}}$
$(16,800)$ $\underline{\underline{744}}$ $(6,476)$ (744) 3,604 4,289


[^0]:    Fair value of derivative financial instruments
    in other assets
    fixed interest
    variable interest

[^1]:    Due to banks and deposits
    with the National Bank of
    with the N
    Hungary
    fixed interest
    variable interest
    non－interest－bearing
    Deposits from customers
    
    variable interest

