

OTP Group

First nine months 2014 results

Conference call – 14 November 2014

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Chief Financial and Strategic Officer



**The 3Q 2014 accounting profit reached HUF 34.1 billion with q-o-q massively moderating adjustments.
The 3Q before tax profit without one-off items decreased by 6% q-o-q**

| | 9M 13 | 9M 14 | Y-o-Y | 3Q 13 | 2Q 14 | 3Q 14 | Q-o-Q | Y-o-Y |
|--|----------------|---------------|--------------|----------------|---------------|-------------|--------------|--------------|
| | in HUF billion | | | in HUF billion | | | | |
| Consolidated after tax profit (accounting) | 62.7 | -113.2 | -281% | 10.9 | -153.1 | 34.1 | -122% | 213% |
| Adjustments (total) | -72.6 | -221.0 | 204% | -31.3 | -192.1 | 0.6 | -100% | -102% |
| Dividends and net cash transfers (after tax) | -0.2 | 0.1 | -149% | -0.2 | 0.1 | 0.0 | -72% | -117% |
| Goodwill/investment impairment charges (after tax) | -29.4 | -11.6 | -61% | -30.8 | -11.6 | 0.0 | -100% | -100% |
| Special tax on financial institutions and one-timer payment compensating the underperformance of the financial transaction tax (after tax) | -42.9 | -30.2 | -30% | -0.3 | -0.4 | -0.3 | -19% | 18% |
| Effect of Banco Popolare Croatia acquisition (after tax) | 0.0 | 4.1 | | 0.0 | 4.1 | 0.1 | -99% | |
| Potential one-off impact of Supreme Court rulings and other regulatory changes related to consumer contracts in Hungary (after tax) | 0.0 | -168.4 | | 0.0 | -176.1 | 7.7 | -104% | |
| Risk cost created toward Crimean exposures from 2Q 2014 (after tax) | 0.0 | -8.3 | | 0.0 | -8.2 | -0.1 | -99% | |
| Risk cost created toward exposures to Donetsk and Luhansk from 3Q 2014 (after tax) | 0.0 | -6.8 | | 0.0 | 0.0 | -6.8 | | |
| Consolidated adjusted after tax profit | 135.3 | 107.8 | -20% | 42.2 | 39.0 | 33.5 | -14% | -21% |
| Corporate tax | -35.2 | -22.2 | -37% | -12.0 | -9.8 | -8.8 | -10% | -27% |
| <i>O/w tax shield of subsidiary investments</i> | 0.6 | 3.1 | 448% | 0.5 | -1.6 | 1.7 | -210% | 255% |
| Before tax profit | 170.5 | 130.0 | -24% | 54.2 | 48.7 | 42.3 | -13% | -22% |
| Total one-off items | 10.0 | 1.6 | -84% | 5.7 | 2.8 | -1.0 | -136% | -118% |
| Revaluation result of FX swaps at OTP Core | 1.0 | -1.8 | -275% | 0.3 | -0.5 | -1.0 | 126% | -479% |
| Gain on the repurchase of own capital instruments | 6.1 | 0.0 | -100% | 5.1 | 0.0 | 0.0 | | -100% |
| Result of the Treasury share swap agreement | 2.9 | 3.4 | 15% | 0.3 | 3.3 | 0.0 | -100% | -101% |
| Before tax profit without one-off items | 160.5 | 128.4 | -20% | 48.6 | 45.9 | 43.3 | -6% | -11% |

1 The estimate on the potential one-off negative impact of the Hungarian Supreme Court rulings and other regulatory changes related to consumer loan contracts were updated and made more accurate.

2 In 3Q the Bank raised the provision coverage on its Donetsk and Luhansk exposure up to 58%. The key reason for doing so was that in the last couple of months the bank had to suspend the operation of most of its branches in the region since practically all economic activity has been stopped due to the special circumstances.

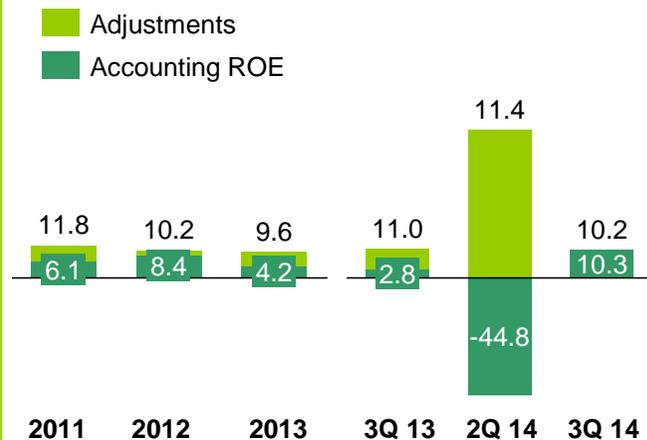
The 3Q consolidated operating profit moderated by 1% q-o-q, while risk costs elevated by 3%. The development of OTP Core result was driven by decreasing risk costs with 3Q net interest income declining by 4% y-o-y

| CONSOLIDATED | 9M 13 | 9M 14 | Y-o-Y | 3Q 13 | 2Q 14 | 3Q 14 | Q-o-Q | Y-o-Y |
|--|----------------|--------------|-------------|----------------|-------------|-------------|------------|-------------|
| | in HUF billion | | | in HUF billion | | | | |
| Before tax profit without one-off items | 160.5 | 128.4 | -20% | 48.6 | 45.9 | 43.3 | -6% | -11% |
| Operating profit w/o one-off items | 341.3 | 325.9 | -5% | 114.6 | 109.3 | 108.5 | -1% | -5% |
| Total income w/o one-off items | 651.0 | 631.0 | -3% | 218.3 | 211.1 | 209.7 | -1% | -4% |
| Net interest income w/o one-off items | 493.9 | 480.4 | -3% | 165.4 | 158.3 | 159.7 | 1% | -3% |
| Net fees and commissions | 122.1 | 125.1 | 2% | 43.5 | 41.5 | 41.6 | 0% | -4% |
| Other net non interest income without one-offs | 35.0 | 25.5 | -27% | 9.3 | 11.3 | 8.4 | -26% | -9% |
| Operating costs | -309.7 | -305.1 | -2% | -103.7 | -101.8 | -101.2 | -1% | -2% |
| Total risk costs | -180.8 | -197.5 | 9% | -66.0 | -63.4 | -65.2 | 3% | -1% |

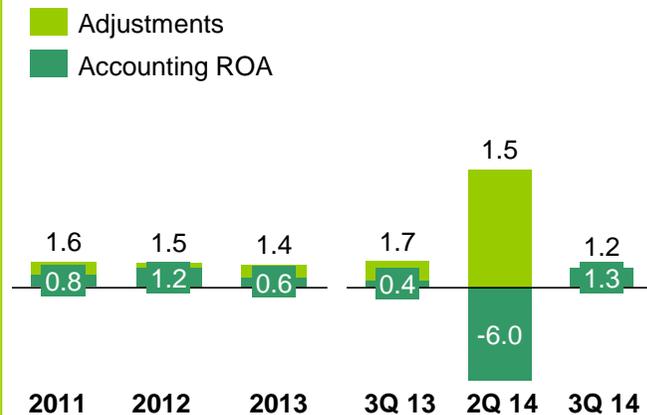
| OTP CORE | 9M 13 | 9M 14 | Y-o-Y | 3Q 13 | 2Q 14 | 3Q 14 | Q-o-Q | Y-o-Y |
|--|----------------|--------------|------------|----------------|-------------|-------------|-----------|------------|
| | in HUF billion | | | in HUF billion | | | | |
| Before tax profit without one-off items | 107.4 | 121.2 | 13% | 35.6 | 39.0 | 41.9 | 8% | 18% |
| Operating profit w/o one-off items | 146.9 | 142.6 | -3% | 49.9 | 48.0 | 48.0 | 0% | -4% |
| Total income w/o one-off items | 289.1 | 285.1 | -1% | 96.9 | 96.5 | 94.2 | -2% | -3% |
| Net interest income w/o one-off items | 205.5 | 199.8 | -3% | 69.5 | 66.9 | 66.6 | 0% | -4% |
| Net fees and commissions | 66.7 | 70.8 | 6% | 23.6 | 23.6 | 23.3 | -1% | -1% |
| Other net non interest income without one-offs | 16.8 | 14.5 | -14% | 3.8 | 6.1 | 4.3 | -30% | 12% |
| Operating costs | -142.2 | -142.5 | 0% | -47.0 | -48.6 | -46.3 | -5% | -2% |
| Total risk costs | -39.5 | -21.4 | -46% | -14.2 | -9.0 | -6.0 | -33% | -58% |

Consolidated income and interest margins remained strong. While the loan book decreased slightly, the deposit book advanced significantly. The DPD90+ coverage improved q-o-q

Adjusted Return on Equity – ROE (%)



Adjusted Return on Assets – ROA (%)

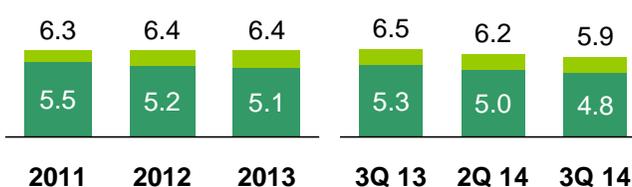


Consolidated Consolidated w/o OTP Bank Russia

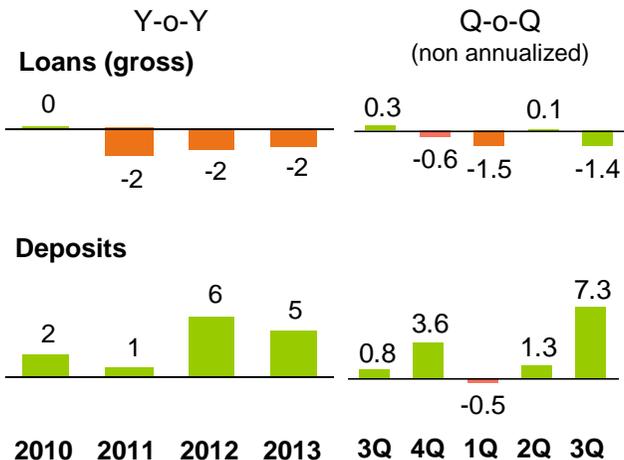
Total income margin (%)



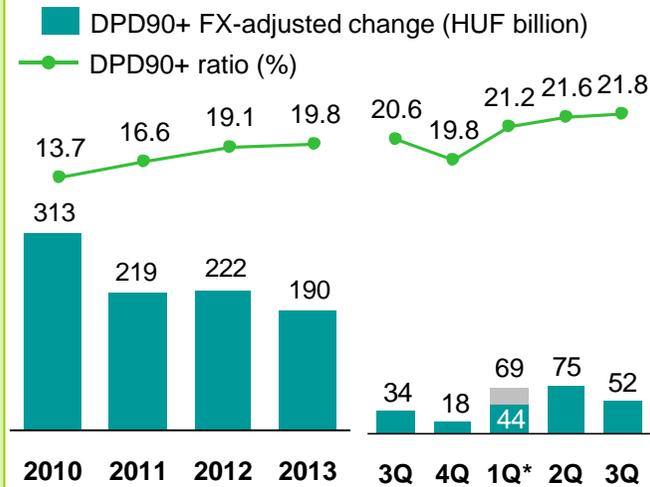
Net interest margin (%)



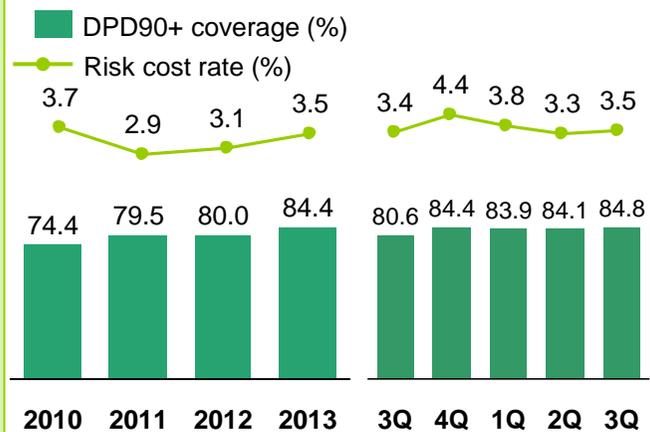
Growth of business volumes (% FX-adj.)



Portfolio quality development



Risk cost development



* In 1Q a large project finance loan at OTP Core fell into DPD90+ category, excluding this item the FX-adjusted change of DPD90+ volumes reached HUF 44 billion.

On 4 July 2014 the Parliament approved the **Act No. XXXVIII of 2014** on the "Settlement of certain questions related to the Curia's uniformity decision on loans to customers provided by financial institutions". The Act declared the use of FX conversion margin as void and declared a disputable presumption on the unfairness of unilateral contract amendments.

OTP Bank exercised its right to take **legal action** to prove that clauses in consumer contracts allowing the unilateral amendment of the contract were fair. The court case has not been completed yet; the Municipal Court of Budapest petitioned the case to the Constitutional Court on 12 September 2014. On 11 November 2014 the Constitutional Court rejected the first instance court's motion to investigate whether the Act No. XXXVIII of 2014 is against the Fundamental Law. In case of OTP Bank and OTP Mortgage Bank the suspended first instance case is expected to continue in November.

On 24 September the Parliament approved an **Act No. XL of 2014** on the "Settlement rules and other provision related to the Act No. XXXVIII of 2014". The Act stipulates that in the case of FX margin and unilateral amendments to the consumer contracts the use of funds without legal cause is to be treated in each moment as principal (pre)payments, i.e. the outstanding debt obligation should be amortized. The Act also instructed the Central Bank to create set of regulations for the settlement procedure.

The first **NBH decree (42/2014)** was published on 7 November. This decree set the general methodology framework of the settlement, accordingly, the "overpayments" of clients are to be treated as principal (pre)payments. The decree covers only the problem-free contracts, where the client has neither missed any payments, nor has him received any preferential treatment. The NBH will regulate in separate decree the methodology for the delinquent clients or those receiving any subsidy. An additional decree will deal with financial institutions under liquidation or insolvency, as well as the settlement day. Finally, there will be a decree regulating the requirements of clients' notification.

On 11 November 2014 the Government submitted its **proposal on Fair Banking (T/1997)** for general Parliamentary debate. The goal of the decision makers is to make transparent pricing practice general. Accordingly, in future banks can apply only two types of loan pricing: either a fix one or a benchmark-based one. Overdraft loans and credit card loans are exempt of that limitation. The state subsidized mortgage loan pricing will be regulated by a separate act.

On 9 November 2014 the Ministry for National Economy issued a statement on the **conversion of foreign currency mortgage loans** into Hungarian forint. The Government communication suggested that there will be a set of strict criteria based on which a customer might apply for not converting its underlying FX-exposure into HUF. According to the statement the applicable conversion rate should be either the average since the ruling of the Curia (June 2014) or the Central Bank's official rate on 7 November; whichever is more beneficial for the client. Accordingly in case of EUR the rate of HUF 309.0 will be applied, whereas for CHF the rate is HUF 256.5 respectively.

Miscellaneous – 2.

OTP Core – update on FX mortgage loan conversion (continued)

As an important interim step within the conversion process on 7 November 2014 the NBH and the Hungarian Banking Association and afterwards the Ministry for National Economy and the Banking Association reached an agreement on the technical details of the conversion. Accordingly, NBH is going to provide the necessary currency need for the banking sector with the amount of EUR 9 billion. During the first tender of the Central Bank on 10 December 2014 commercial banks purchased EUR 7.8 billion at the pre-set rate of 309.0 HUF/EUR. OTP Bank also took part in the tender process.

According to the preliminary expectation of the management, OTP Bank is not supposed to suffer a material FX loss from the conversion.

In the middle of November 2014 the Government is expected to submit its draft on the conversion of FX mortgage loans and will also set the would-be HUF mortgage loans interest level following the conversion.

According to the draft Act (T/1997) on Fair banking, banks should notify their FX customer loan clients about the settlement details within the period of 1 March 2015 - 30 April 2015.

Guidance on the Ukraine

In short term the Bank does not expect a material turnaround in the Ukraine, the consolidation process seems to be slow and the weak hryvna will require constantly high provisioning. During 3Q OTP Bank Ukraine substantially increased the provisioning coverage on its exposures to the Donetsk and Luhansk counties, as a result the net loan portfolio melted down to HUF 22 billion. For the rest of the year further provisioning increase is expected in that region. Bearing in mind that nine months losses at the Ukrainian subsidiary already reached HUF 37 billion including the risk cost in the Crimea and the Eastern Ukrainian regions, the previously flagged HUF 30 billion annual loss is revised upward and the forecasted annual negative result is expected to exceed HUF 50 billion including the Crimean and Eastern-Ukrainian risk costs which were booked as adjustment items within the consolidated earnings.

Guidance on Russia

Despite the POS loan book and the newly disbursed cash loans at OTP Russia demonstrate better credit quality, the overall risk costs are hardly going to materially drop in 2H 2014 contrary to the management's previous expectation earlier this year since the operating environment worsened with sanctions taking their toll. As a result, OTP Russia will remain loss making for the rest of the year.

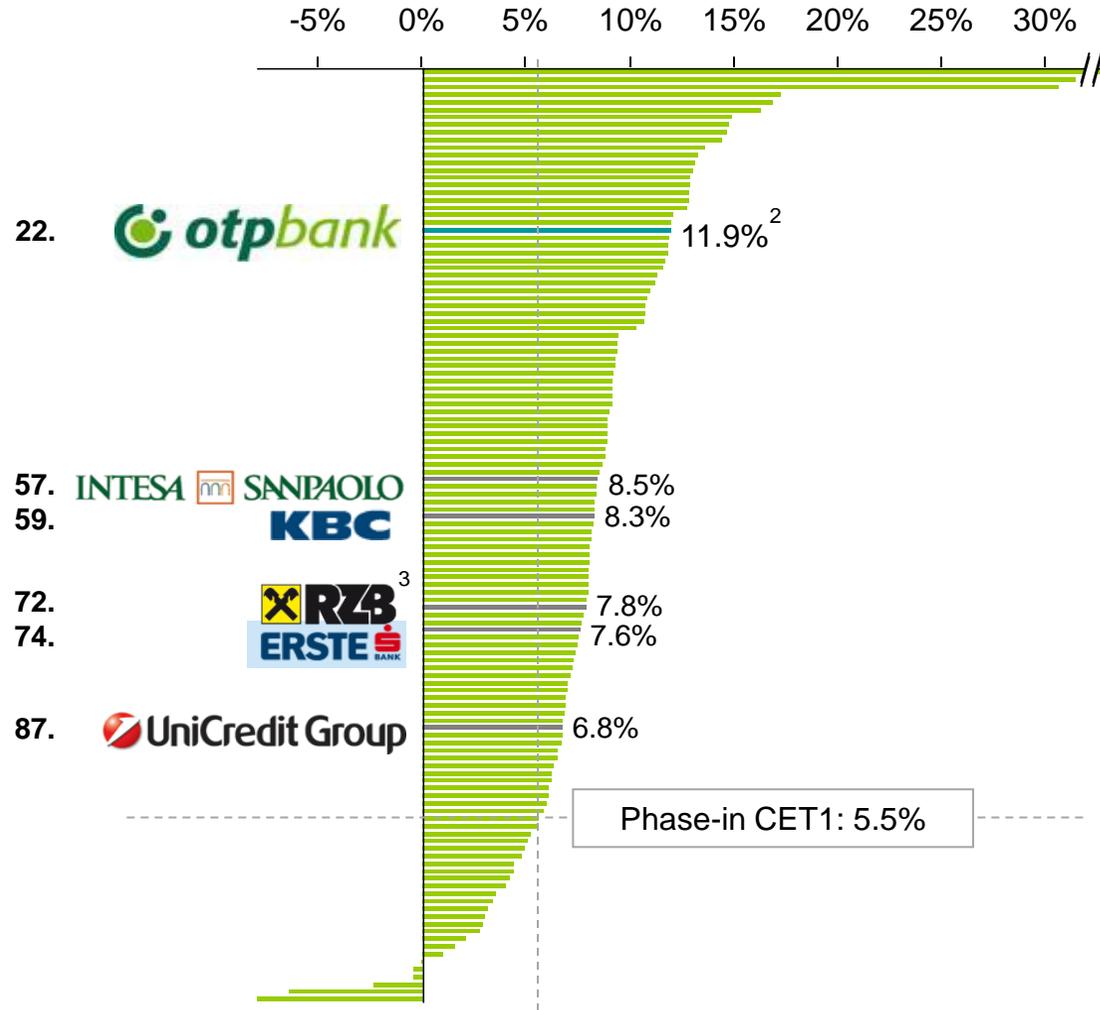
AQR, EBA stress test

The National Bank of Hungary has completed the AQR at OTP Bank. The AQR process was implemented using the ECB methodology and with the involvement of an independent, external auditor company which is not auditing the Bank. Overall, the AQR has not identified additional provisioning requirement.

Under the stress test of EBA which incorporated the findings of the AQR, OTP Bank's Common Equity Tier1 ratio under the adverse scenario stood at 11.95% at the end of the three year stress period, it led to the 22nd best result amongst the 123 participating European banks.

Under the EBA stress test OTP Bank reached the 22nd best result amongst the reviewed 123 European banks

Common Equity Tier1 (CET1) ratios¹ under the adverse scenario of EBA stress test at the end of 2016



- Prior to the stress test and in accordance with the recommendations of EBA the National Bank of Hungary has completed the AQR at OTP Bank. The AQR process was implemented on the base of the ECB methodology and with the involvement of an independent, external auditor company which is not auditing the Bank.
- The AQR has not identified additional provisioning requirement in case of OTP Bank.
- Under the stress test of EBA which incorporated the findings of the AQR, OTP Bank's Common Equity Tier1 ratio under the adverse scenario stood at 11.95% at the end of the three year stress period, it led to the 22nd best result amongst the 123 participating banks, consequently OTP Bank finished within the top 1/5 of European banks.

¹ CET1 ratio adjusted for the identified additional provisioning requirement by AQR.

² Excluding the potential negative impact of the Act No. XXXVIII. which booked in 2Q 2014. Including this item the CET1 ratio of OTP would be 9.6% that was the 35th place in ranking.

³ In case of Raiffeisen Group the Raiffeisen Zentralbank Österreich AG was reviewed by the EBA.

The results were stable in CEE countries in 3Q, while the Russian and the Ukrainian (adjusted) losses increased significantly q-o-q

| | 9M 13 | 9M 14 | Y-o-Y | 3Q 13 | 2Q 14 | 3Q 14 | Q-o-Q | Y-o-Y |
|---|----------------|--------------|-------------|----------------|-------------|-------------|-------------|-------------|
| | in HUF billion | | | in HUF billion | | | | |
| Consolidated adjusted after tax profit | 135.3 | 107.8 | -20% | 42.2 | 39.0 | 33.5 | -14% | -21% |
| OTP Core (Hungary) | 87.6 | 102.0 | 16% | 27.8 | 32.7 | 35.3 | 8% | 27% |
| DSK (Bulgaria) | 25.7 | 33.4 | 30% | 5.7 | 10.3 | 11.9 | 16% | 107% |
| OBRU (Russia) | 11.3 | -12.7 | -213% | 0.9 | -2.3 | -5.7 | -153% | -731% |
| OBU (Ukraine)* | 4.9 | -22.0 | -547% | 3.1 | -3.7 | -10.9 | -192% | -453% |
| OBR (Romania) | -1.7 | 2.4 | 243% | 0.6 | 0.7 | 0.7 | 12% | 27% |
| OBH (Croatia) | 2.0 | 0.5 | -77% | 0.6 | 0.2 | 0.0 | | |
| OBS (Slovakia) | 1.0 | 0.7 | -23% | 0.2 | 0.2 | 0.2 | -17% | -29% |
| OBSrb (Serbia) | -2.5 | 0.1 | 102% | -0.8 | -0.1 | 0.0 | | |
| CKB (Montenegro) | 0.9 | 1.2 | 36% | 0.5 | 0.0 | 0.7 | | 33% |
| Leasing | 1.6 | 0.4 | -76% | 0.6 | 0.1 | 0.2 | 95% | -65% |
| OTP Fund Management (Hungary) | 2.2 | 3.3 | 48% | 0.9 | 1.0 | 1.2 | 11% | 35% |
| Corporate Center | 3.1 | -1.2 | | 4.1 | -0.7 | 0.0 | | |

* Without risk cost created towards the Crimean exposures from 2Q 2014 and risk cost created towards Donetsk and Luhansk exposures from 3Q 2014. With those two items OBU's loss was HUF 37 billion in 9M 2014.

The Group's total income in 3Q declined by 4% y-o-y with 3% y-o-y decline of loans. All foreign subsidiaries' total income improved except for Russia and Ukraine; the decline of the Russian and Ukrainian revenues partly explained by FX devaluation

| | | TOTAL INCOME – 3Q 2014 without one-off items (HUF billion) | Y-o-Y change (%) | Q-o-Q change (%) | FX adjusted Y-o-Y change of loans (%) | FX adjusted Y-o-Y change of deposits (%) |
|--|------------------------------|---|-----------------------|---------------------|--|---|
| | OTP Group | 209.7 | -4% | -1% | -3% | 12% |
| | OTP CORE (Hungary) | 94.2 | -3% | -2% | -11% | 18% |
| | DSK (Bulgaria) | 26.3 | 14% | 5% | 0% | 10% |
| | OBRu (Russia) | 46.1 | -10%/-5% ¹ | -3% | 3% ² | -5% |
| | OBU (Ukraine) | 11.7 | -37%/-7% ¹ | -15% | -10% ² | 5% |
| | OBH (Croatia) | 7.1/6.2 ³ | 21%/6% ³ | 11%/5% ³ | 12%/-1% ³ | 16%/2% ³ |
| | OBS (Slovakia) | 4.4 | 20% | 2% | 7% | 11% |
| | OBR (Romania) | 6.1 | 16% | 8% | 2% | -1% |
| | CKB (Montenegro) | 3.1 | 5% | 10% | -7% | -9% |
| | OBSrb (Serbia) | 2.2 | 1% | 6% | 3% | 10% |
| | Other³ | 8.5 | -3% | 26% | | |
| | | <i>Contribution of foreign subsidiaries:</i> | | | | |
| | | 51% | | | | |

¹ Y-o-Y change in local currency

² In case of OBRu and OBU the chart shows the FX adjusted change of performing (DPD0-90) loans

³ Adjusted for the effect of BPC consolidation

⁴ Other group members and eliminations

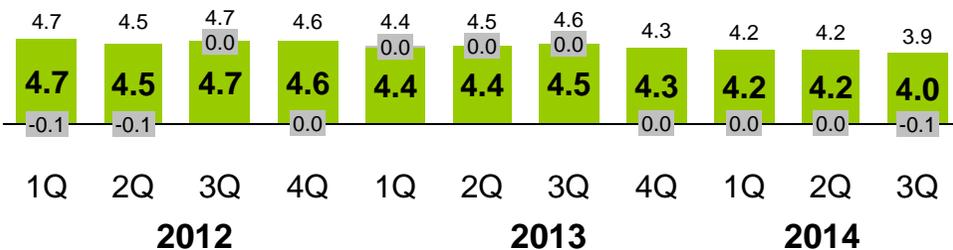
Higher total assets at OTP Core pushed net interest margin lower; the Russian margin eroded; the Ukrainian margin dropped mainly due to increasing funding costs; sound margins reflect strong pricing power at DSK Bank

Net interest margin (%)

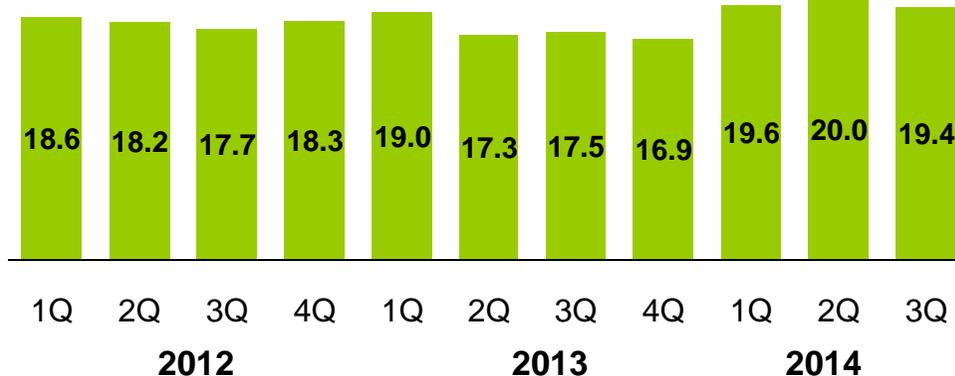


OTP Core Hungary¹

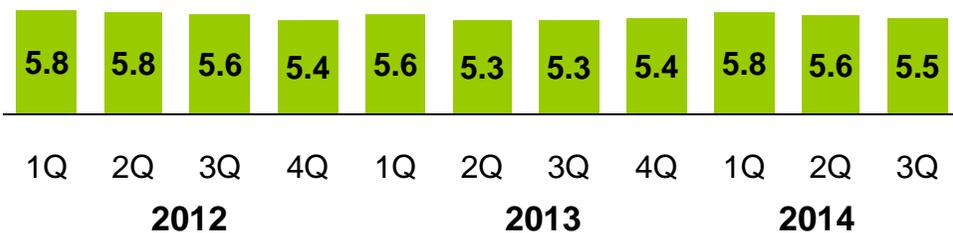
Impact of FX swaps' revaluation result on margin



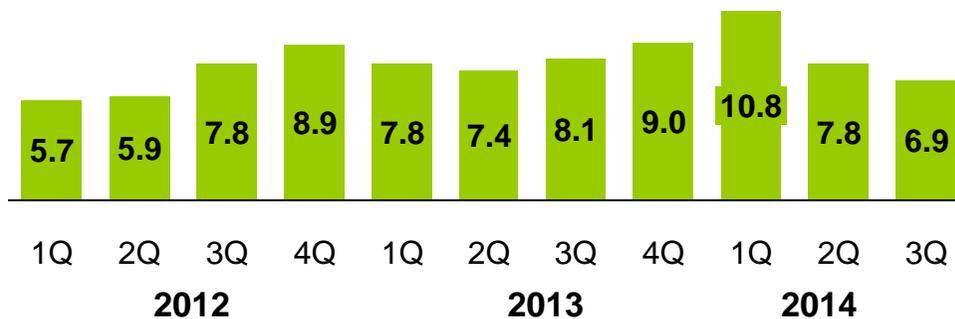
OTP Bank Russia



DSK Bank Bulgaria



OTP Bank Ukraine

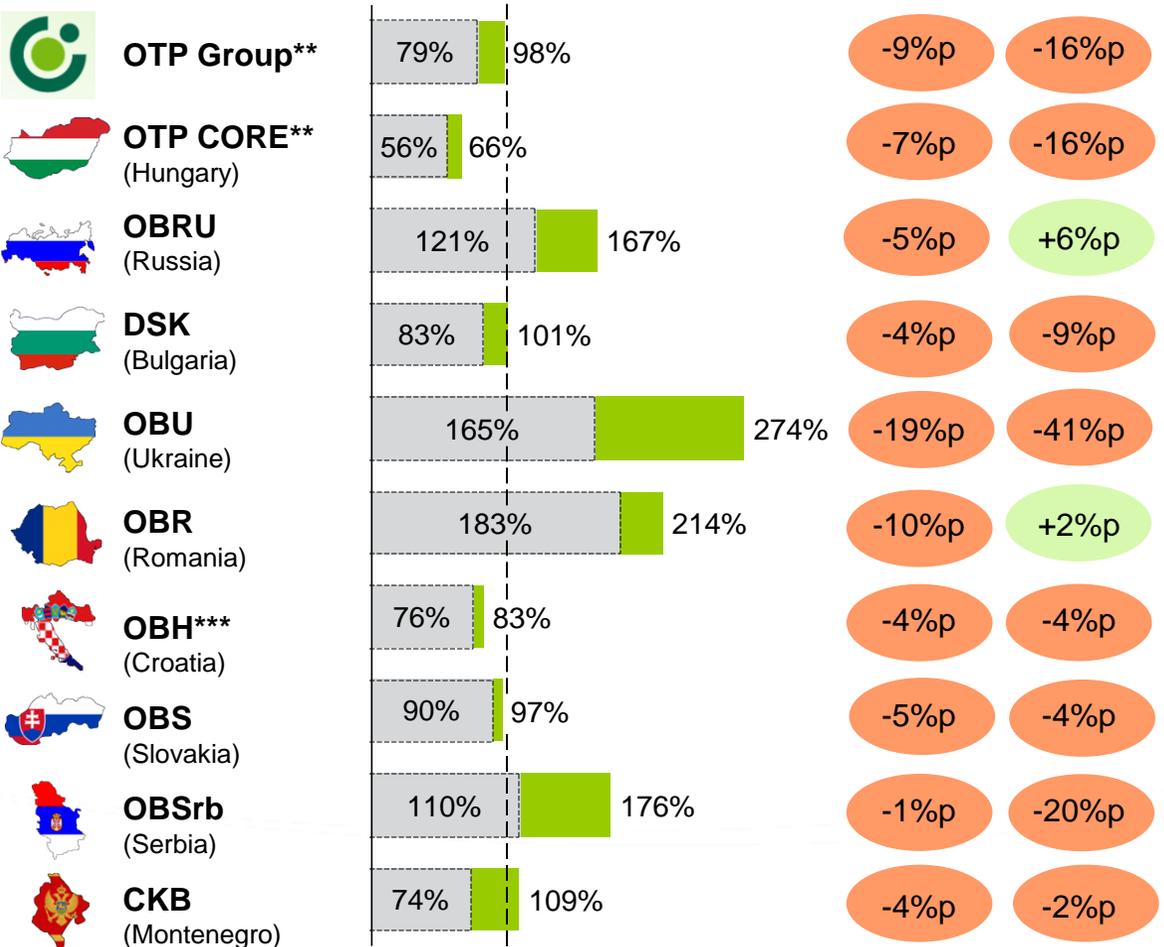


¹ The net interest margin erosion at OTP Core in 3Q is partly explained by the q-o-q 8% growth of the total asset base. If OTP core's total assets had remained unchanged q-o-q, the net interest margin would have melted down by 6 bps *ceteris paribus* (fact: -23 bps q-o-q).

In 3Q 2014 the consolidated net loan to deposit ratio declined further

Loan to deposit ratio, % (30 September 2014)

Net loan to deposit **
Gross loan to deposit



At OTP Core the total deposit book increased substantially in 3Q due to new volumes deposited by OTP Fund Management. Retail volumes remained stable q-o-q. On the asset side, mortgage loan volumes kept on eroding, but the debt consolidation and prepayments of local governments' debt played a role, too. From the outstanding municipality volume the Debt Management Agency prepaid HUF 60 billion in 3Q.

The ratio decreased significantly in the Ukraine due to net loan volumes declining partly as a reflection of suspended lending activity in several segments and also to elevated provisioning. In 3Q FX-adjusted deposit volumes grew by 5%.

In Romania the ratio improved q-o-q, mainly due to strong corporate deposit inflow.

* Changes are adjusted for the effect of FX-rate movements

** In case of the ratio of the Group and OTP Core the applied formula is „net loan / (deposit + retail bond)

*** Including the effect of BPC consolidation (w/o BPC net loan/deposit ratio: 77%, gross loan/deposit ratio: 84%)

Corporate loans of OTP Core decreased q-o-q mainly due to the prepayment by the Government Debt Management Agency and loan sales/write-offs. The Ukrainian performing (DPD0-90) portfolio declined by 10% y-o-y

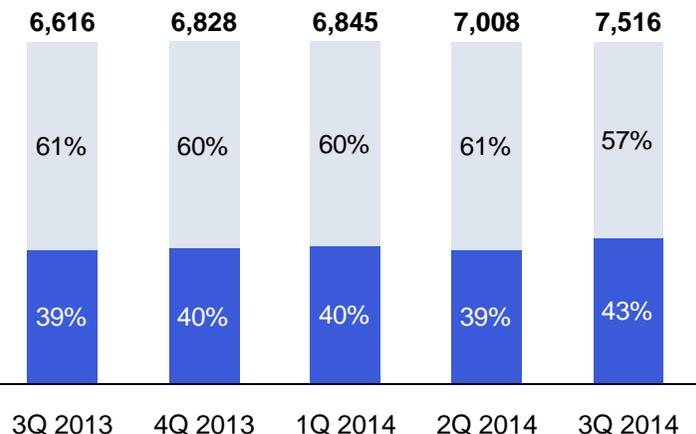
| | Gross loans | | | | | | | | | | | DPD0-90 loans | | Without BPC | |
|------------------------|---|---|---|---|---|---|---|--|---|---|---|---------------|---|---|---|
| | Q-o-Q loan volume changes in 3Q 2014, adjusted for FX-effect | | | | | | | | | | | | | | |
| Total | -1% | -5% | 2% | 0% | 5% | -1% | 0% | -2% | 1% | 3% | -3% | 2% | -5% | | |
| Consumer | 2% | -1% | | 1% | 6% | 0% | 5% | -1% | 13% | 2% | 1% | 3% | -12% | | |
| Mortgage | -2% | -1% | | -2% | -8% | -3% | -1% | 0% | -2% | 1% | -3% | | -11% | | |
| Corporate ¹ | -4% | -10% +1% ² | 7% | 3% | 3% | 0% | 0% | -5% | 1% | 4% | -4% | | -1% | | |
| Car financing | -1% | | 0% | | -9% | -6% | | -13% | -10% | | | | -15% | | |
| | Cons. | Core (Hungary) | Merk (Hungary) | DSK (Bulgaria) | OBRu (Russia) | OBu (Ukraine) | OBR (Romania) | OBH⁶ (Croatia) | OBS (Slovakia) | OBSr (Serbia) | CKB (Monte-negro) | | OBRu (Russia) | OBu (Ukraine) | OBH (Croatia) |
| |  |  |  |  |  |  |  |  |  |  |  | |  |  |  |
| | Y-o-Y loan volume changes in 3Q 2014, adjusted for FX-effect | | | | | | | | | | | | | | |
| Total | -3% | -11% | -4% | 0% | 7% | -1% | 2% | 12% | 7% | 3% | -7% | 3% | -10% | -2% | |
| Consumer | 5% | -9% | | 1% | 7% | 26% | 29% | 40% | 116% | 13% | 11% | 2% | -5% | 0% | |
| Mortgage | -6% | -7% | | -4% | -23% | -9% | -5% | 7% | 3% | 1% | -10% | | -26% | 1% | |
| Corporate ¹ | -6% | -16% +3% ² | 14% | 5% | 52% | -1% | 6% | 0% | -2% | 0% | -11% | | -4% | -6% | |
| Car financing | -14% | | -10% | | -36% | -15% | | -38% | -36% | | | | -36% | | |

¹ Loans to MSE and MLE clients and local governments.

² OTP Bank's loans to Hungarian companies: the estimate for volume change is based on the balance sheet data provision to the central bank, calculated from the „Loans to non-financial and other-financials companies” line, adjusted for FX-effect.

The 7% q-o-q increase of deposits was induced by the fund management and municipal deposit inflows at OTP Core. The deposit increase in Ukraine continued. The Russian retail deposits advanced q-o-q

Breakdown of consolidated customer deposits (in HUF billion)

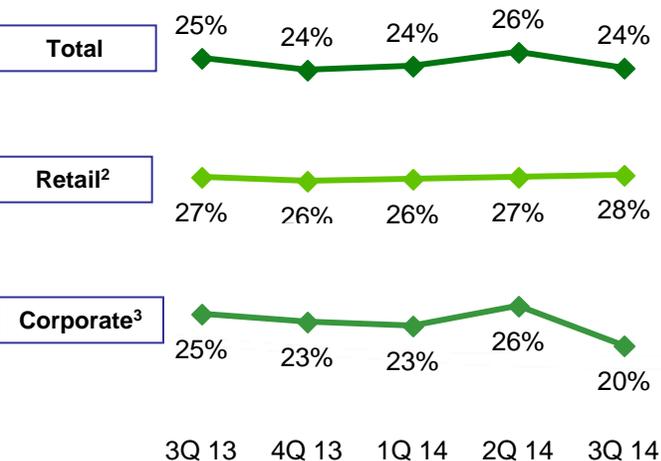


Q-o-Q deposit volume changes in 3Q 2014, adjusted for FX-effect

| | 3Q 13 | 4Q 13 | 1Q 14 | 2Q 14 | 3Q 14 | 3Q 13 | 4Q 13 | 1Q 14 | 2Q 14 | 3Q 14 |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total | 7% | 9% | 5% | 6% | 5% | 5% | 2% | 6% | 6% | 1% |
| Retail | 1% | 0% | 1% | 7% | 0% | 1% | 1% | 0% | 0% | -2% |
| Corporate¹ | 17% | 18% | 21% | 3% | 13% | 9% | 9% | 20% | 15% | 9% |



Proportion of FX deposits in the consolidated deposit portfolio



Y-o-Y deposit volume changes in 3Q 2014, adjusted for FX-effect

| | 3Q 13 | 4Q 13 | 1Q 14 | 2Q 14 | 3Q 14 | 3Q 13 | 4Q 13 | 1Q 14 | 2Q 14 | 3Q 14 |
|------------------------------|-------|-------|-------|-------|-------|-------|-----------|-------|-------|-------|
| Total | 12% | 18% | 10% | -5% | 5% | -1% | 16% 2% | 11% | 10% | -9% |
| Retail | 5% | 3% | 8% | 2% | -4% | 3% | 19% 2% | 11% | 10% | -12% |
| Corporate¹ | 23% | 33% | 15% | -19% | 20% | -5% | 3% 0% | 11% | 10% | -2% |

¹ including SME, LME and municipality deposits; ² including households' deposits and SME deposits;

³ including LME and municipality deposits;

⁴In case of OBH y-o-y loan volumes changes were indicated without the effect of BPC acquisition as well.

Consolidated non-FX-adjusted operating costs in 3Q decreased by 2% y-o-y, while FX-adjusted operating costs remained stable y-o-y and q-o-q

| OPERATING COSTS – 3Q 2014 (HUF billion) | | | Y-o-Y (HUF bn) | Y-o-Y (%) | Q-o-Q (HUF bn) | Q-o-Q (%) | |
|--|-------------------------------|------|-------------------|--------------|-------------------|--------------|-----|
| | OTP Group | 100% | 101 | -2 | -2% | -1 | -1% |
| | OTP CORE (Hungary) | 46% | 46 | -1 | -2% | -2 | -5% |
| | DSK (Bulgaria) | 10% | 10 | 0 | 5% | 0 | 5% |
| | OBRU (Russia) | 20% | 20 | -1 | -5% | 0 | 1% |
| | OBU (Ukraine) | 6% | 6 | -3 | -31% | 0 | -1% |
| | OBH (Croatia) | 5% | 5 | 2 | 45% | 1 | 20% |
| | OBS (Slovakia) | 3% | 3 | 0 | 7% | 0 | 0% |
| | OBR (Romania) | 3% | 3 | 0 | 6% | 0 | 3% |
| | CKB (Montenegro) | 2% | 2 | 0 | 2% | 0 | -6% |
| | OBSrb (Serbia) | 2% | 2 | 0 | 5% | 0 | 4% |
| | Merkantil (Hungary) | 1% | 2 | 0 | 3% | 0 | 3% |

1 At OTP Core operating expenses y-o-y decreased by 2% due to the lower personnel and operational expenses (-3% and -1% y-o-y, respectively).

2 OTP Russia's operating expenses went up by 1% y-o-y in RUB terms (-5% in HUF terms). The number of branches increased by 30 units y-o-y. The average inflation exceeded 7% in the last 12 months.

3 The Ukrainian operating expenses grew by 2% y-o-y in UAH terms.

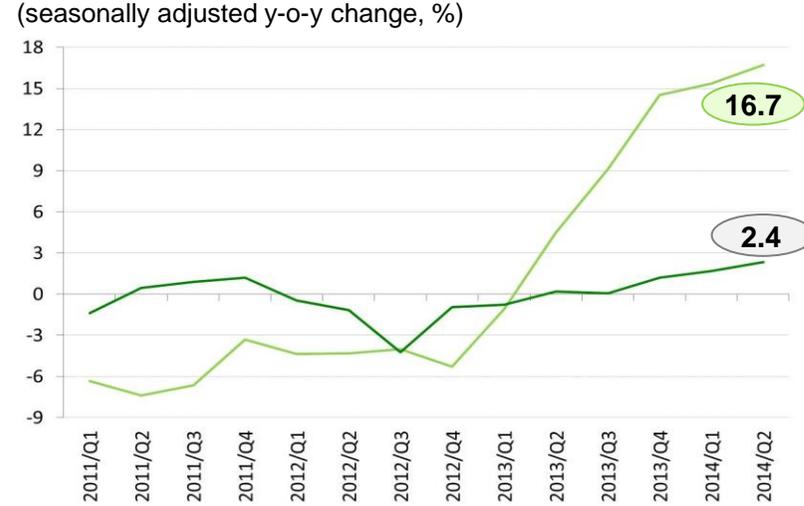


Stellar GDP growth is driven by increasing industrial production (mainly car manufacturing), public investments and reviving consumption; low inflation warrants persistently low rate environment

Industrial production and GDP (y-o-y change, %)



Investments and household consumption (seasonally adjusted y-o-y change, %)



Unemployment (seasonally adjusted, %)



Inflation and base rate (%)





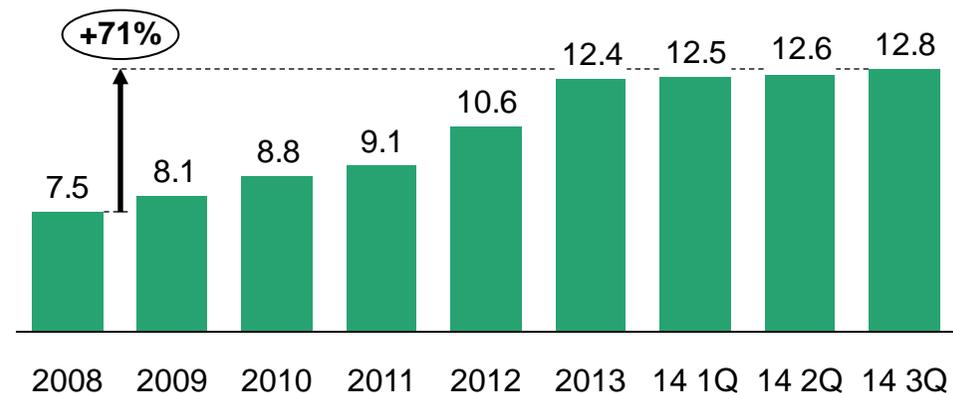
OTP Core

Demand for mortgage loans picked up and OTP's market share in corporate lending further improved due to the dynamic lending activity; OTP managed to increase its market share in retail savings

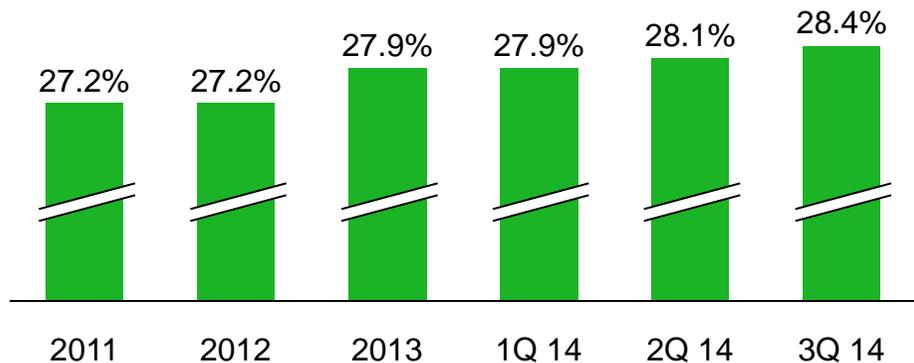
Change of mortgage loan disbursement (y-o-y change, %)



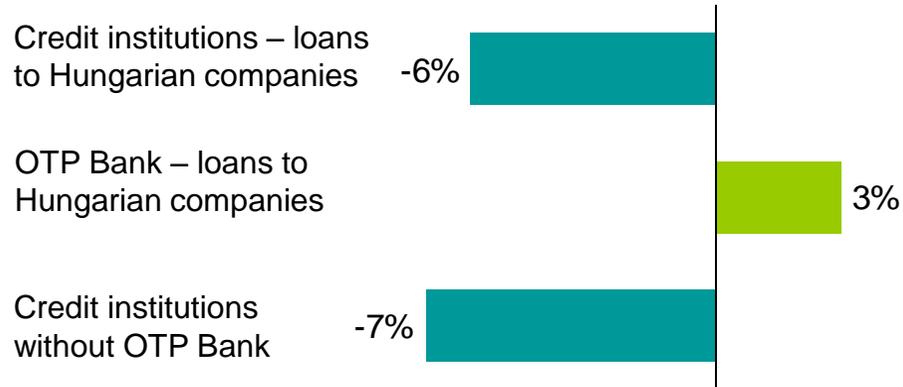
OTP Group's market share¹ in loans to Hungarian companies (%)



OTP Group's market share in households savings² (%)



Corporate lending in Hungary³ in 3Q 2014 (FX-adjusted y-o-y change)



¹ Aggregated market share of OTP Bank, OTP Mortgage Bank, OTP Building Society and Merkantil Bank, based on the balance sheet data provision to the central bank, calculated from the „Loans to non-financial-, other-financial-, additional- and non-profit- institutions serving households” line ² According to the central bank methodology from 3Q 2014; OTP's market share data have been changed retroactively.

³ The estimate for volume changes is based on the balance sheet data provision to the National Bank of Hungary, calculated from the „Loans to non-financial and other financial companies” line, adjusted for FX-effect.

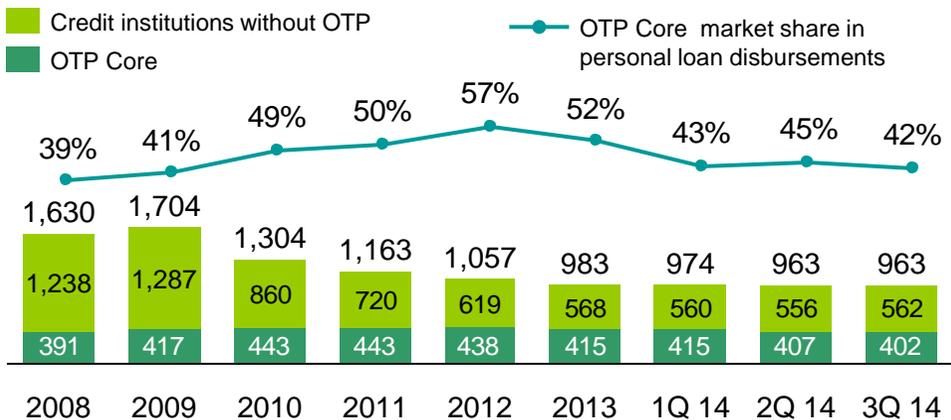


Hungary

In 3Q OTP's market share remained steadily high both in new consumer and mortgage loan disbursement, while its market position in retail savings improved further; mortgage loan applications demonstrated a substantial pick up

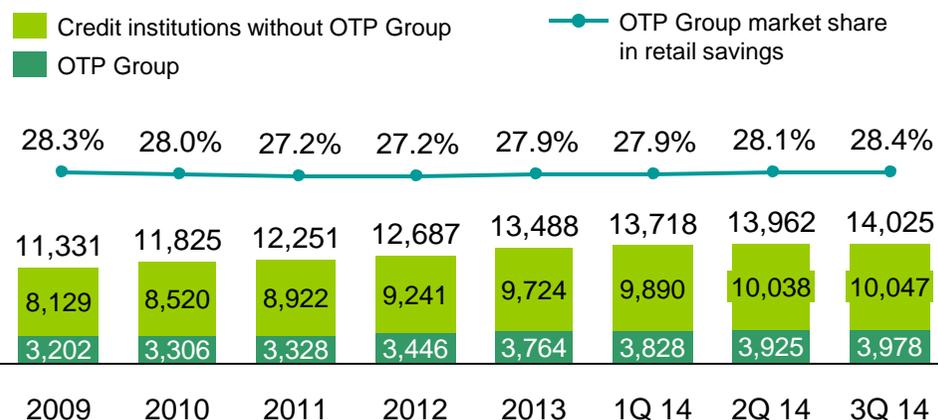
Consumer loan volumes

(in HUF billion, without home equity and car-financing loans)



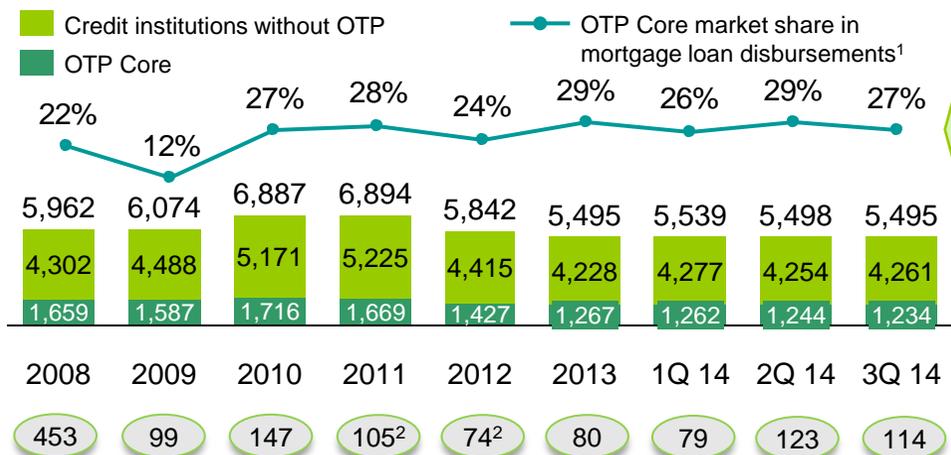
Retail savings of Hungarian credit institutions

(in HUF billion)



Mortgage loan volumes

(in HUF billion, housing and home equity loans)



- Since January 2013 conditions of state-subsidised housing loans have become more favourable: state subsidy remains fixed in the first 5 years, maximum loan size was lifted (new home: HUF 15 million, used home: HUF 10 million), maximum value of used home to-be-bought was raised (HUF 20 million).
- In the first five years, customers can have an all-in mortgage rate of around 6-7%.
- Applications for state-subsidised housing loans amounted to HUF 11 billion in 3Q 2014 representing 46% of total housing loan applications and 37% of total mortgage loan applications.

○ Annualised mortgage loan applications at OTP Core (in HUF billion)

Source: National Bank of Hungary statistics

¹ After the suspension of Swiss franc lending at OTP Core the ratio is calculated from market statistics excluding CHF mortgages.

** Without applications for refinancing forint loans under the early repayment programme of FX mortgage loans.

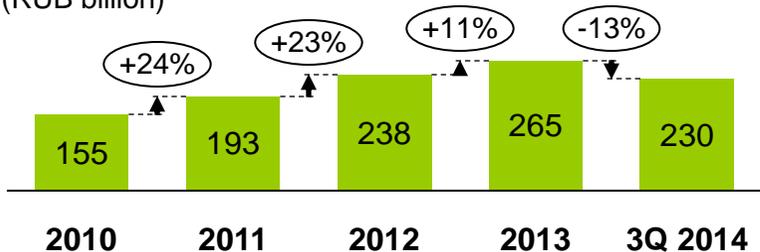




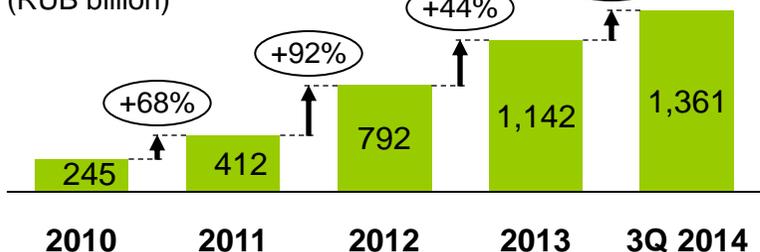
In line with general market trends POS lending declined, while the credit card and cash loan segments still kept increasing

Consumer loan market segment*

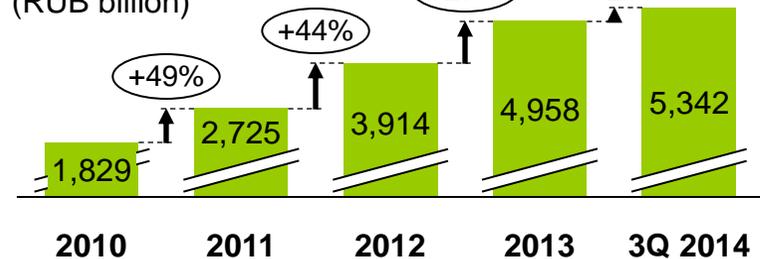
POS loan market (RUB billion)



Credit card market (RUB billion)

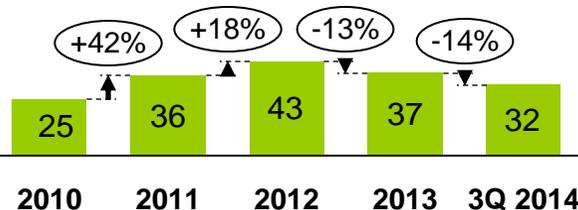


Cash loan market (RUB billion)



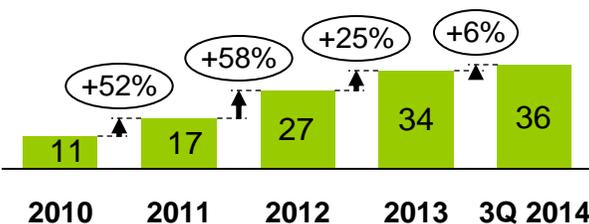
Market position of OTP Bank Russia

DPD0-90 POS loan volumes of OTP Russia



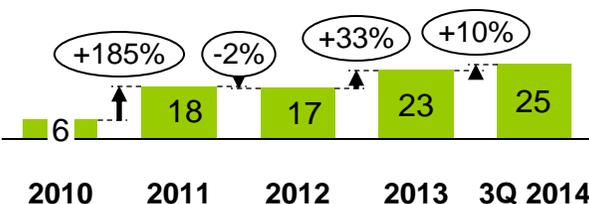
- Sales force:
4,752 own sales points**
28,743 external sales points***
- #2 in the market
- 3Q 2014 market share: 19.0%

DPD0-90 Credit card loan volumes of OTP Russia



- Cross-sales to POS clients
- #6 in the market
- 3Q 2014 market share: 3.6%

DPD0-90 Cash loan volumes of OTP Russia (including quick cash loans)



- Available in 199 branches
- #26 in the market
- 3Q 2014 market share: 0.6%

* Source: Frank Research Group

** Bank employees working with Federal or other networks.

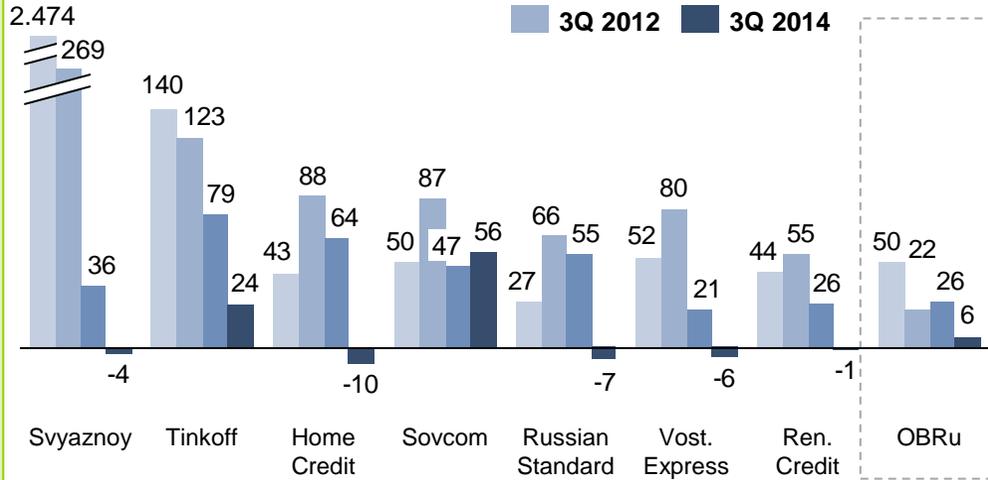
*** Employees of commercial organizations.



Rapid retail loan growth resulted in a material increase of risk costs across the Russian market; recently all players suffered setbacks in lending activity with their profitability deteriorating

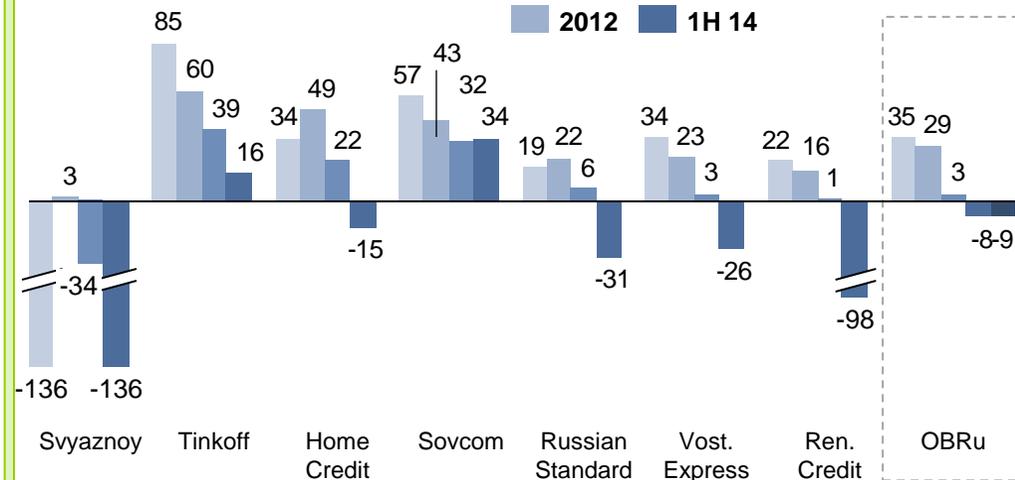
Retail loan growth* (% , Y-o-Y)

3Q 2011 3Q 2012 3Q 2013 3Q 2014



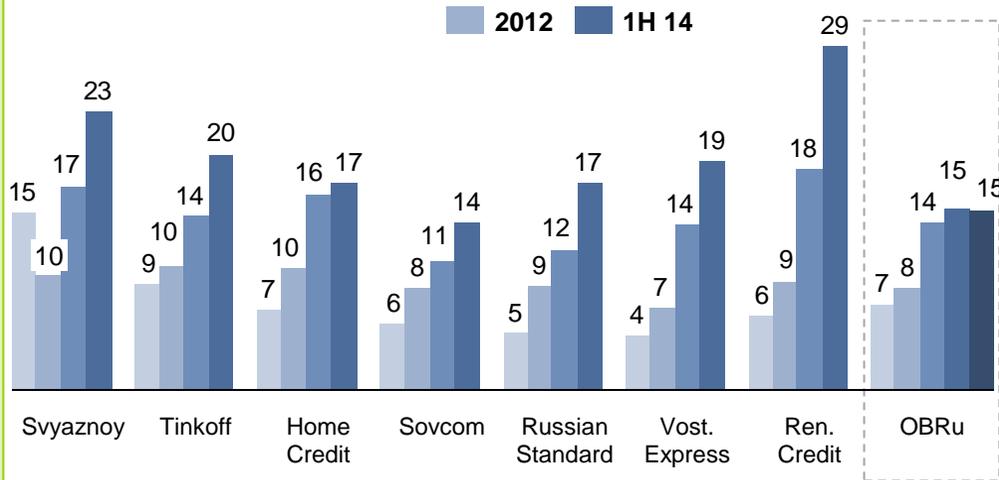
Return on Equity** (%)

2011 2012 2013 1H 14 9M 14



Risk Cost Rate** (%)

2011 2012 2013 1H 14 9M 14



POS ranking

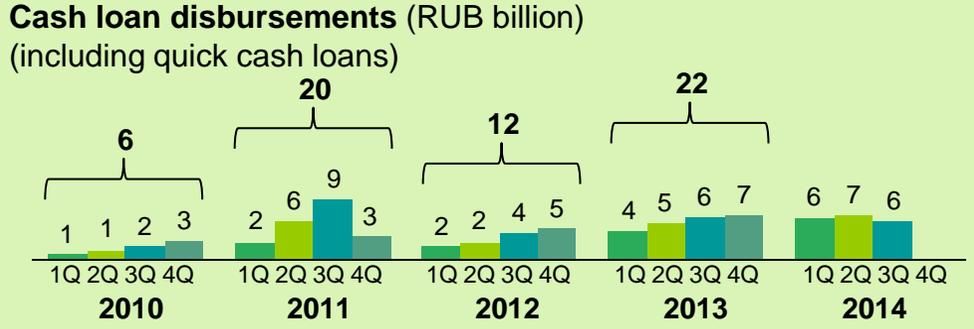
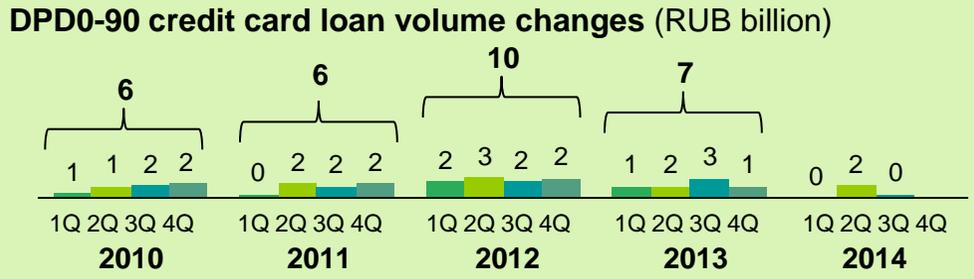
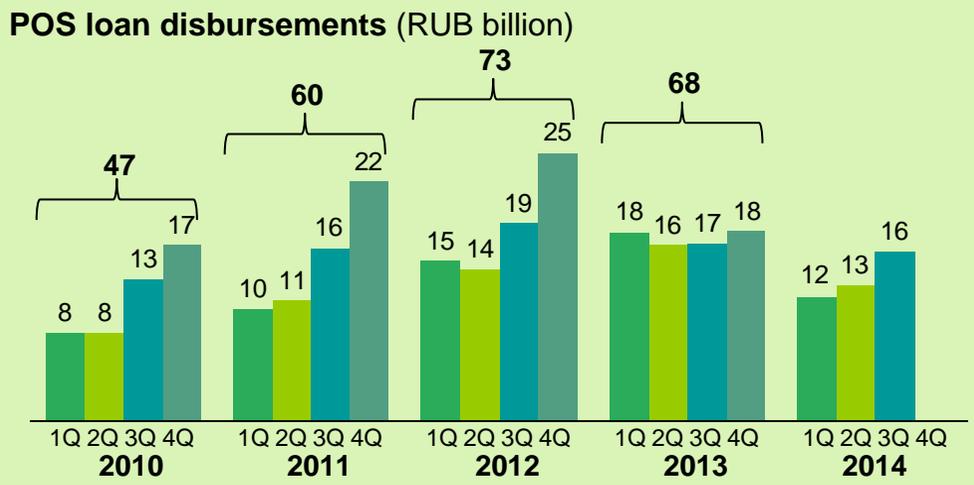
| | 2009 | 3Q 2014 |
|--------------------|------|---------|
| Home Credit | 1 | 1 |
| OTP Bank Russia | 2 | 2 |
| Alfa-Bank | 4 | 3 |
| Russian Standard | 3 | 4 |
| Rusfinance | 5 | 5 |
| Credit Europe Bank | 7 | 6 |
| Renaissance Credit | 6 | 7 |



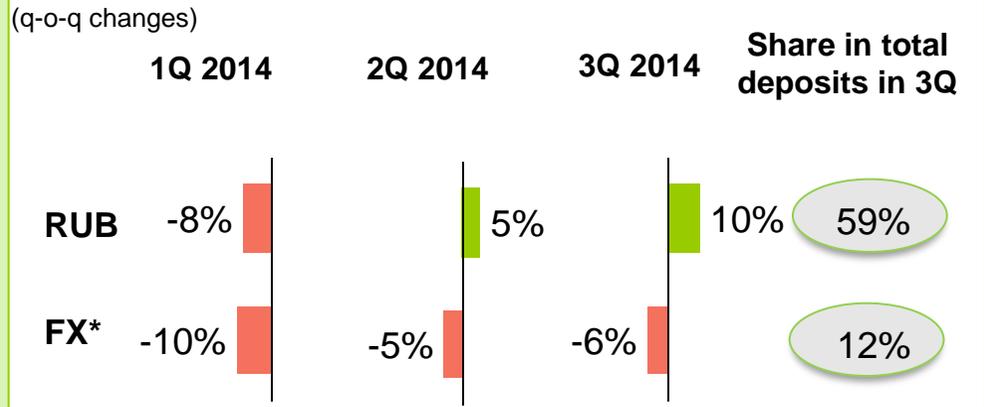
* Source: Frank Research Group

** Source: IFRS based company publications; OTP Bank indicators are based on unadjusted stand-alone figures

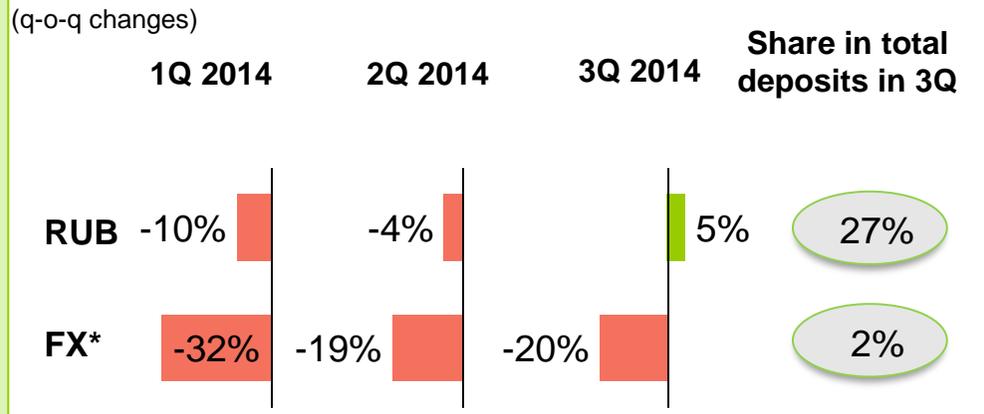
In 3Q 2014 POS loans disbursements were slightly below 3Q 2013 levels, credit card and cash loan segments showed lower disbursements q-o-q. In 3Q total deposits increased q-o-q, RUB deposits showed improvement, while FX deposits further declined



Quarterly development of retail customer deposits



Quarterly development of corporate/SME customer deposits



* in USD terms, calculated from USD deposits + EUR and CHF deposits converted to USD

Risk cost rates and provision coverage at OTP Bank Russia (%)

POS loans

| | 2010 | 2011 | 2012 | 2013 | | | | 2013 | 2014 | | |
|-----------------|-------|--------|-------|-------|-------|--------|--------|--------|--------|--------|--------|
| | | | | 1Q | 2Q | 3Q | 4Q | | 1Q | 2Q | 3Q |
| Risk cost rate | 7.9% | 7.7% | 9.1% | 12.5% | 14.5% | 15.9% | 18.5% | 15.6% | 14.0% | 11.8% | 10.6% |
| DPD90+ coverage | 90.9% | 108.3% | 97.0% | 99.6% | 98.4% | 100.5% | 106.6% | 106.6% | 106.4% | 106.2% | 105.7% |

Credit cards

| | 2010 | 2011 | 2012 | 2013 | | | | 2013 | 2014 | | |
|-----------------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|
| | | | | 1Q | 2Q | 3Q | 4Q | | 1Q | 2Q | 3Q |
| Risk cost rate | 6.8% | 10.3% | 10.5% | 16.7% | 16.0% | 14.1% | 19.8% | 17.4% | 18.3% | 18.4% | 18.5% |
| DPD90+ coverage | 86.4% | 86.9% | 89.8% | 94.5% | 95.2% | 97.5% | 108.3% | 108.3% | 110.2% | 110.2% | 110.2% |

Cash loans

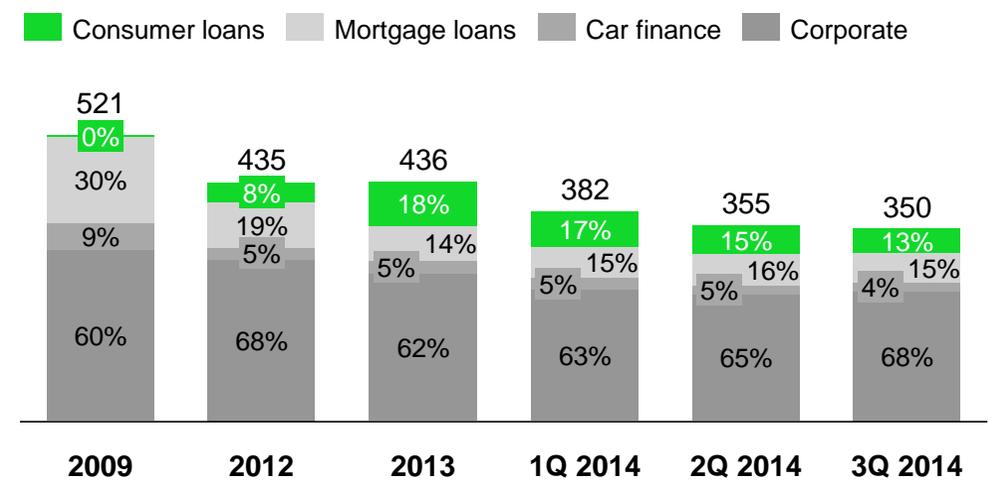
| | 2010 | 2011 | 2012 | 2013 | | | | 2013 | 2014 | | |
|-----------------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | | | | 1Q | 2Q | 3Q | 4Q | | 1Q | 2Q | 3Q |
| Risk cost rate | -4.8% | 3.7% | 6.8% | 11.2% | 12.2% | 12.3% | 16.8% | 13.2% | 19.6% | 18.5% | 18.7% |
| DPD90+ coverage | 94.1% | 92.9% | 102.9% | 106.6% | 105.7% | 107.3% | 116.5% | 116.5% | 117.3% | 115.8% | 113.6% |

In 3Q the Ukrainian bank posted HUF 10.9 billion loss (adjusted for the Donetsk and Luhansk risk costs). The portfolio deterioration remained strong. The liquidity situation is stable, the deposit book recovered

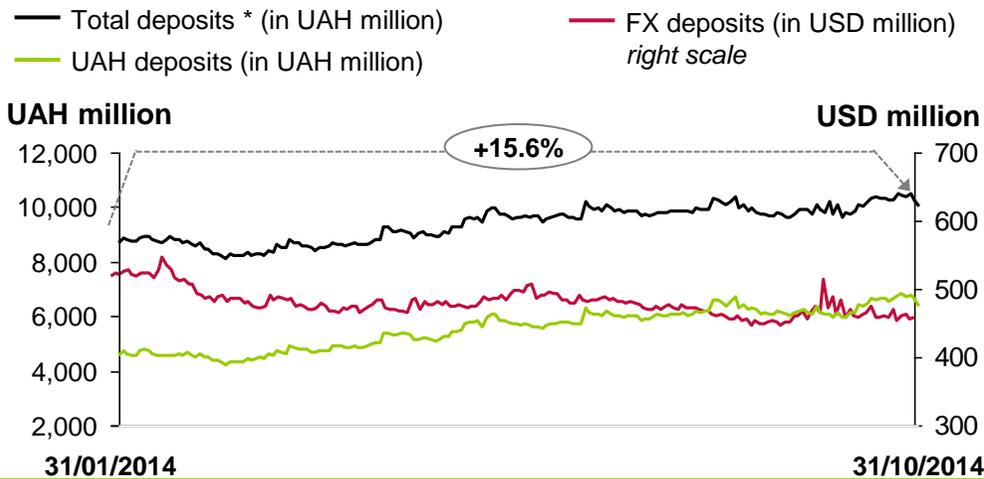
Income statement of OTP Bank Ukraine

| in HUF billion | 2009 | 2012 | 2013 | 1Q14 | 2Q14 | 3Q14 |
|------------------------------------|--------------|------------|------------|-------------|-------------|--------------|
| Profit after tax (adjusted) | -43.6 | 0.5 | 6.7 | -7.5 | -3.7 | -10.9 |
| Profit before tax | -44.6 | 2.7 | 11.2 | -10.3 | -4.5 | -8.8 |
| Operating profit | 51.0 | 33.5 | 40.3 | 11.4 | 8.1 | 6.1 |
| Total income | 74.9 | 64.5 | 72.8 | 18.3 | 13.8 | 11.7 |
| Net interest income | 62.8 | 49.6 | 53.4 | 15.4 | 10.3 | 9.2 |
| Net fees and commissions | 7.4 | 12.6 | 17.0 | 3.6 | 2.0 | 2.3 |
| Other non-interest income | 4.7 | 2.3 | 2.4 | -0.7 | 1.5 | 0.2 |
| Operating costs | -23.9 | -31.0 | -32.5 | -6.9 | -5.7 | -5.6 |
| Total risk cost | -95.7 | -30.8 | -29.1 | -21.7 | -12.5 | -14.9 |
| Provisions for loans | -95.0 | -30.6 | -27.4 | -21.0 | -12.1 | -14.4 |
| Other provisions | -0.7 | -0.2 | -1.7 | -0.7 | -0.4 | -0.4 |
| Corporate tax | 1.0 | -2.2 | -4.4 | 2.9 | 0.7 | -2.1 |

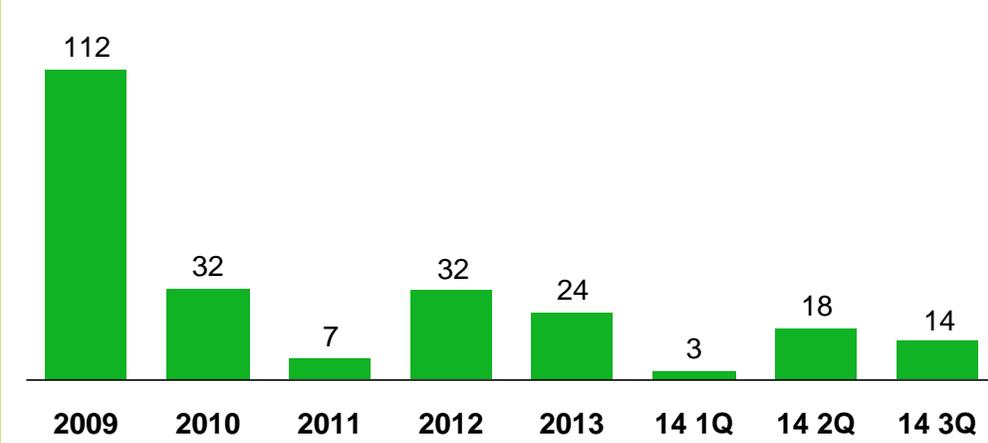
Composition of performing loan volumes (in HUF billion)



Daily development of customer deposits



FX-adjusted change in DPD90+ loan volumes (in HUF billion)



* Calculated with fixed USD/UAH rate (7.99 as of 31 January 2014)

The overall lending activity remained sluggish. There is no lending at all in Donetsk and Luhansk counties, most of the branches have suspended their operation in regions affected by military actions



Loan volumes gross net
(HUF billion and distribution)



Portfolio quality

DPD90+ ratio DPD90+ coverage ratio

Number of branches

Business activity

OTP Bank Ukraine



44.2% 90.4%

132

- No active corporate lending, activity is focusing rather on using existing credit limits
- POS lending is continuous, new disbursements plunged by 50% y-o-y in 3Q due to stricter lending policy
- Cash loan sales was resumed in 3Q, new volumes in September reached only 13% that of a year ago

Crimea



89.4% 107.1%

0

8 branches were closed in 2Q 2014

- Branches have been sold and rental contracts have been terminated
- Collection has been outsourced
- Access to retail deposits is ensured in other branches

Donetsk



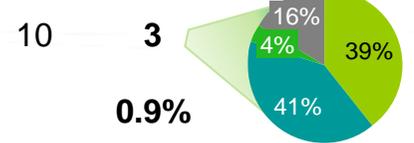
67.2% 82.6%

17

out of which 1 is in the process of closing down, another 12 branches have suspended their operation

- In these two regions there is no new retail and corporate lending
- These regions were not part of the resumed cash loan lending
- Active management of extant corporate portfolio is continuous, focusing on decreasing the exposure and strengthening of collaterals

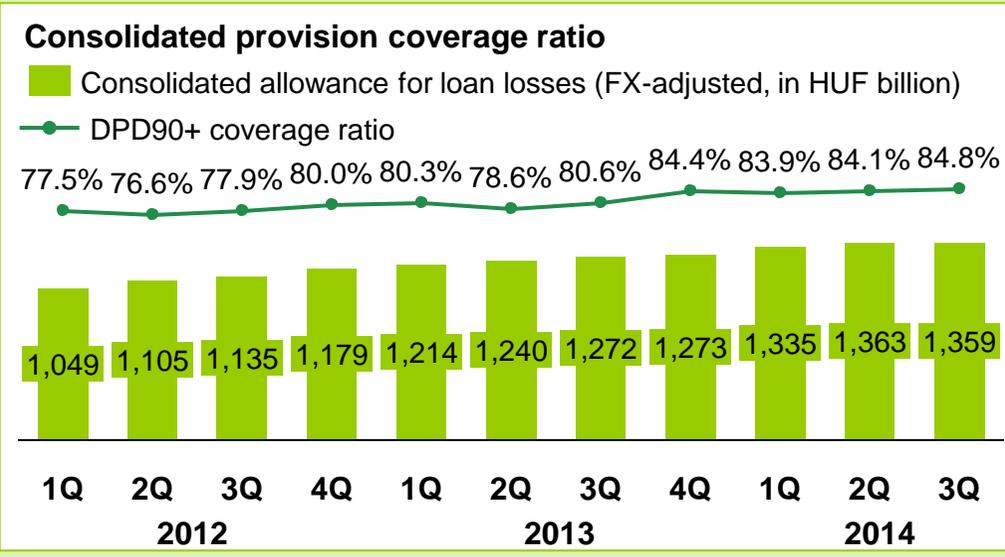
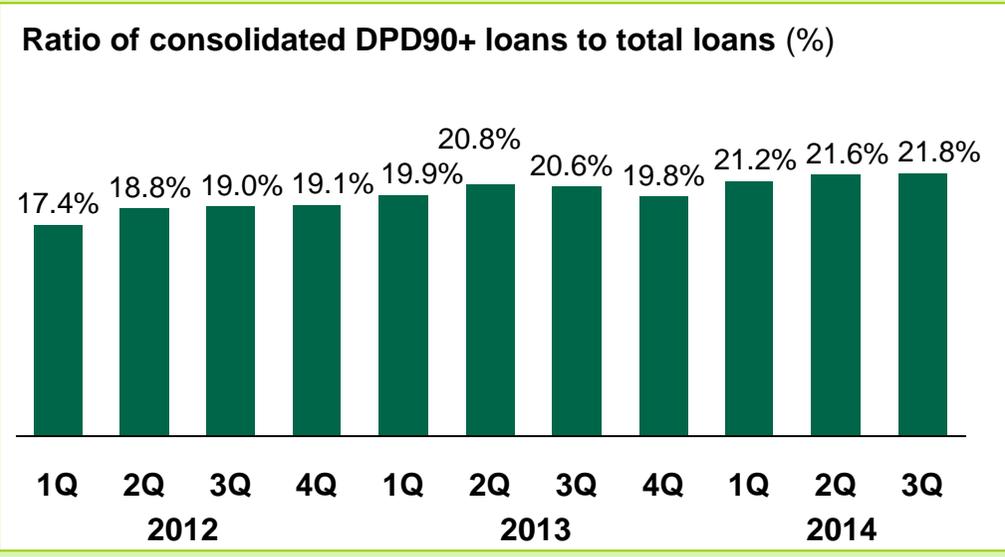
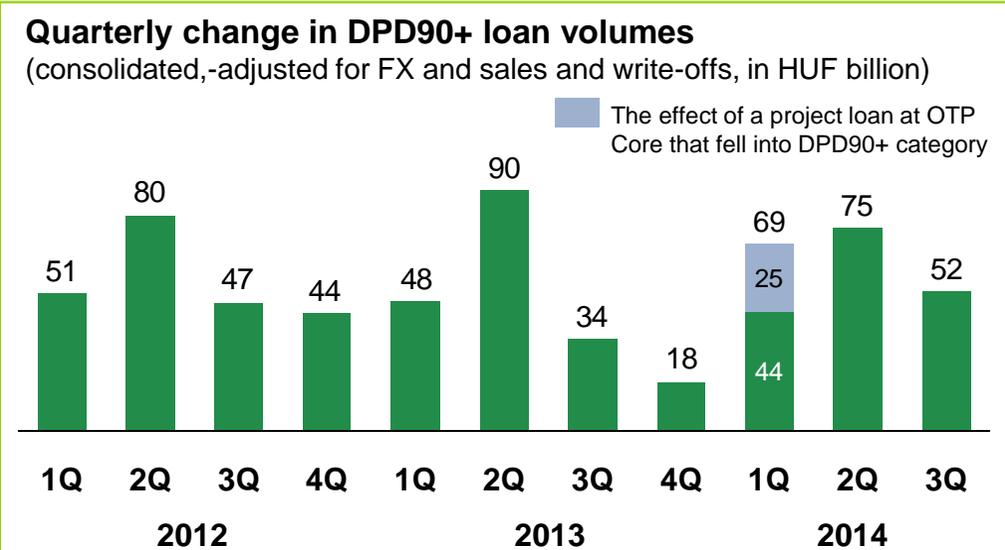
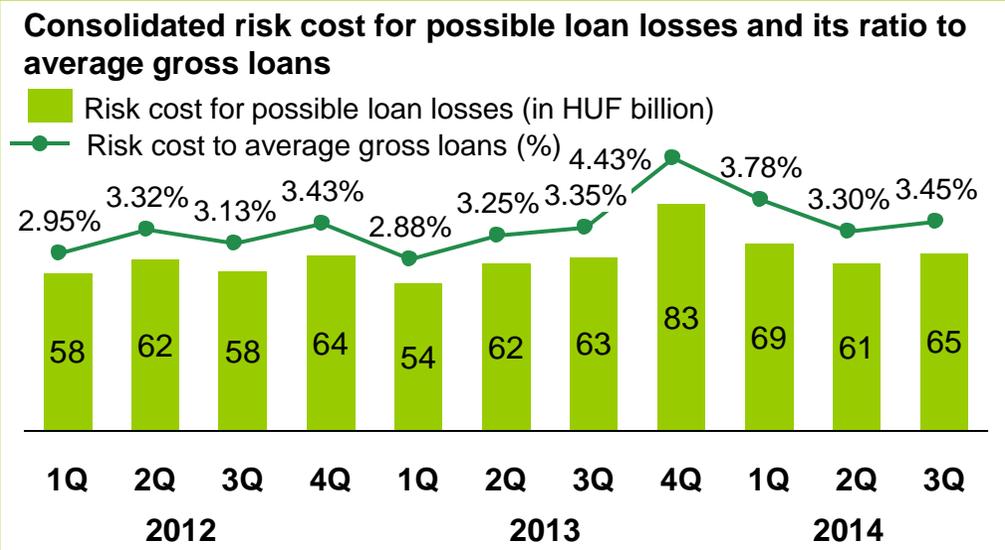
Luhansk



60.8% 109.5%

* The remaining net exposure is related to 2 corporate clients

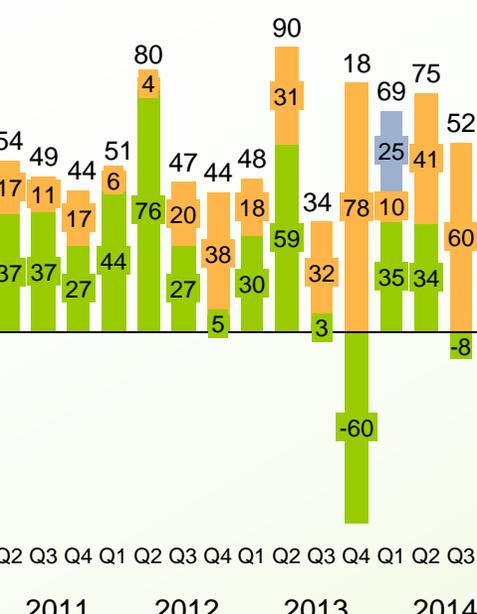
On consolidated level the DPD90+ loan volumes kept increasing due to Russia and Ukraine. The DPD90+ ratio grew slightly, the coverage ratio improved over the quarter



The quarterly DPD90+ formation declined to HUF 52 billion. Bulk of the deterioration relates to Russia and Ukraine. CEE countries demonstrated favourable asset quality trends in general

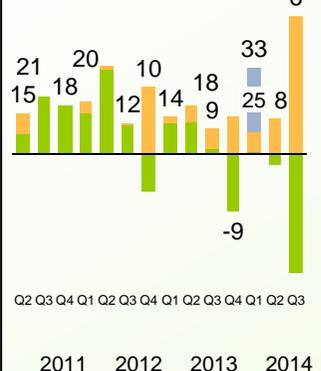
FX-adjusted quarterly change in DPD90+ loan volumes (in HUF billion)

Consolidated



- Change in DPD90+ loan volume
- Sold or written-down DPD90+ loan volume
- 1Q 2014: A big project loan on the balance sheet of OTP Core reached 90 days of delinquency in M1 2014.

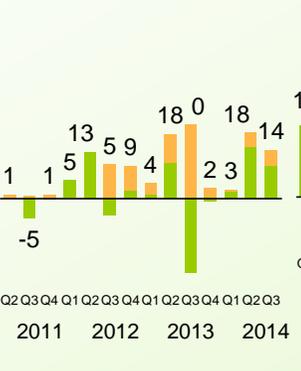
OTP Core¹ (Hungary)



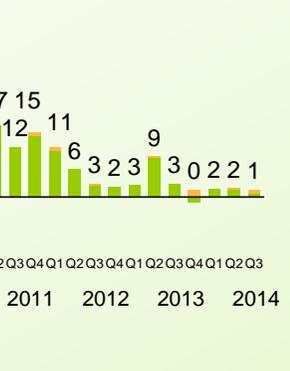
OBRu (Russia)



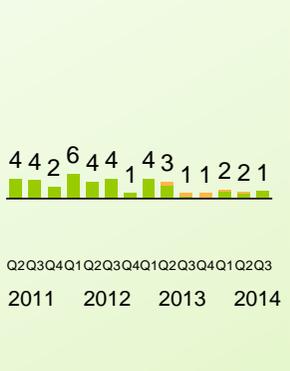
OBU^{1,2} (Ukraine)



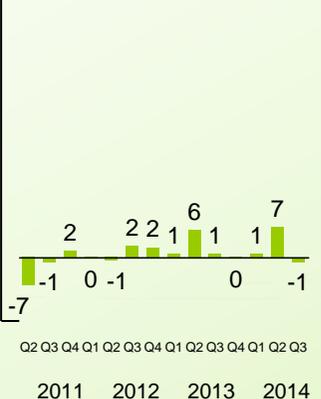
DSK (Bulgaria)



OBR¹ (Romania)



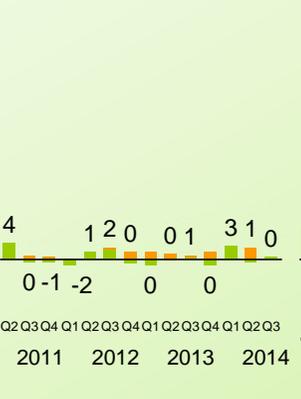
OBH (Croatia)



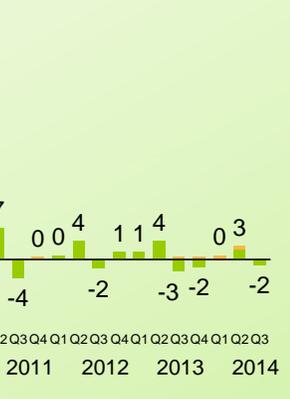
OBS (Slovakia)



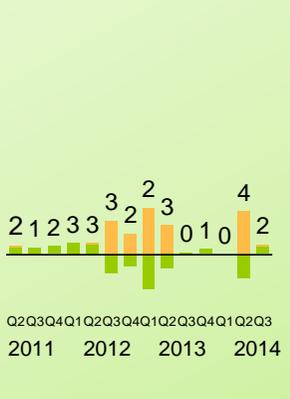
OBSr (Serbia)



CKB (Montenegro)



Merkantil Bank+Car (Hungary)



¹ The statistics have been adjusted with the corporate portfolio took over from OTP Romania by OTP Core in 4Q 2011, and from OTP Core by OTP Ukraine in 1Q 2012.

² From 2014 January OBU volumes are FX adjusted with the official exchange rates of NBU

The DPD90+ ratio decreased at OTP Core driven by NPL sales and write-offs. Bulgaria's risk profile didn't change in 3Q, the Ukrainian and Russian DPD90+ ratio deteriorated further, the Ukrainian coverage level increased

OTP Core
Hungary



OTP Bank
Russia



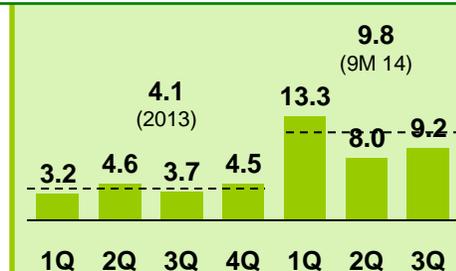
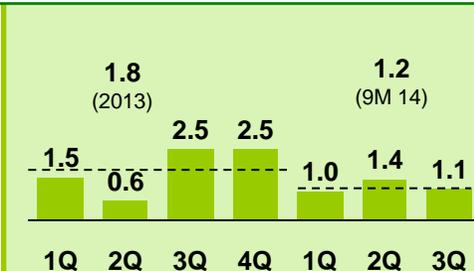
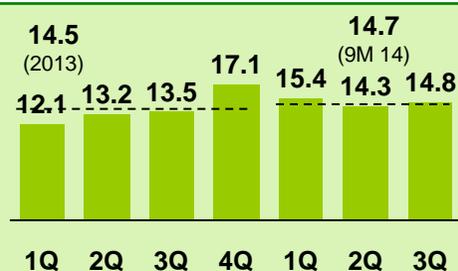
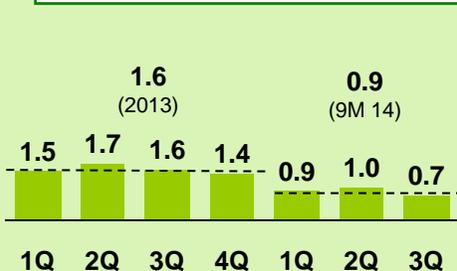
DSK Bank
Bulgaria



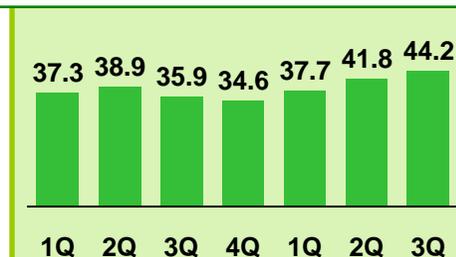
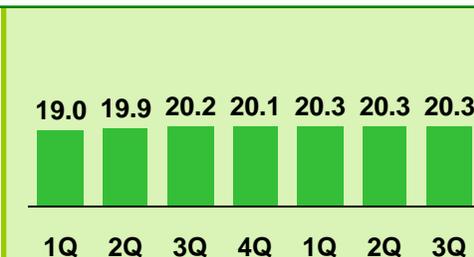
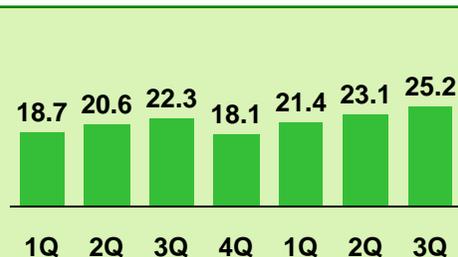
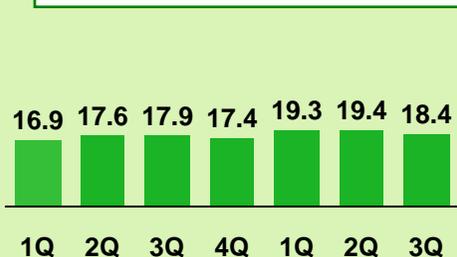
OTP Bank
Ukraine



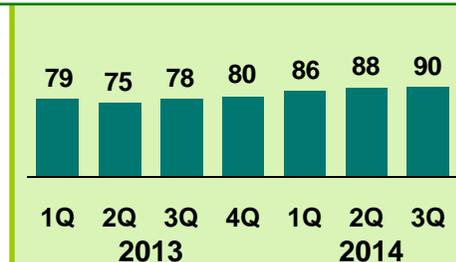
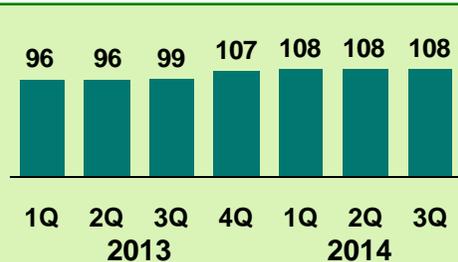
Risk cost for possible loan losses / Average gross customer loans*, %



DPD90+ loans / Gross customer loans, %



Total provisions / DPD90+ loans, %



* Risk cost ratios were adjusted for the revaluation result of FX-denominated provisions.

At OTP Core the corporate DPD90+ ratio improved notably q-o-q, while in Russia and Ukraine the deterioration of the consumer book played the major role. In Bulgaria the portfolio quality remained stable



DPD90+ ratio (%)

| OTP Core* (Hungary) | 3Q 13 | 4Q 13 | 1Q 13 | 2Q 14 | 3Q 14 | Q-o-Q (%-point) |
|------------------------|-------------|-------------|-------------|-------------|-------------|--------------------|
| Total | 17.9 | 17.4 | 19.3 | 19.4 | 18.4 | -1.0 |
| Retail | 22.1 | 21.8 | 22.4 | 22.1 | 21.9 | -0.2 |
| Mortgage | 20.8 | 20.3 | 21.2 | 20.9 | 21.0 | 0.1 |
| Consumer | 26.4 | 27.1 | 27.0 | 26.2 | 25.2 | -1.0 |
| MSE** | 13.0 | 12.3 | 11.8 | 11.4 | 10.4 | -1.1 |
| Corporate | 13.1 | 12.1 | 16.6 | 17.9 | 13.1 | -4.9 |
| Municipal | 0.6 | 0.5 | 0.1 | 0.2 | 0.2 | 0.0 |



DPD90+ ratio (%)

| OTP Bank Russia | 3Q 13 | 4Q 13 | 1Q 13 | 2Q 14 | 3Q 14 | Q-o-Q (%-point) |
|--------------------|-------------|-------------|-------------|-------------|-------------|--------------------|
| Total | 22.3 | 18.1 | 21.4 | 23.1 | 25.2 | 2.2 |
| Mortgage | 14.3 | 14.4 | 15.5 | 15.6 | 15.6 | 0.0 |
| Consumer | 23.1 | 18.8 | 22.5 | 24.2 | 26.5 | 2.3 |
| Credit card | 26.5 | 19.8 | 22.7 | 24.5 | 27.5 | 3.0 |
| POS loan | 23.7 | 20.9 | 26.0 | 27.7 | 28.4 | 0.7 |
| Personal loan | 16.1 | 14.6 | 16.7 | 19.0 | 22.4 | 3.4 |



DPD90+ ratio (%)

| DSK Bank (Bulgaria) | 3Q 13 | 4Q 13 | 1Q 13 | 2Q 14 | 3Q 14 | Q-o-Q (%-point) |
|------------------------|-------------|-------------|-------------|-------------|-------------|--------------------|
| Total | 20.2 | 20.1 | 20.3 | 20.3 | 20.3 | 0.0 |
| Mortgage | 22.9 | 23.1 | 23.2 | 23.4 | 23.5 | 0.1 |
| Consumer | 16.3 | 16.5 | 16.8 | 16.8 | 17.0 | 0.2 |
| MSE** | 41.8 | 40.7 | 41.6 | 40.3 | 40.0 | -0.3 |
| Corporate | 16.4 | 15.5 | 15.9 | 16.1 | 15.9 | -0.2 |



DPD90+ ratio (%)

| OTP Bank Ukraine | 3Q 13 | 4Q 13 | 1Q 13 | 2Q 14 | 3Q 14 | Q-o-Q (%-point) |
|---------------------|-------------|-------------|-------------|-------------|-------------|--------------------|
| Total | 35.9 | 34.6 | 37.7 | 41.8 | 44.2 | 2.4 |
| Mortgage | 56.9 | 58.1 | 60.3 | 62.7 | 66.2 | 3.4 |
| Consumer | 8.9 | 9.4 | 13.1 | 22.2 | 31.4 | 9.2 |
| SME*** | 69.8 | 70.4 | 73.7 | 75.2 | 78.8 | 3.6 |
| Corporate | 21.8 | 21.2 | 22.0 | 24.6 | 24.2 | -0.4 |
| Car-financing | 39.2 | 38.3 | 41.7 | 50.7 | 55.4 | 4.7 |

* From 4Q 2013 the following methodological change was implemented retroactively: the product information of exposures purchased by OTP Factoring from non-group member companies was clarified. Accordingly, these non-performing loan volumes are classified into the business lines of OTP Core. ** Micro and small enterprises; *** Small and medium enterprises

Restructured retail volumes declined further q-o-q on group level, representing 1.7% of total retail loans by the end of 3Q 2014; in the Ukraine the share of restructured retail loans increased q-o-q

Definition of retail restructured loans:

- In comparison with the original terms and conditions, more favourable conditions are given to clients for a definite period of time or the maturity is prolonged.
- The exposure is not classified as restructured, if:
 - the restructuring period with more favourable conditions is over and the client is servicing his loan according to the original terms for more than 12 months, and/or
 - the client is servicing his contract according to the prolonged conditions for more than 12 months.
- Hungarian FX mortgage loans in the fixed exchange rate scheme are not included in the restructured category.
- Loans once restructured but currently with delinquency of more than 90 days are not included, either.

Restructured retail loans with less than 90 days of delinquency

| | 1Q 2013 | | 2Q 2013 | | 3Q 2013 | | 4Q 2013 | | 1Q 2014 | | 2Q 2014 | | 3Q 2014 | |
|---|----------------|----------------|----------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|
| | HUF mn | % ¹ | HUF mn | % ¹ | HUF mn | % ¹ | HUF mn | % ¹ | HUF mn | % ¹ | HUF mn | % ¹ | HUF mn | % ¹ |
| OTP Core (Hungary) | 36,065 | 1.8% | 33,406 | 1.7% | 36,231 | 1.8% | 35,377 | 1.9% | 34,702 | 1.8% | 31,697 | 1.7% | 25,975 | 1.4% |
| OBRu (Russia) | 86 | 0.0% | 65 | 0.0% | 67 | 0.0% | 41 | 0.0% | 29 | 0.0% | 22 | 0.0% | 155 | 0.0% |
| DSK (Bulgaria) | 20,459 | 2.4% | 19,643 | 2.4% | 21,050 | 2.5% | 19,870 | 2.4% | 20,601 | 2.4% | 20,652 | 2.4% | 18,973 | 2.2% |
| OBU (Ukraine) | 6,665 | 2.5% | 6,386 | 2.4% | 6,499 | 2.4% | 6,263 | 2.3% | 5,488 | 2.2% | 11,926 | 4.7% | 15,191 | 6.0% |
| OBR (Romania) | 36,828 | 13.9% | 32,595 | 12.7% | 28,457 | 10.7% | 27,584 | 10.3% | 27,196 | 9.9% | 23,907 | 8.6% | 19,273 | 6.9% |
| OBH (Croatia) | 915 | 0.4% | 875 | 0.4% | 1,054 | 0.5% | 992 | 0.5% | 1,245 | 0.5% | 1,119 | 0.4% | 1,418 | 0.5% |
| OBS (Slovakia) | 644 | 0.4% | 510 | 0.3% | 364 | 0.2% | 191 | 0.1% | 323 | 0.2% | 468 | 0.2% | 277 | 0.1% |
| OBSr (Serbia) | 701 | 2.3% | 254 | 0.8% | 632 | 2.0% | 617 | 1.9% | 683 | 2.0% | 582 | 1.6% | 593 | 1.7% |
| CKB (Montenegro) | 1,131 | 1.9% | 911 | 1.6% | 712 | 1.2% | 639 | 1.1% | 675 | 1.1% | 564 | 0.9% | 462 | 0.8% |
| Merkantil (Hungary) | 6,499 | 3.1% | 5,378 | 2.8% | 4,379 | 2.2% | 3,695 | 2.0% | 3,433 | 1.8% | 2,818 | 1.6% | 2,264 | 1.3% |
| Other leasing² (Hungary) | 52 | 0.2% | 28 | 0.1% | 11 | 0.0% | 101 | 0.4% | 253 | 0.9% | 334 | 1.3% | 338 | 1.2% |
| TOTAL | 110,044 | 2.2% | 100,052 | 2.1% | 99,456 | 2.0% | 95,370 | 2.0% | 94,629 | 2.0% | 94,090 | 1.9% | 84,919 | 1.7% |

¹ Share out of retail + car-financing portfolio (without SME)

² OTP Flat Lease

From 1Q 2014 the Basel III regulation has been applied. The Common Equity Tier1 ratio declined ytd mainly due to losses recorded in 2Q

OTP Group consolidated capital adequacy ratio (IFRS)

| BASEL III | 2010 | 2011 | 2012 | 2013 | 3Q 14 |
|-----------------------------------|-------|-------|-------|-------|-------|
| Capital adequacy ratio | 17.5% | 17.3% | 19.7% | 19.7% | 18.0% |
| Common Equity Tier1 capital ratio | 12.1% | 12.4% | 15.1% | 16.0% | 14.5% |

① The **consolidated CET1 ratio** declined by 1.5 ppts ytd, mainly due to the 2Q loss related to the adjustment items.

② Measures implemented by the central bank aimed at curbing the excessive growth of consumer lending had negative impact on the **Russian** bank's capital adequacy ratio.

③ In case of the **Ukrainian subsidiary** the depreciation of the hryvnia had negative impact on capital requirement and the realized loss in the period decreased the solvency capital as well. The Ukrainian factoring company received a capital injection of HUF 19 billion equivalent in 3Q 2014.

④ The **Romanian bank** received a capital injection of RON 50 million in the second quarter.

⑤ The **Slovakian bank** received a capital injection of EUR 18 million in 3Q.

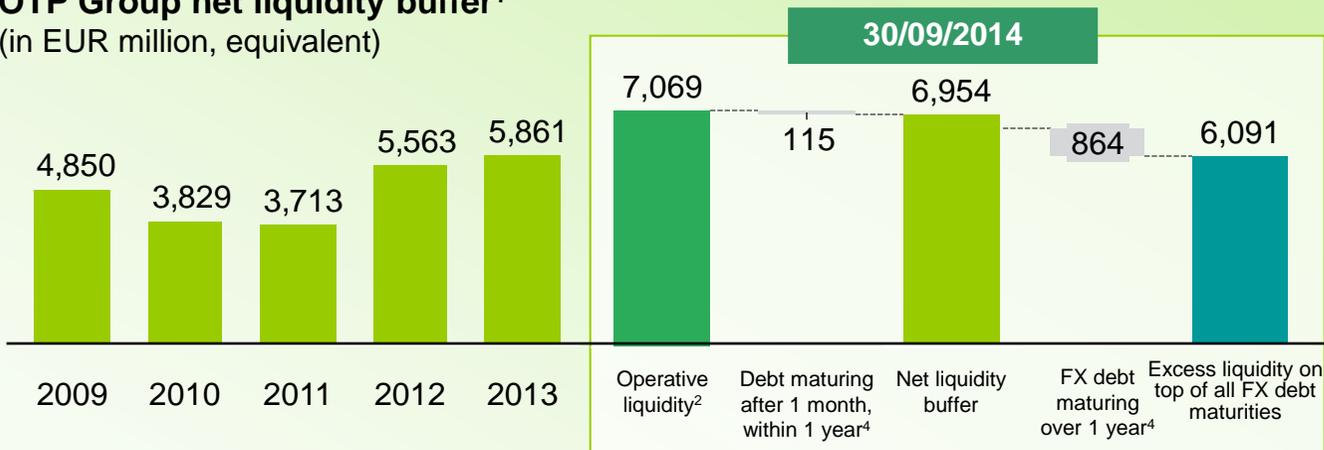
Capital adequacy ratios (under local regulation)

| | 2010 | 2011 | 2012 | 2013 | 3Q14 |
|---|-------|-------|-------|-------|-------|
|  OTP Group (IFRS) | 17.5% | 17.3% | 19.7% | 19.7% | 18.0% |
|  Hungary | 18.1% | 17.9% | 20.4% | 23.0% | 19.3% |
|  Russia | 17.0% | 16.2% | 16.2% | 14.0% | 11.1% |
|  Ukraine | 22.1% | 21.3% | 19.6% | 20.6% | 13.6% |
|  Bulgaria | 23.7% | 20.6% | 18.9% | 16.4% | 18.3% |
|  Romania | 14.0% | 13.4% | 15.6% | 12.7% | 14.4% |
|  Serbia | 16.4% | 18.1% | 16.5% | 37.8% | 32.3% |
|  Croatia | 15.0% | 14.8% | 16.0% | 16.7% | 15.2% |
|  Slovakia | 11.1% | 13.1% | 12.8% | 10.6% | 12.8% |
|  Montenegro | 13.9% | 13.4% | 12.4% | 14.4% | 16.1% |

The Group's liquidity position further strengthened, the increment in operative liquidity was mainly driven by asset management deposit inflows in 3Q. Swap roll-over needs for 2014 had been already renewed by end-2013

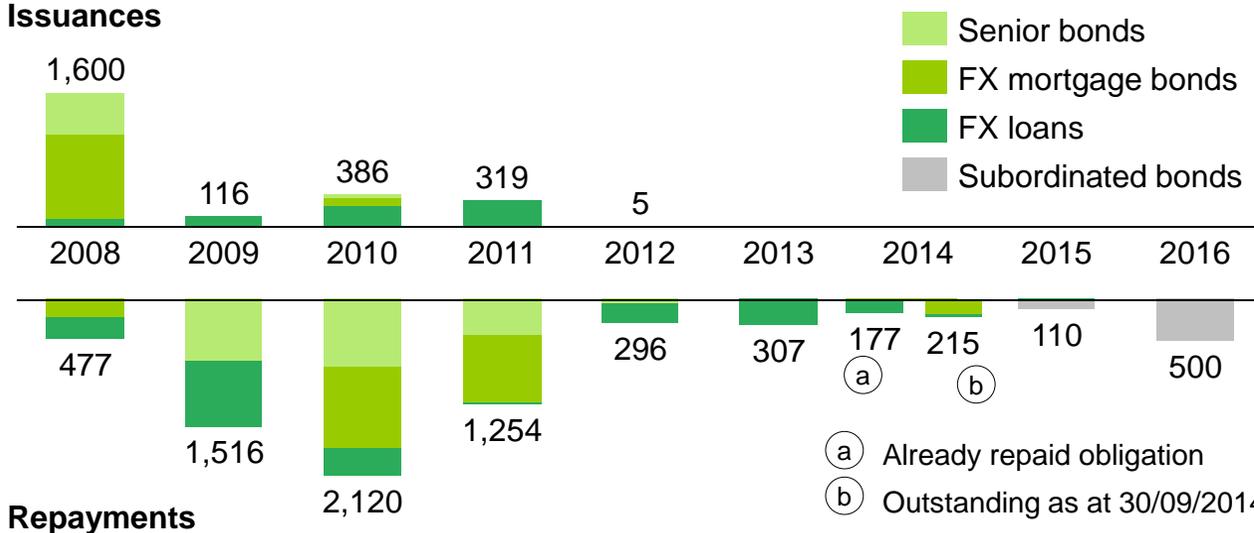
OTP Group net liquidity buffer¹

(in EUR million, equivalent)



FX denominated wholesale funding transactions at OTP Core level³ (in EUR mn)

Issuances



Repayments

- (a) Already repaid obligation
- (b) Outstanding as at 30/09/2014

Debt and capital market issuances in 9M 2014:

- Shrinking Hungarian retail bond portfolio due to strong competition from local government bonds (3Q 2014 volume: HUF 57 billion or EUR 184 million).
- In May OTP Bank Russia resold RUB 1 billion senior bonds

Repaid debt and capital market instruments in 9M 2014:

- On 4 February 2014 a RUB denominated bond in the amount of RUB 5.7 billion was redeemed
- On 12 February 2014 OTP Bank Russia repaid a RUB 2.5 billion senior bond
- In April 2014 OTP Bank prepaid CHF 78,6 million loan to EIB and prepaid further CHF 83 million
- On 29 July 2014 OTP Bank Russia repaid a RUB 5 billion senior bond
- In August 2014 OTP Bank prepaid CHF 31 million loan to EIB
- In August 2014 OTP Mortgage repaid an EUR 250 mn mortgage bond, with EUR 15.5 million external obligation

OTP Bank did not participate in the LTRO programs of the European Central Bank.

¹ Operating liquidity less debt maturing over one month, within one year

² Liquid asset surplus within one month + repo value of government bonds, covered bonds, municipal bonds

³ Wholesale funding transactions do not include intra-group holdings

⁴ Maturing debt does not include CHF 123 million exposure to EIB due to the over 100% collateralization of loans

Different trends across the Group: mostly improving economic outlook in CEE countries with growth levels exceeding EU average, while Russia and Ukraine are underperformers

| REAL GDP GROWTH | | | | | EXPORT GROWTH | | | | | UNEMPLOYMENT | | | | |
|-----------------|-------|-------|-------|-------|-------------------------|-------|-------|-------|-------|--------------|-------|-------|-------|-------|
| | 2011 | 2012 | 2013 | 2014F | | 2011 | 2012 | 2013 | 2014F | | 2011 | 2012 | 2013 | 2014F |
| Hungary | 1.6% | -1.7% | 1.1% | 3.3% | Hungary | 6.3% | 1.7% | 5.3% | 6.5% | Hungary | 10.9% | 10.9% | 10.2% | 7.7% |
| Ukraine | 5.2% | 0.2% | 0.0% | -9.2% | Ukraine | 4.3% | -7.2% | -8.8% | -10% | Ukraine | 8.5% | 7.5% | 7.2% | 8.7% |
| Russia | 4.3% | 3.4% | 1.3% | 0.3% | Russia | 0.3% | 1.4% | 4.2% | 1.0% | Russia | 6.6% | 5.5% | 5.5% | 5.6% |
| Bulgaria | 1.8% | 0.6% | 0.9% | 1.6% | Bulgaria | 12.3% | -0.4% | 8.9% | 4.0% | Bulgaria | 11.3% | 12.3% | 12.9% | 11.6% |
| Romania | 2.4% | 0.5% | 3.5% | 1.7% | Romania | 12.0% | -1.8% | 13.1% | 8.4% | Romania | 7.4% | 7.1% | 7.3% | 7.1% |
| Croatia | -0.3% | -2.2% | -0.9% | -0.7% | Croatia | 2.2% | -0.1% | 3.0% | 4.3% | Croatia | 17.9% | 19.1% | 20.3% | 20.6% |
| Slovakia | 3.0% | 1.8% | 0.9% | 2.4% | Slovakia | 12.2% | 9.9% | 4.5% | 6.0% | Slovakia | 13.7% | 14.0% | 14.3% | 13.3% |
| Serbia | 1.6% | -1.5% | 2.5% | -1.7% | Serbia | 13.9% | 3.8% | 16.6% | 4.9% | Serbia | 23.0% | 24.0% | 22.1% | 22.7% |
| Montenegro | 3.2% | -2.5% | 3.3% | 1.5% | Montenegro | 14.1% | -1.2% | -1.3% | -7.9% | Montenegro | 19.9% | 19.7% | 19.6% | 19.1% |
| BUDGET BALANCE* | | | | | CURRENT ACCOUNT BALANCE | | | | | INFLATION | | | | |
| | 2011 | 2012 | 2013 | 2014F | | 2011 | 2012 | 2013 | 2014F | | 2011 | 2012 | 2013 | 2014F |
| Hungary | 4.3% | -2.0% | -2.2% | -2.9% | Hungary | 0.8% | 1.6% | 3.0% | 4.0% | Hungary | 3.9% | 5.7% | 1.7% | 0.0% |
| Ukraine | -2.8% | -4.5% | -5.7% | -7.0% | Ukraine | -6.3% | -8.2% | -9.2% | -4.0% | Ukraine | 8.0% | 0.6% | -0.3% | 11.2% |
| Russia | 1.5% | 0.4% | -1.3% | -0.2% | Russia | 5.1% | 3.6% | 1.6% | 3.0% | Russia | 8.5% | 5.1% | 6.8% | 8.0% |
| Bulgaria | -2.0% | -0.8% | -1.4% | -4.6% | Bulgaria | 0.1% | -1.3% | 1.9% | 1.0% | Bulgaria | 4.2% | 3.0% | 0.9% | -1.5% |
| Romania | -5.6% | -2.9% | -2.3% | -2.2% | Romania | -4.5% | -4.4% | -1.1% | -1.9% | Romania | 5.8% | 3.3% | 4.1% | 1.3% |
| Croatia | -7.8% | -5.0% | -5.0% | -5.2% | Croatia | -0.9% | -0.1% | 0.9% | 0.7% | Croatia | 2.3% | 3.4% | 2.2% | -0.1% |
| Slovakia | -4.8% | -4.5% | -2.8% | -2.8% | Slovakia | -3.8% | 2.2% | 2.1% | 2.2% | Slovakia | 3.9% | 3.6% | 1.4% | 0.1% |
| Serbia | -4.9% | -6.5% | -5.0% | -7.3% | Serbia | -9.2% | -11% | -5.2% | -3.9% | Serbia | 11.2% | 7.3% | 7.8% | 2.0% |
| Montenegro | -6.5% | -4.7% | -5.3% | -4.0% | Montenegro | -18% | -19% | -15% | -14% | Montenegro | 3.1% | 4.1% | 2.2% | -0.7% |

Source: OTP Research

* For EU members deficit under the Maastricht criteria

Forward looking statements

This presentation contains certain forward-looking statements with respect to the financial condition, results of operations, and businesses of OTP Bank. These statements and forecasts involve risk and uncertainty because they relate to events and depend upon circumstances that will occur in the future. There are a number of factors which could cause actual results or developments to differ materially from those expressed or implied by these forward looking statements and forecasts. The statements have been made with reference to forecast price changes, economic conditions and the current regulatory environment. Nothing in this announcement should be construed as a guaranteed profit forecast.



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