

## ANNUAL GENERAL MEETING

Translation of the Hungarian presentation

25 April 2025

#### **Agenda of the Annual General Meeting**

- 1. The Company's parent company's financial statements and consolidated financial statements in accordance with International Financial Reporting Standards for the year ended 2024, as well as the proposal for the use of profit after tax of the parent company and for dividend payment
  - a. Management Report The report of the Board of Directors on the Company's business operation in 2024
  - b. Proposal on the Company's parent company's financial statements in accordance with International Financial Reporting Standards for the year ended 2024 (statement of financial position, statement of profit or loss, statement of comprehensive income, statement of changes in shareholders' equity, statement of cash-flows, notes to the financial statements)
  - c. Proposal for the use of the profit after tax of the parent company and for dividend payment
  - d. Proposal on the Company's consolidated financial statements in accordance with International Financial Reporting Standards for the year ended 2024 (statement of financial position, statement of profit or loss, statement of comprehensive income, statement of changes in shareholders' equity, statement of cash-flows, notes to the financial statements)
  - e. Report of the Supervisory Board on the annual financial statements for 2024 and its proposal regarding the use of profit after tax
  - f. Report of the Audit Committee on the annual financial statements for 2024, its proposal regarding the use of profit after tax and on the result of the activity aimed at providing assurance on the sustainability report
  - g. Results of the Independent Auditor's Report for the year ended 2024 and the results of the assurance report of the 2024 sustainability report
- 2. Approval of the Corporate Governance Report for the year 2024
- 3. Evaluation of the activity of the executive officers performed in the past business year; decision on the granting of discharge of liability
- 4. Election of the Company's audit firm, determination of the audit remuneration, and determination of the substantive content of the contract to be concluded with the auditor
- 5. Proposal on the amendment of Article 4, Article 8 Section 3 and Article 11/A Section 2 of the OTP Bank Plc.'s Articles of Association
- 6. Proposal on the group-level remuneration guidelines of OTP Bank Plc.
- 7. Election of the member of the Supervisory Board
- 8. Election of the member of the Audit Committee
- 9. Determination of the remuneration of members of the Board of Directors, the Supervisory Board and the Audit Committee
- 10. Information of the Board of Directors on the acquiring of own shares since the Annual General Meeting of 2024. Authorization of the Board of Directors to acquire the Company's own shares





Item 1.a. on the Agenda

# The report of the Board of Directors on the Company's business operation in 2024

Presented by: Dr. Sándor Csányi

Chairman of the Board of Directors & Chief Executive Officer

#### OTP Group is among the most successful banks in Europe



Dominant position in 5 countries; 4-fold loan growth and 14 acquisitions in 10 years. 44% of net loans in Eurozone + ERM II countries, 76% within the EU

Outstanding profitability:

ROE exceeded 23.5% in 2024

Strong portfolio quality:

34 bps credit risk cost rate in 2023 and 38 bps in 2024.

The Stage 3 ratio declined by 0.7 pp y-o-y to 3.6%

Stable capital position:

CET1 18.9%, MREL 30.1%, Leverage<sup>1</sup> 10.4%, 4th best result on the EBA stress test

Stable liquidity position:

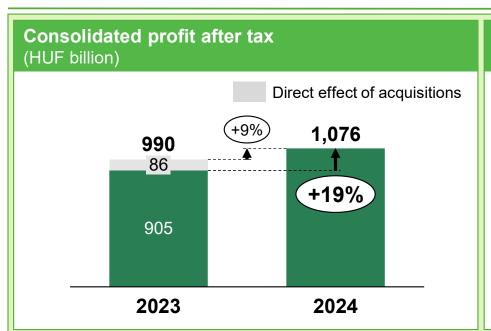
74% net LTD ratio, wholesale debt to asset ratio at 7%, LCR ratio at 266%

Commitment to ESG

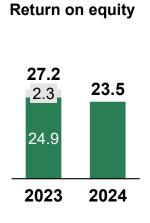


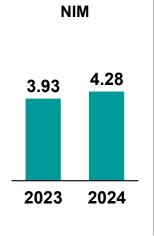


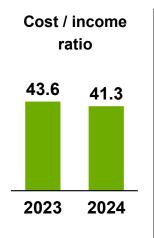
#### In 2024 OTP Group's profit after tax increased by 19%<sup>1</sup>, margin and cost efficiency improved

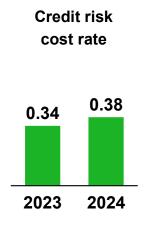












#### **Direct effects of acquisitions**

	HUF billion	2023	2024
Total, a	ofter tax (HUF billion)	86	0
	Direct effect of the Nova KBM acquisition (Slovenia)	89	0
	Direct effect of the Ipoteka Bank acquisition (Uzbekistan)	53	0
1	Sale of OTP Bank Romania	-56	0

#### **M&A** developments

The financial closing of the sale of the **Romanian** bank took place on 30 July; as a result, neither its balance sheet nor its profit is part of the Group's results since July.

The legal merger of the two **Slovenian** subsidiary banks of the Group, SKB Banka and Nova KBM was successfully completed in 3Q. Following this, the operational merger was also successfully concluded, and the utilization of cost synergies started.

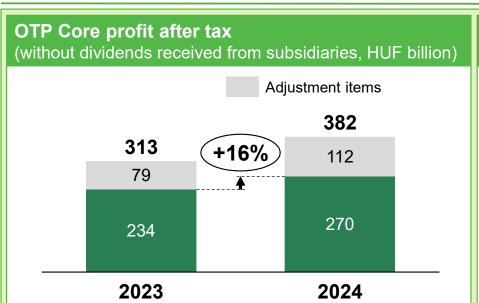
# 44% 56% Lurozone Hungary - share in net loans 32% 68% Hungary

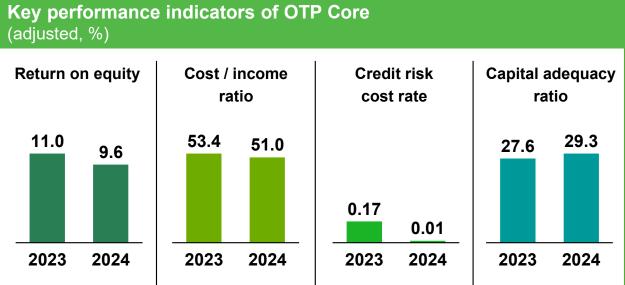
<sup>&</sup>lt;sup>1</sup> Without the direct effect of acquisitions.

<sup>&</sup>lt;sup>2</sup> Eurozone (Slovenia, Croatia) + ERM II (Bulgaria) countries.



## OTP Core realized HUF 270 billion adjusted profit after tax without dividends received from subsidiaries. In 2025 special bank taxes are set to grow





#### Main one-off items at OTP Core

after tax, HUF billion	2023	2024
Total	159	101
Adjustment items: revaluation of investments in subsidiaries <sup>1</sup>	79	112
Fair value adjustment of baby loans and subsidized housing loans (CSOK)	79	23
Impairment on Russian bonds		-34

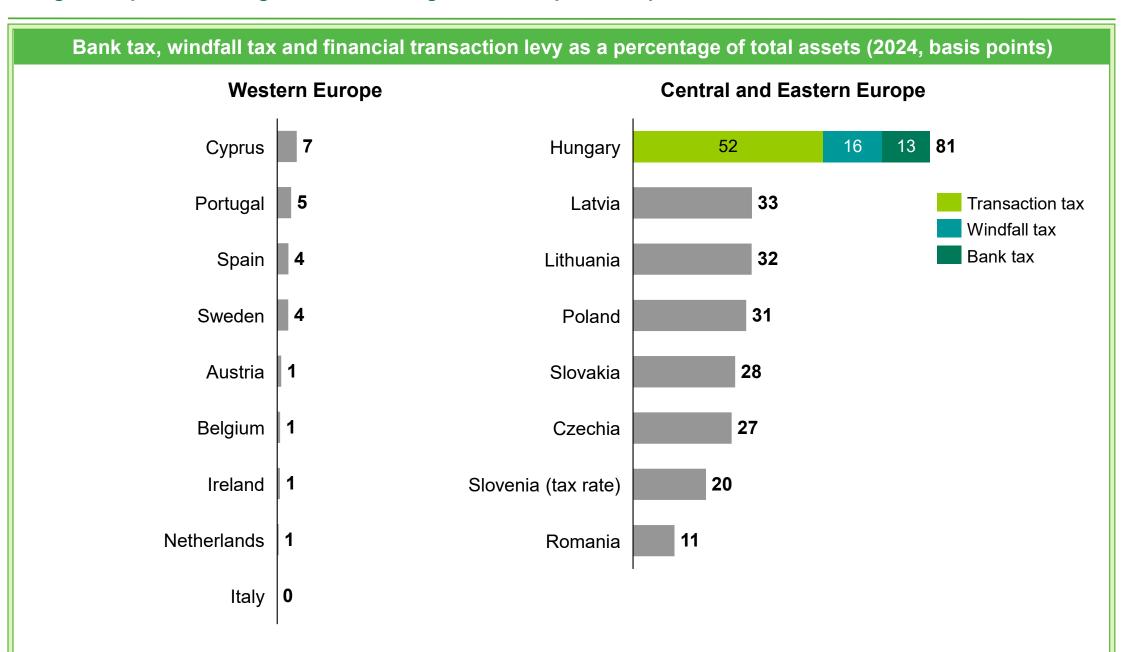
#### Special levies imposed by the State on Hungarian Group members

gross, HUF billion	2020	2021	2022	2023	2024	2025E
Total	110	106	229	195	172	263
Banking tax	19	21	22	28	31	33
Windfall tax	-	-	75	41	7	54 <sup>2</sup>
Transaction tax	62	69	90	98	123	176
Rate cap	-	-	40	28	10	?
Moratorium	29	17	3	-	-	-

<sup>&</sup>lt;sup>1</sup> In 2023, the revaluation of subsidiary investments totaled at HUF 79 billion (after tax), of which Romania: HUF 37.2 billion; Serbia: HUF 21.3 billion, OTP Life Annuity: HUF 7.9 billion, CKB: HUF 4.1 billion. In 2024 the total amount was related to the mark-to-market of SKB Banka, following the merger. <sup>2</sup> Taking into account the expected reduction of the windfall tax burden in conjunction with the increase in the stock of government securities.



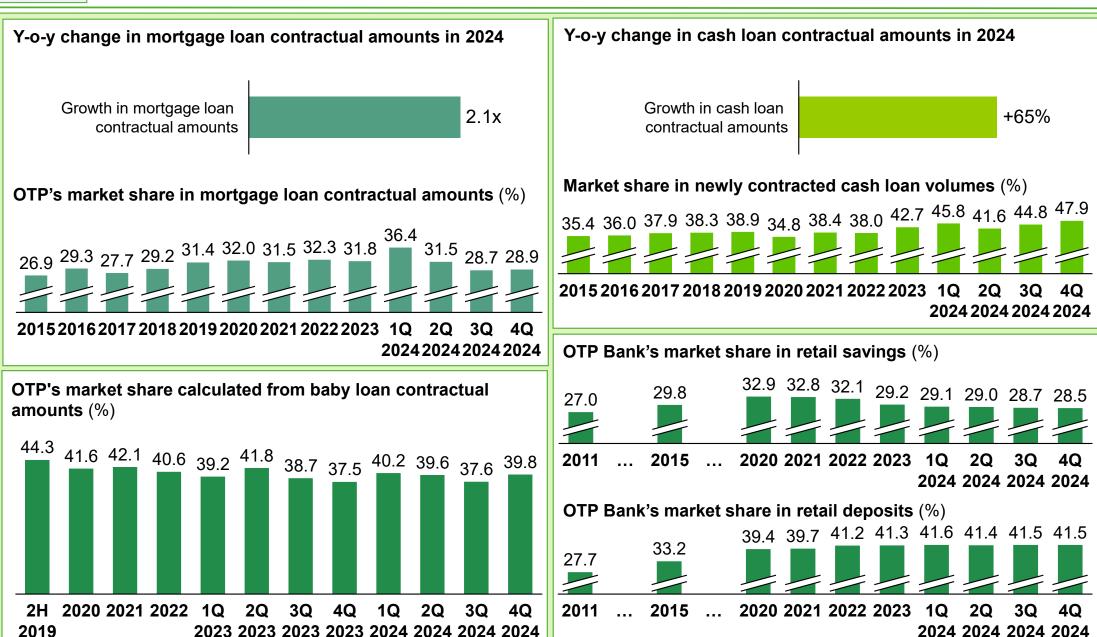
#### Hungarian special banking levies are the highest in European comparison







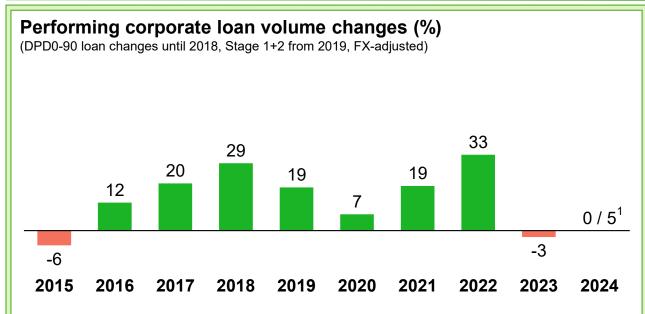
### Mortgage loan contractual amounts doubled, and cash loan sales increased by 65% at OTP Core. The Bank's market share in household deposits and cash loans further increased

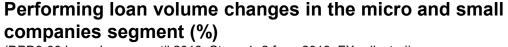




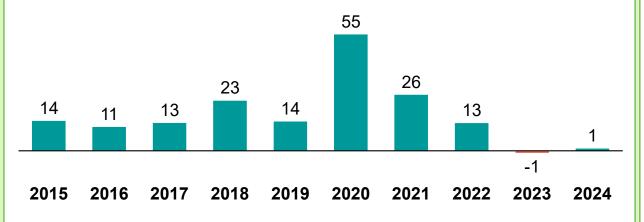


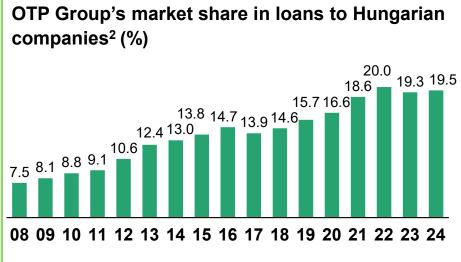
Demand for corporate loans started to pick up, the stock grew by 5% y-o-y without the repayment of a large exposure towards a foreign client, thus OTP's corporate credit market share improved y-o-y

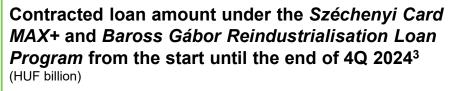


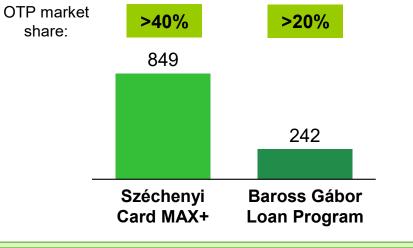


(DPD0-90 loan changes until 2018, Stage 1+2 from 2019, FX-adjusted)









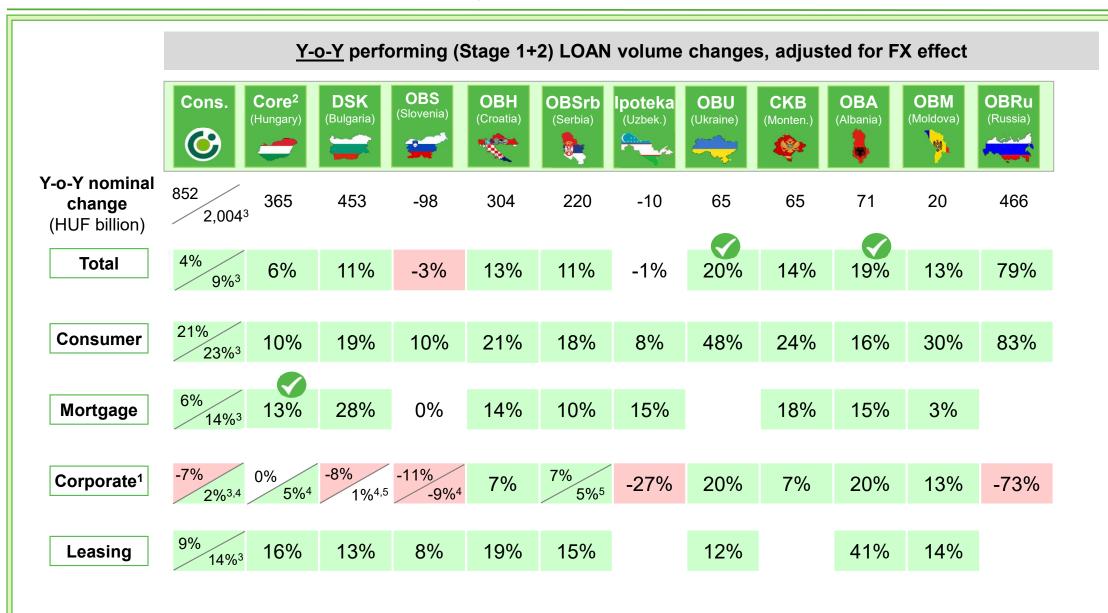
#### Foreign subsidiaries continued to deliver strong performance in 2024

	Profit after tax <sup>1</sup> (HUF billion) 2023 2024		ROE <sup>1</sup> 2023	2024	Cost / income ratio 2023 2024		
<b>DSK Group</b> (Bulgaria)	198	201	25%	22%	32%	32%	
OTP Bank Slovenia	112	113	20%	16%	40%	42%	
OTP Bank Croatia	53	62	14%	14%	46%	47%	
OTP Bank Serbia	58	66	17%	17%	39%	38%	
<b>↓⊳ Ipoteka Bank</b> (Uzbekistan)-15		53 -16%		30%	39%	38%	
OTP Bank Ukraine	45	41	30%	22%	28%	33%	
CKB Group (Montenegro)	21	24	21%	22%	40%	40%	
OTP Bank Albania	12	20	16%	20%	58%	42%	
OTP Bank Moldova	15	11	25%	17%	47%	53%	
OTP Bank Russia	96	137	34%	45%	33%	27%	

<sup>&</sup>lt;sup>1</sup> Adjusted.



## Consolidated performing loans grew by 9% organically, driven by strong retail lending dynamics. Ukrainian corporate and consumer loans started to grow in 2024

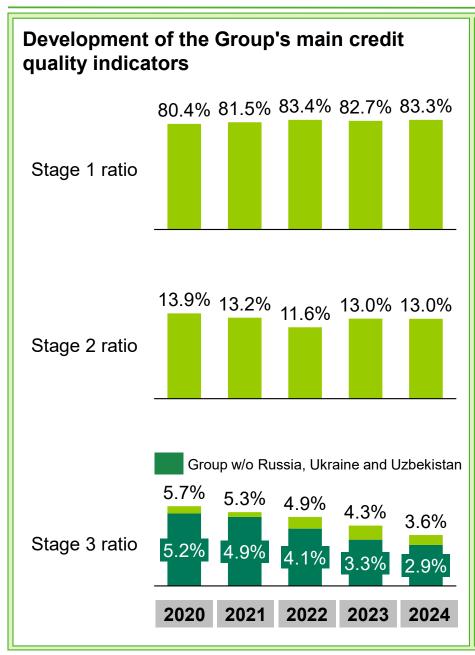


<sup>&</sup>lt;sup>1</sup>Loans to MSE and corporate clients. <sup>2</sup> In the Leasing row the leasing volume change applies to Merkantil Group (Hungarian leasing).

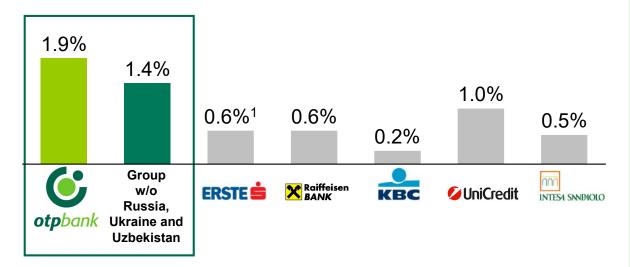
<sup>&</sup>lt;sup>3</sup> Without the effect of the sale of Romania. <sup>4</sup> Change without the repayment of a large Slovenian corporate loan.

<sup>&</sup>lt;sup>5</sup> Without the effect of an intergroup loan transfer from Bulgaria to Serbia.

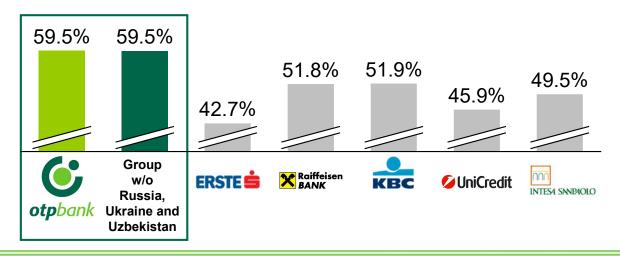
#### The Stage 3 ratio decreased to 3.6%. Provisioning policy remained conservative compared to regional peers



## Own coverage of Stage 1+2 loans compared to regional peers at the end of 4Q 2024



## Own coverage of Stage 3 loans compared to regional peers at the end of 4Q 2024



Source: company reports (estimates in some cases)



<sup>&</sup>lt;sup>1</sup> Based on 3Q 2024 figures.

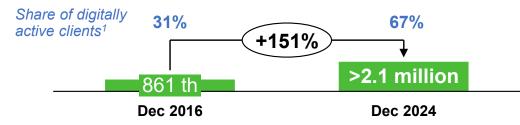


In addition to the continuous development of our core digital capabilities and channels, the responsible use of Artificial Intelligence and digital competence building is among our key strategic goals as well

#### Dynamically growing number of digital users

#### Change in the number of digitally active retail clients

(those who log in to the Internet Bank or Mobile Bank at least once a month)



Our functionality has expanded dynamically in the last 3 years, which has contributed to a significant increase in the number of users, while increasing users' control over their finances.

#### **Artificial Intelligence**

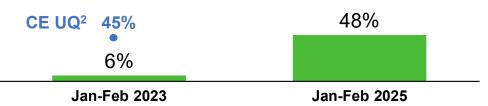
We ensured compliance with EU and local regulatory requirements.

We have established a group-level framework for compliance and technological governance.

Developed in-house, we use our custom machine learning models for next-best offers, fraud prevention, and customer intent recognition across our Contact Center and chat channels.

#### **Digital sales**

Share of end-to-end digitally sold retail products (based on number of products sold)



An increasing part of our product portfolio is available through E2E online processes. We support conversion by actively driving digital traffic and with continuous application development. We reached the 2023 average of the upper quartile of the Central European market in the share of digital sales.

#### **Competence building**

Built around **4+1 key capabilities**, in 2024 we launched the pilot of our digital **capability development program called PULZE** in 4 countries, with the participation of more than 1,000 colleagues.

In 2025, we plan to involve 10 thousand of our employees in the training throughout the Group.







<sup>&</sup>lt;sup>1</sup> As a % in primary retail customers.

<sup>&</sup>lt;sup>2</sup> The average of Central European Upper Quartile.



With our Group-level technology projects, our goal is to exploit the technological synergies inherent in the Group and to ensure the long-term efficient operation of the OTP Group



## Replacement of Core Banking System – OTP HU & DSK

The implementation of our new core banking solution, which serves as the basis for the technological transformation necessary for OTP Bank's long-term efficient operation, began in 2024.

Running in close coordination between the Hungarian and Bulgarian operations, the project is based on uniform solutions.

In parallel with the implementation, we are streamlining our business processes and simplifying the product portfolio as well.

From the system replacement program, our clients will only perceive the expansion of our services.





## Introduction of an IT solution supporting retail lending processes – Croatia and Serbia

The aim of our Group-wide transformation program is to **introduce uniform retail lending processes and IT systems** in the Group – first in Croatia and Serbia.

We provide the subsidiary banks with a ready-made process and IT solution, which will effectively support the Group's competitiveness and provide an opportunity for parallel implementation in the Group and can be partly **adapted to local needs**.

The program covers **4 main products** (personal loan, overdraft, credit card, market-based mortgage loan) as well as the **internet, mobile banking and branch channels**.



## Launch of a new corporate customer relationship management application – Serbia

The concept aims to **achieve the greatest possible synergy** within the Group during development.

The daily work of our corporate account managers is supported by artificial intelligence within the CRM solution, which is made possible by the combined application of a unified data market and the most modern cloud technologies.

In Serbia, our colleagues are already using the system, in Bulgaria the solution will go live in the first half of 2025, and the implementation in Hungary will also begin this year.

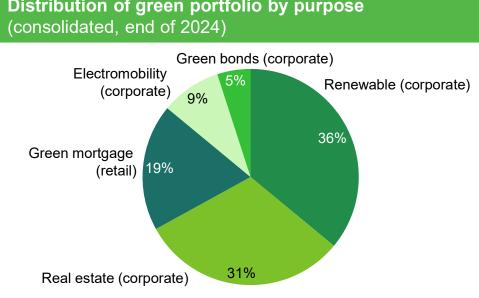




#### ESG developments remained in line with strategic goals

#### **ESG RESULTS AND TARGETS** 2024 Actual **Long-term KPIs Building the** Green loans of HUF 1,500 billion Corporate: HUF 834 billion in total by 2025 for the Group green loan Retail: HUF 193 billion portfolio<sup>1</sup> Steady increase in employee Responsible **Employee engagement** engagement, to reach global 75th was 77% on group level employer percentile (in 2023: 78%) Net carbon neutrality reached Reducina Total carbon neutrality by 2030 in Hungarian operation on Group level own emissions OTP Bank will become a member **Transparent** OTP Bank Plc. is signatory of of S&P Dow Jones responsibility **UN PRB**; Integrated Report Sustainability Index by 2025 **OTP Bank's actual ESG ratings** SUSTAINALYTICS ESG risk rating **SEVERE** HIGH **MEDIUM NEGLI-**LOW **GIBLE** MSCI (\*\*) **BBB** ESG rating BB **BBB** С ESG rating

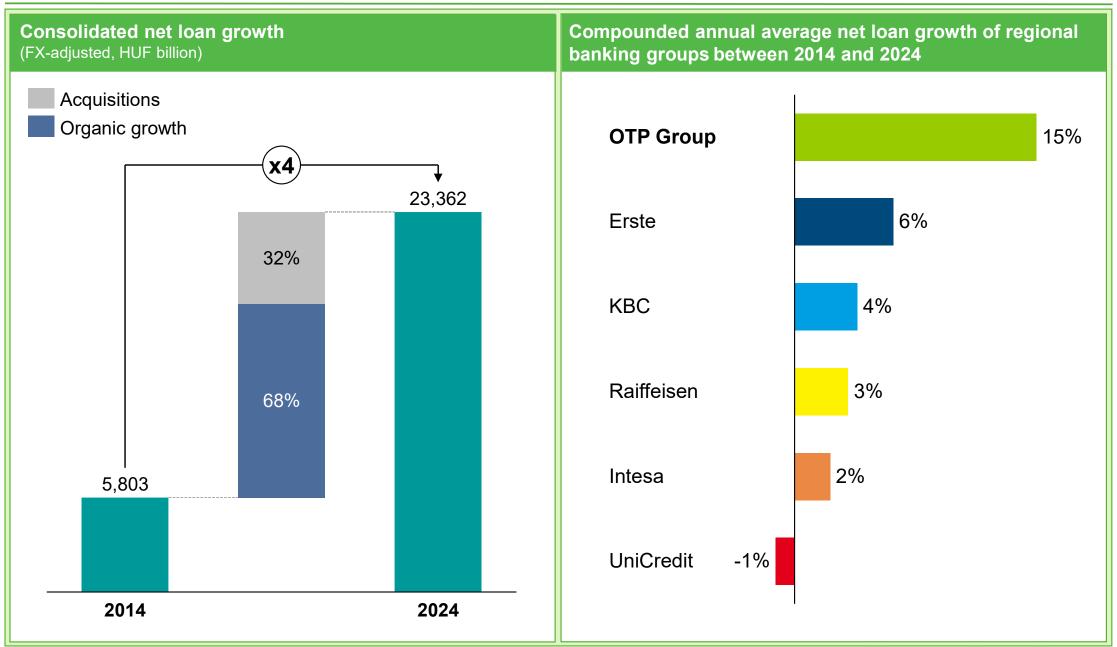






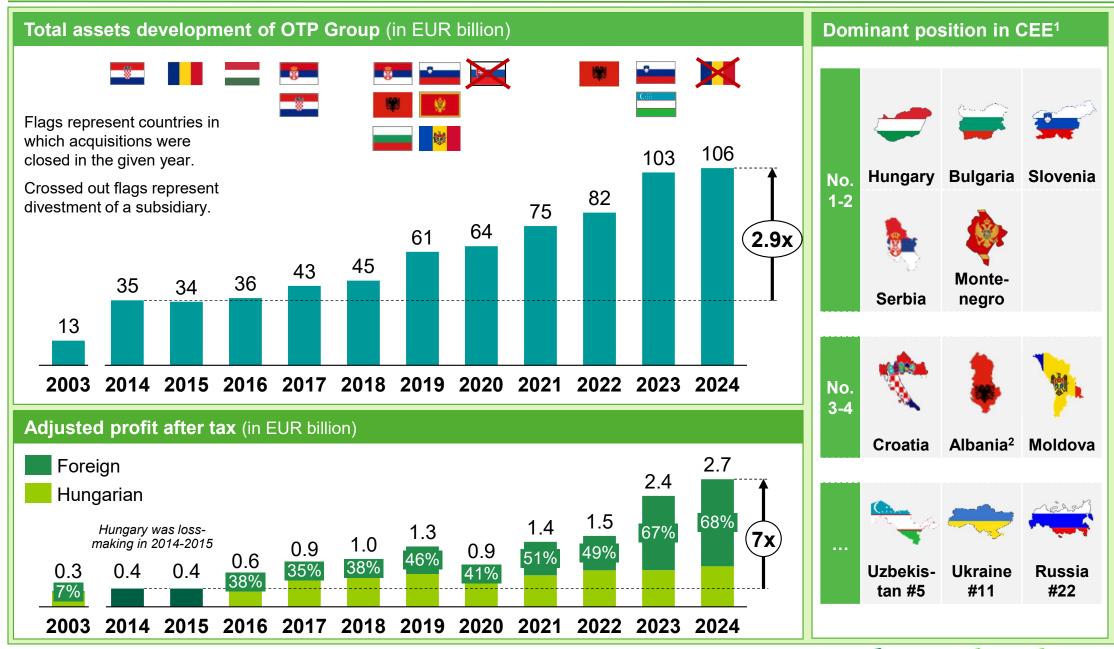
<sup>&</sup>lt;sup>1</sup> According to OTP Group's internal definition for green loans.

#### OTP Group's net loan book grew 4-fold over the last 10 years, outpacing banking groups active in the CEE region





Total assets exceeded EUR 100 billion driven by successful acquisitions and dynamic organic growth. Profit contribution of foreign subsidiaries showed a trend-like increase over the last several years and hit 68% in 2024

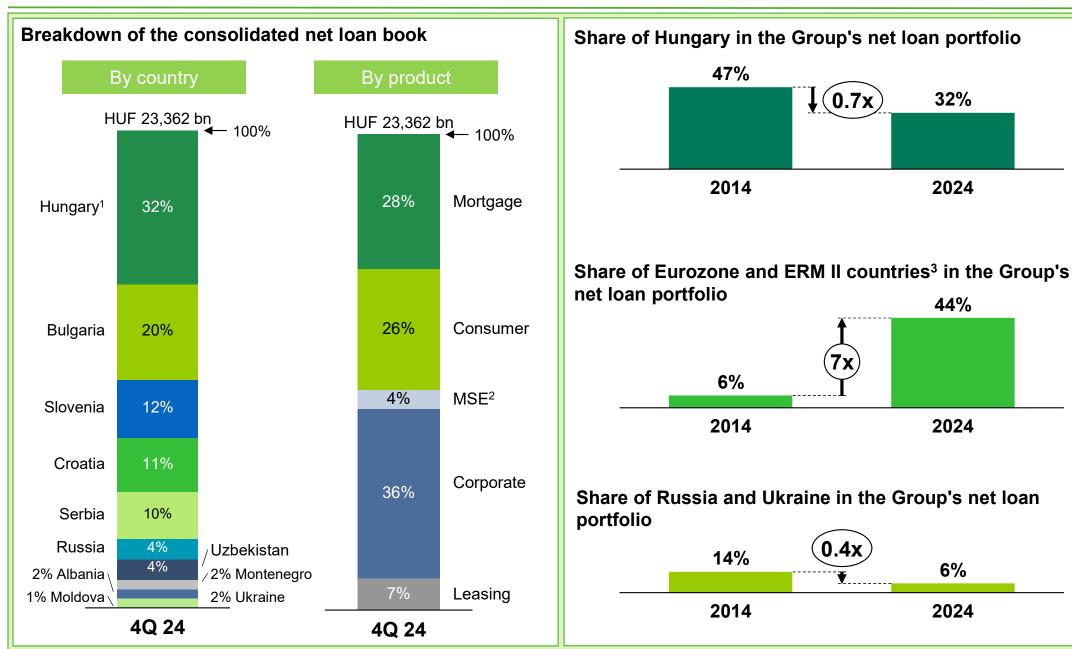


<sup>&</sup>lt;sup>1</sup> Market shares as a % of total assets unless otherwise noted; latest available data; source: National Banks, Banking Associations, Golden books.

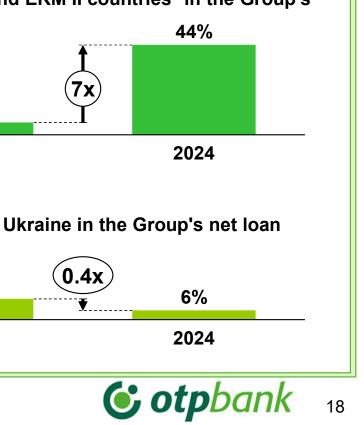


<sup>&</sup>lt;sup>2</sup> Based on net loans.

#### 76% of the total net loan book is invested in EU countries, while the share of Russia and Ukraine declined to 6%



<sup>&</sup>lt;sup>1</sup> Including OTP Core and Merkantil Group (Hungarian leasing).



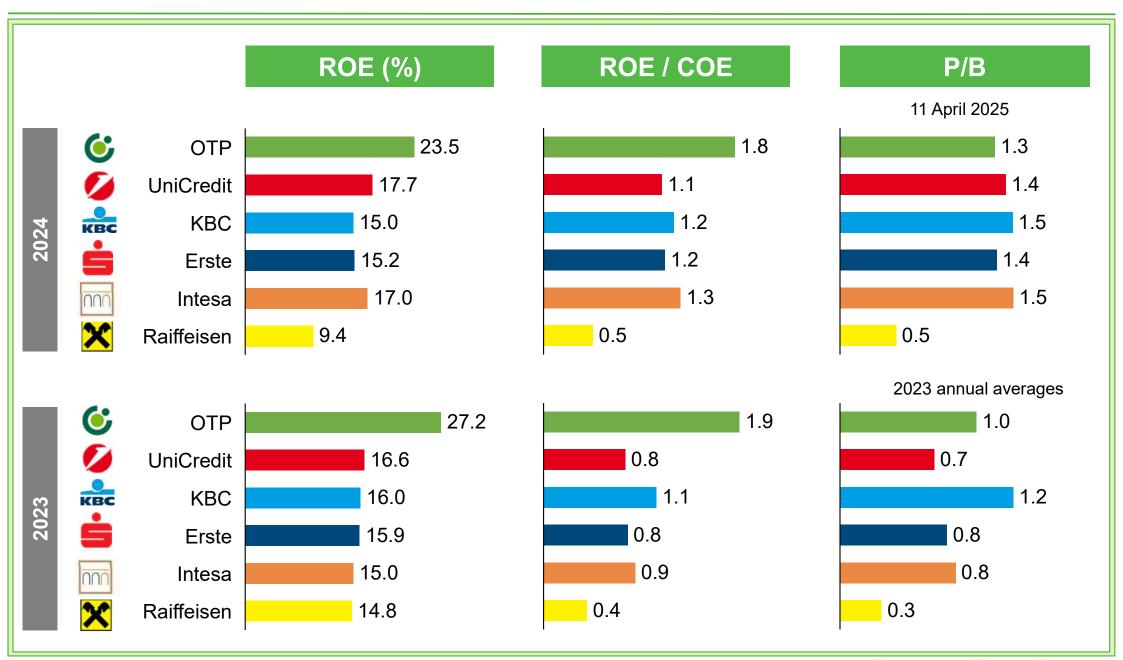
32%

2024

<sup>&</sup>lt;sup>2</sup> MSE = micro and small enterprises.

<sup>&</sup>lt;sup>3</sup> 2014: Slovakia, 2024: Bulgaria, Croatia, Slovenia.

#### In ROE and ROE/COE terms, OTP Group outperformed its regional peers both in 2023 and 2024

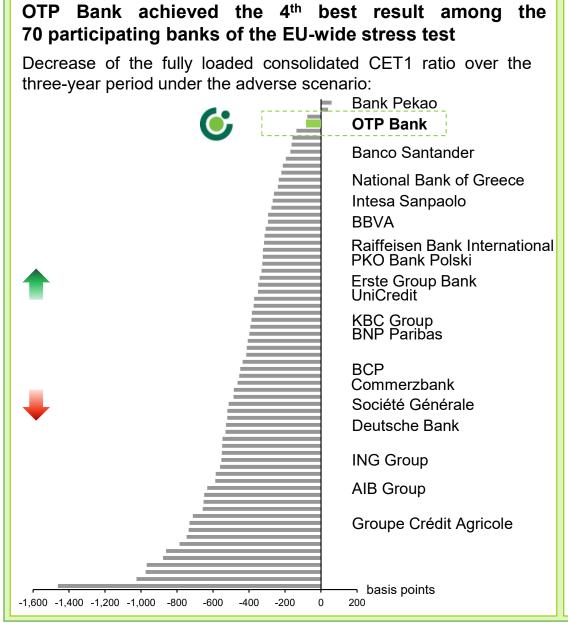




## In 2024 OTP Bank was named the top performing among the 50 largest publicly listed European banks by S&P Global Market Intelligence

#### Performance ranking of the 50 largest publicly listed European banks S&P Capital IQ Data for the 12 months ended Dec. 31, 2023, unless otherwise stated Ranking metrics Net Net Problem stable Net Noninterest Net Noninterest Problem stable Financial Total income/ loan funding CET1 Financial funding CET1 Total interest income/ Cost-toloan performance assets ROAE income ratio ratio ratio average performance assets ROAE margin average income ratio ratio ratio rank Company name (ticker-exchange) Headquarters (€B) (%) assets (%) (%) (%) (%) (%) rank Company name (ticker-exchange) (€B) (%) (%) (%) Headquarters assets (%) otpbank OTP Bank Nyrt. (OTP-BUSE) 103.56 3.92 2.08 49.70 3.78 153.00 Hungary 3.16 157.24 14.53 Bank of Ireland Group PLC (BIRG-ISE) Ireland 155.71 13,30 2.54 0.50 45.95 PKO BANK 2 PKO Bank Polski SA (PKO-WSE) Poland 115.41 13.25 4.12 1.29 36.61 3.50 156.60 17,77 Banque Cantonale Vaudoise 27 63.25 1.02 0.95 53.30 0.35 Switzerland 12.40 120.40 Bank Pekao 3 Bank Polska Kasa Opieki SA (PEO-WSE) Poland 70.35 24.83 4.13 1.12 40.56 6.13 166.86 15.24 (BCVN-SWX) Swedbank AB (publ) (SWED A-OM) Sweden 256.88 18.49 1.94 0.72 37.88 0.42 123.70 Bankinter SA (BKT-BME) 113.01 16.50 2.07 0.41 40.49 141.03 12.30 Spain Banco Comercial Português SA 1.58 56.55 KBC Group NV (KBC-ENXTBR) Belgium 346.92 14.64 1.00 2.07 136.00 15.25 5 94.37 3.33 54.01 167.00 15.49 KBC Portugal 14,40 0.88 (BCP-ENXTLS) ING Groep NV (INGA-ENXTAM) Netherlands 975.58 14.50 1.61 0.68 49.42 1.80 132.00 14.68 74.58 3.50 35.74 3.74 150.35 17.84 National Bank of Greece SA (ETE-ATSE) Greece 15.74 0.64 1.75 41.36 CaixaBank SA (CABK-BME) Spain 607.17 14.02 0.68 3.05 144.00 12.38 Banca Monte dei Paschi di Siena SpA 2.00 4.01 130.09 18.14 122.61 23.89 1.36 43.24 32 Danske Bank A/S (DANSKE-CPSE) Denmark 505.93 12.70 1.13 0.48 48.04 1.77 125.90 18.76 (BMPS-BIT) NatWest Group PLC (NWG-LSE) UK 798.21 12.79 2.02 0.53 53.64 1.46 133.00 13.36 8 142.13 2.41 57.15 1.70 128.40 14.46 BPER Banca SpA (BPE-BIT) Italy 17.73 1.73 INTESA 34 1.90 52.17 2.04 Intesa Sanpaolo SpA (ISP-BIT) Italy 963.57 12.33 0.93 121.10 13.73 Q AIB Group PLC (A5G-ISE) Ireland 136.35 15.06 3.01 0.68 43.75 159.00 16.55 SANPAOLO Banco Santander SA (SAN-BME) Spain 1,797.06 12.02 2.58 0.82 48.65 3.41 123.23 12.30 Skandinaviska Enskilda Banken AB 10 Sweden 324.60 17.87 1.38 38,86 112.00 19.10 0.81 (publ) (SEB A-OM) 128.54 36 Banco BPM SpA (BAMI-BIT) Italy 202.13 9.39 1.88 1.11 55.21 2.90 Eurobank Ergasias Services and 37 Lloyds Banking Group PLC (LLOY-LSE) UK 1,015,76 12.06 1,57 0.61 58.10 130.00 14.56 11 Greece 79.78 15.35 3.09 0.89 32.47 3.60 128.10 16.93 Holdings SA (EUROB-ATSE) ABN AMRO Bank NV (ABN-ENXTAM) 1.62 60.69 Netherlands 377.91 0.591.91 140.00 Piraeus Financial Holdings SA 12 76.45 11.32 3.18 0.73 30.00 2.10 133.14 13.21 Greece Alpha Services and Holdings SA (TPEIR-ATSE) Greece 73.66 8.81 2.55 0.63 38.84 4.97 130.40 14.74 (ALPHA-ATSE) DNB Bank ASA (DNB-OB) 1.88 Norway 306.89 15.16 0.55 34.53 1.32 117.11 18.18 Luzerner Kantonalbank AG (LUKN-SWX) Switzerland 61.67 7.41 0.74 0.33 50.15 0.11 131.75 13.36 Raiffeisen Bank International AG Raiffeisen Bank 2.83 51.38 Austria 198.24 13.27 1.20 (RBI-WBAG) Banco de Sabadell SA (SAB-BME) Spain 235.17 9.88 2.04 0.44 51.54 3.59 140.31 15 Nordea Bank Abp (NDA SE-OM) Finland 584.70 16.63 1.39 0.72 42.84 0.40 118.70 17.05 Virgin Money UK PLC (VMUK-LSE) UK 105.83 1.87 0.15 51.53 136.00 16 Credito Emiliano SpA (CE-BIT) 68.02 15.71 1.85 1.31 56.24 1.60 132.00 Italy 15.51 43 Standard Chartered PLC (STAN-LSE) 1.03 2.53 UK 744.43 6.99 1.18 64.86 136.00 Svenska Handelsbanken AB (publ) UK 0.92 Barclays PLC (BARC-LSE) 1,702.61 7.64 0.82 61.63 2.16 138.00 13.80 17 Sweden 318.26 1.51 41.09 0.31 120.00 18.83 0.40 (SHB A-OM) 45 Commerzbank AG (CBK-XTRA) Germany 517.17 6.90 1.70 0.41 61.60 1.75 130.20 14.69 Banco Bilbao Vizcaya Argentaria SA 18 Spain 775.56 16.00 3.22 1.02 41.32 3.68 130.89 12.67 Unicaja Banco SA (UNI-BME) Spain 97.15 1.50 0.39 55.88 3.13 148.50 (BBVA-BME) Deutsche Bank AG (DBK-XTRA) Germany 1,312.33 6.67 1.16 1.13 74.89 2.61 121.00 13.74 Nationwide Building Society UK 316.46 9.86 1.76 0.08 45.70 149.00 27.38 (NBS-LSE) BNP Paribas SA (BNP-ENXTPA) 2,591.50 8.82 0.88 1.02 64.90 2.91 115.92 13.20 France UniCredit 20 UniCredit SpA (UCG-BIT) 784.97 1.77 49 9.45 55.95 2.62 15.10 1.24 49.09 2.32 130.00 Crédit Agricole SA (ACA-ENXTPA) France 2,189.40 0.69 0.52 111.78 11.77 50 Société Générale SA (GLE-ENXTPA) France 1.554.05 4.50 0.72 0.96 72.80 3.06 118.77 13.15 Mediobanca Banca di Credito 21 2.22 94.91 10.17 1.59 48.02 2.21 119.55 15.34 Italy Finanziario SpA (MB-BIT)2 Group median 13.26 1.86 0.82 49.56 2.18 131.88 14.77 22 UBS Group AG (UBSG-SWX) 1,553.59 36.88 0.52 2.24 93.63 0.91 124.66 14.36 Switzerland Nonperforming loans/net customer loans Impaired loans/net customer loans ERSTE = Erste Group Bank AG (EBS-WBAG) Austria 337.16 14.55 2.20 0.82 50.21 2.33 142.38 15.75 Data compiled May 16, 2024. 24 HSBC Holdings PLC (HSBA-LSE) UK 1.78 2.05 138.00 14.81 2,749.09 12.79 1.01 48.22 25 Jyske Bank A/S (JYSK-CPSE) 1.29 44.29 1.59 136.19 16.87 Denmark 104.60 13.67 0.68

## The capital strength and stability of OTP Bank has been demonstrated again by the outcome of the latest stress test conducted by the European Banking Authority in cooperation with the National Bank of Hungary



## OTP Bank enjoyed high rankings even in peer comparison in the EU-wide stress test

Fully loaded consolidated CET1 ratio and its decrease over the three-year period from 2022 to 2025 under the adverse scenario:

	CET1 rate end-2025	Ranking	CET1 rate decrease	Ranking
<b>©</b> otpbank	14.5%	13.	-0.77%p	4.
INTESA m SANPAOLO	10.8%	36.	-2.68%p	15.
Raiffeisen Bank International	12.4%	23.	-3.16%p	21.
ERSTE 📥	10.8%	36.	-3.41%p	26.
UniCredit Group	12.5%	21.	-3.49%p	27.
KBC	11.4%	30.	-3.86%p	32.

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#### OTP Group's outstanding performance has traditionally been recognized with numerous prestigious awards by professional organizations

THE BANKER

TOP 100 **CEE BANKS** 2024

**OTP Bank** 

Ranking: 1





**OTP Bank Central and Eastern Europe** 





OTP Bank World's Best Bank for Transition/Sustainability Linked Loans























#### In 2025 the operating environment is expected to improve further

		<b>H</b> u	ngary			Bı	ulgaria			SI	ovenia	a		Cr	oatia	
	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025
GDP growth (annual, %)	4.3	-0.9	0.5	$2.5^{1}$	4.0	1.9	2.8	3.2	2.7	2.1	1.6	2.0	7.3	3.3	3.8	3.5
Unemployment (%)	3.6	4.1	4.5	4.7	4.2	4.3	4.2	4.0	4.0	3.7	3.7	3.6	7.0	6.2	5.1	4.5
Budget balance (as a % of GDP)	-6.2	-6.7	<b>-</b> 4.9	<b>-</b> 3.7 <sup>1</sup>	-2.8	-3.0	-3.0	-3.0	-3.0	-2.6	-1.4	-1.2	0.1	-0.7	-2.0	-2.0
Inflation (avg. %)	14.5	17.6	3.7	4.5 <sup>1</sup>	15.3	9.5	2.4	4.5	9.3	7.2	2.0	2.0	10.7	8.1	3.0	3.6
Reference rate <sup>2</sup> (eop., %)	16.1	10.3	6.5	6.5	1.4	3.8	3.0	1.9	2.0	4.0	3.0	1.9	2.0	4.0	3.0	1.9
	Serbia			<b>Uzbekistan</b>			Ukraine			<b>Montenegro</b>						
	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025
GDP growth (annual, %)	2.6	3.8	3.9	4.5	6.0	6.3	6.5	5.8	-28.8	5.3	2.9	5.3	6.4	6.3	3.0	4.9
Unemployment (%)	9.4	9.5	8.5	8.5	8.9	6.8	6.0	5.5	21.0	18.2	15.0	12.0	14.7	13.1	11.5	11.8
Budget balance (as a % of GDP)	-3.1	-2.2	-2.0	-2.9	-3.7	-4.0	-4.3	-3.5	-16.1	-20.4	-17.5	-18.0	-4.3	0.1	-3.1	-5.8
Inflation (avg. %)	11.9	12.1	4.6	3.3	11.4	10.0	9.6	9.0	20.2	12.9	6.5	12.5	13.0	8.6	3.3	4.0
Reference rate <sup>2</sup> (eop., %)	5.0	6.5	5.8	5.0	15.0	14.0	13.5	14.0	25.0	15.0	13.5	15.0	-	-	-	-
		Alk	oania			M	oldova	1		Rı	ıssia					
	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025F				
GDP growth (annual, %)	4.8	3.9	3.9	3.8	-5.9	0.7	0.7	2.4	-1.4	4.1	4.1	1.9				
Unemployment (%)	11.3	11.2	10.8	10.5	3.1	4.6	4.8	4.9	3.9	3.2	2.5	2.5				
Budget balance (as a % of GDP)	-3.8	-1.3	-1.5	<b>-</b> 2.5	-3.3	-5.2	-4.0	-4.5	-2.1	-1.9	-1.7	-1.5				
Inflation (avg. %)	6.7	4.8	2.1	2.3	28.8	13.4	4.7	7.9	13.8	6.0	8.4	9.0				
Reference rate <sup>2</sup> (eop., %)	2.8	3.3	2.8	2.8	20.0	4.8	3.6	7.6	7.5	16.0	21.0	17.0				

Source: OTP Research Department.



<sup>&</sup>lt;sup>1</sup> Expectations of the Government. <sup>2</sup> Base rates, except for: Hungary: 3M BUBOR; Croatia and Slovenia: ECB deposit facility rate; Bulgaria: Leonia Plus interbank rate; Albania: 3M Tribor; Moldova: 91 days T-bill.



In 2025 the management expects marginal improvement in the operating environment. Therefore:

- FX-adjusted organic performing loan volume growth may be above 9% reported in 2024.
- The net interest margin may be similar to the 4.28% achieved in 2024.
- The cost-to-income ratio may be somewhat higher than the 41.3% reported in 2024.
- o Portfolio risk profile may be similar to 2024.
- o ROE may be lower than in 2024 (23.5%) due to the expected decrease in leverage.



#### Important information, disclaimers

This presentation contains statements that are, or may be deemed to be, "forward-looking statements" which are prospective in nature. These forward-looking statements may be identified by the use of forward-looking terminology, or the negative thereof such as "plans", "expects" or "does not expect", "is expected", "continues", "assumes", "is subject to", "budget", "scheduled", "estimates", "aims", "forecasts", "risks", "intends", "positioned", "predicts", "anticipates" or "does not anticipate", or "believes", or variations of such words or comparable terminology and phrases or statements that certain actions, events or results "may", "could", "should", "shall", "would", "might" or "will" be taken, occur or be achieved. Such statements are qualified in their entirety by the inherent risks and uncertainties surrounding future expectations. Forward-looking statements are not based on historical facts, but rather on current predictions, expectations, beliefs, opinions, plans, objectives, goals, intentions and projections about future events, results of operations, prospects, financial condition and discussions of strategy.

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Item 1.c. on the Agenda

# Proposal for the use of the profit after tax of the parent company and for dividend payment

Presented by: Dr. Sándor Csányi

Chairman of the Board of Directors & Chief Executive Officer

#### Proposal for the distribution of profit after tax of OTP Bank and for dividend payment

#### The Annual General Meeting

establishes the Company balance sheet for the year 2024 with total assets of HUF 18,391,053 million and with a profit after tax of HUF 744,999 million. The profit after tax for the period is allocated as follows: a general reserve of HUF 74,500 million and paying a dividend of HUF 270,000 million from the reporting year's profit for the year 2024.

The dividend rate per share is HUF 964.29 for the year 2024, i.e. 964.29% of the share face value. The actual dividend rate paid to shareholders shall be calculated and paid based on the Company's Articles of Association, so the Company distributes the dividends for its own shares among the shareholders entitled for dividends. The dividends shall be paid from 2<sup>nd</sup> of June 2025 in accordance with the policy determined in the Articles of Association.



Items 1.e. and 1.f. on the Agenda

Report of the Supervisory Board and of the Audit Committee on the annual financial statements for 2024, its proposal regarding the use of profit after tax and on the result of the activity aimed at providing assurance on the sustainability report

Presented by: Tibor Tolnay

Chairman of the Supervisory Board

Deputy Chairman of the Audit Committee

## Compliance with the obligations prescribed in the Act on Credit Institutions and Financial Enterprises,

as well as in the

#### Act on the Civil Code

and in the

#### Committees' own rules of procedure

- Examination of significant business policy reports
- Examination of all proposals relating to matters that fall within the exclusive competence of the supreme decision-making body:
  - Corporate Governance Report
  - Proposal relating to the Remuneration Guidelines
- Review of the contents of the separate Annual Financial Statements and the consolidated Annual Financial Statements, and listening the independent auditor's briefing together with the Audit Committee
- Evaluation of the activities of the executive officers in the past business year
- Proposal, with the involvement of the Audit Committee, regarding the appointment and remuneration of the independent auditor to be selected

#### **Examination of the financial statements**

#### Findings of the Supervisory Board and the Audit Committee

 The <u>non-consolidated financial statements</u> prepared in accordance with International Financial Reporting Standards

The Bank has compiled its separate annual financial statements in line with the provisions of International Financial Reporting Standards as also adopted by the European Union.

 The <u>consolidated financial statements</u> prepared in accordance with International Financial Reporting Standards

The Bank has prepared its consolidated financial statements in line with International Financial Reporting Standards as also adopted by the European Union.

Approval of financial statements and proposals with the concurrence of the Audit Committee of OTP Bank Plc.

# With the concurrence of the Audit Committee, the Supervisory Board of OTP Bank Plc. proposes that, in respect of the 2024 business year,

 the <u>non-consolidated financial statements</u> prepared in accordance with International Financial Reporting Standards

showing a balance sheet total of HUF 18,391,053 million

 the consolidated annual financial statements prepared in accordance with International Financial Reporting Standards

showing a balance sheet total of HUF 43,419,128 million

 the non-consolidated profit after tax in accordance with International Financial Reporting Standards

in an amount of HUF 744,999 million

be approved.

The Supervisory Board and the Audit Committee accepts the Management report of the Board of Directors.

## Proposal of the Supervisory Board and the Audit Committee of OTP Bank Plc. regarding the use of the profit after tax

The Supervisory Board and the Audit Committee agree with the proposal of the Board of Directors that the parent company shall set aside a general reserve of HUF 74,500 million from the profit after tax of HUF 744,999 million for 2024, and to pay a dividend of HUF 270,000 million from the profit for the reporting year.

In this way, the **extent of the dividend** is HUF **964.29 per share**; that is, 964.29% of the nominal value of the shares for 2024. The actual calculation and payment of the dividend to the individual shareholders will take place in accordance with the Company's Articles of Association. There are no obstacles to the payment of dividends to shareholders, as the Bank meets the capital and liquidity requirements set by the Hungarian National Bank.

#### Findings of the Audit Committee of OTP Bank Plc.

- <u>The independence of the auditor</u> providing the assurance on the sustainability report <u>was</u> ensured.
- The auditor covered all the necessary audit aspects regarding the sustainability report. The auditor acted in accordance with the applicable legal requirements when providing the assurance report.
- The <u>audit report on the sustainability report</u> issued by the auditor as well as the compliance statement regarding the accounts and management report serving as the basis for the reports, <u>certifies</u> that <u>the Company conducted its activities in accordance with the contents of the sustainability report during the 2024 business year.</u>



Item 1.g. on the Agenda

Results of the Independent Auditor's Report for the year ended 2024 and the results of the assurance report of the 2024 sustainability report

Presented by: Zsolt Kónya

**Auditor** 



## OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

#### Resolution proposal No. 1/2025

The Annual General Meeting accepts the Board of Directors' Report on the Company's financial activity for the year ended 2024, furthermore with full knowledge of the Independent Auditor's Report, the Audit Committee's Report and the Supervisory Board's Report, it accepts the proposal on the Company's separate financial statements and the consolidated financial statements in accordance with the International Financial Reporting Standards for the year ended 2024, and the proposal for the allocation of the profit after tax of the parent company.

The Annual General Meeting establishes the Company balance sheet for the year 2024 with total assets of HUF 18,391,053 million and with a profit after tax of HUF 744,999 million. The profit after tax for the period is allocated as follows: a general reserve of HUF 74,500 million and paying a dividend of HUF 270,000 million from the reporting year's profit for the year 2024.

The dividend rate per share is HUF 964.29 for the year 2024, i.e. 964.29% of the share face value. The actual dividend rate paid to shareholders shall be calculated and paid based on the Company's Articles of Association, so the Company distributes the dividends for its own shares among the shareholders entitled for dividends. The dividends shall be paid from 2<sup>nd</sup> of June 2025 in accordance with the policy determined in the Articles of Association.

The Annual General Meeting determines the Company's consolidated balance sheet with total assets of HUF 43,419,128 million, and with profit after tax from continuing operations of HUF 1,056,384 million. The profit after income tax from discounted operations is HUF 19,756 million and the profit after income tax from continuing and discontinuing operations is HUF 1,076,140 million. From this amount attributable to non-controlling interest is HUF 4,227 million and attributable to owners of the Company is HUF 1,071,913 million.



Item 2 on the Agenda

Approval of the Corporate Governance Report for the year 2024

Presented by: dr. Bálint Csere

**Managing Director** 

## **Objectives:**

- to promote transparent and effective market operation
- to support compliance with the written statutory provisions and unwritten business ethical rules
- to harmonise the interests of stakeholders

# Effective responsible corporate government promotes

- growth in the company's value
- successful representation of stakeholders' interests and rights

# Expectation of the financial supervisory authority (MNB):

Compliance with all MNB recommendations, so for example:

Compliance with MNB Recommendation No. 12/2022 (VIII.11.) on the establishment and operation of internal lines of defence, and on the governance and control functions of financial organisations

Compliance with MNB Recommendation No. 5/2023 (VI.23.) on the prevention, detection and management of observable abuses through payment services

Compliance with MNB Recommendation No. 10/2022. (VIII.2.) on climate-related and environmental risks and the integration of environmental sustainability considerations into the activities of credit institutions

# Expectation of the Budapest Stock Exchange (BSE):

Compliance with the Corporate Governance Recommendations

## Group governance

Matrix governance, ownership and domain governance

Group members*	Number	Number of employees**	
OTP Bank Plc.	1	10,603.00	
Domestic subsidiaries	26	1,526.82	
Foreign subsidiary banks	10	27,156.93	
Other foreign subsidiaries	24	1,031.67	
Total *	61	40,318.41	



<sup>\*</sup> Companies under consolidated supervision according to Hpt.

<sup>\*\* 31.12.2024</sup> closing headcount in FTE

# Board and committee meetings in the Bank:

BOARD, COMMITTEE	NUMBER OF MEETINGS	NUMBER OF VOTINGS IN WRITING	NUMBER OF DECISIONS TAKEN	
Board of Directors	6	44	284	
Supervisory Board	7	36	168	
Audit Committee	2	18	32	
Management Committee	8	25	196	
Other	256	225	3,671	
TOTAL	279	348	4,351	

# Policy of diversity

- The Bank determines the criteria for the selection of senior executives in accordance with EU as well as domestic regulations
- Beside the professional preparation, the high-level human and leadership competence and the widespread business experience the ensurance of diversity is also a top priority
- The Bank's Nomination Committee in 2021 approved its strategy on creating gender equality, which amongst others contains the criteria that both the Board of Directors, both the Supervisory board should have at least one woman member
- Nevertheless, the Bank being a public limited company, the selection of the members of the management bodies falls within the exclusive competence of the General Meeting upon which the Bank has no substantive influence
- Among the management bodies, both the Board of Directors and the Supervisory Board has one female member
- Among the middle management of the Bank 43% are women, 57% are men (as on 31.12.2024)

# Full governance and control in individual operational processes

- Internal audit (208 closed audits, 1,193 accepted recommendations);
- Risk management (516,831 credit decisions);
- **Compliance** (11 closed data- and consumer protection related investigations; 200 ethics reports, establishing ethics offense in 12 cases);
- Bank security (13,903 completed bank security investigations, 1,049 reports)
  - The ratio of **bank card fraud** to turnover remained lower than the European average published by MasterCard in 2024, due to the new rules introduced and developments. (OTP Bank 0.0253%; European average 0.0407%)
  - The Bank's security systems detect and block tens of thousands of attacks **from the Internet** on a monthly basis. Despite the huge number of attempts, the Bank has NOT been hit by a successful attack in the past year.
  - The losses caused to OTP Bank customers **by phishing** in 2024 were HUF 7.1 billion, which is 31.6% lower than the value in 2023. With the help of existing protection systems, HUF 4.3 billion in customer damage was prevented. The Bank has also provided significant resources in 2024 for the necessary protective measures to reduce customer damage.
  - There was no data loss due to a security incident at the Bank in 2024.



## Transparent business operation

- Continuous social control (regular and extraordinary reporting obligations as a public issuer of securities)
- Active participation in the work of advocacy organisations (e.g. working groups of the Banking Association)
- Close cooperation with the supervisory authorities
  - Consumer protection
  - 492 Financial Arbitration Board (FAB) proceedings were launched against Hungarian members of the OTP Banking Group. In the case of closed procedures, the FAB issued 6 obligations, 8 suggestions, accepted Bank's opinion in 411 cases, and withdrew the procedure in 38 cases.
  - Number of justified complaints in the Hungarian members of the OTP Banking Group: 108,894 approximately 1 justified complaint per 28,848\* costumer interactions.



<sup>\*</sup>Total number of costumer interactions: 3,141,377,234

## Sustainability and responsibility for our society and environment

Through our pioneering developments, conscious and ethical operations, and exemplary partnerships, we are committed to a sustainable future and responsibility for our economic, social and environmental impacts.

We consider it important to contribute to the improvement of the financial literacy through our education programmes, to help the disadvantaged through our community involvement, and to protect nature through our ethical and environmentally friendly operations.

#### **Financial literacy**

OTP Fáy Foundation's free training courses in 2024 reached nearly 55,000 students

With **financial awareness solutions** we help our customers make responsible financial decisions

Phishing education website

— raising security awareness, avoiding fraud and abuse

#### **Community involvement**

As one of Hungary's outstanding donors, **HUF 4 billion** in 2024 to support NGOs, people in need and community initiatives

**Equal opportunities,** leading the way **in branch and digital accessibility** 

Our donation platform through our clients' micro-donations reaches **HUF 1 billion** in 2024

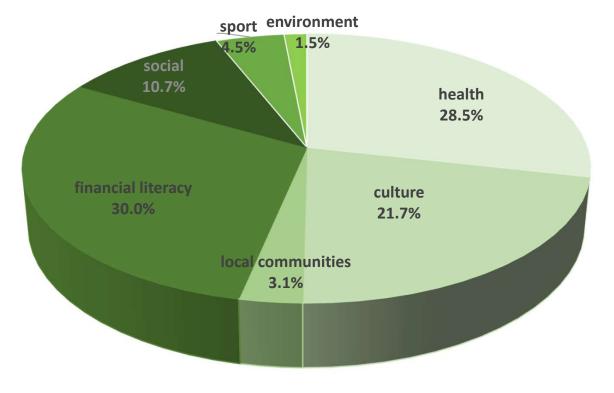
#### **Green Bank**

Environmentally conscious, net carbon neutral operations from 2022

Awareness-raising and **attitudeshaping** programmes for staff



Our donations, support activities has a real impact on local communities and society at large, in areas such as sport, local communities, health, environment, social, culture and education.



We have focused our efforts on:

- developing financial literacy, attitude-shaping;
- creating equal opportunities: helping the disadvantaged and those in need;
- sponsoring culture and arts;
- sports;
- environment.

# **BSE Recommendations** (due diligence):

Year	2009	2010	2011	2012	2013	2014	2015-2016	2017	2018-2019	2020-2024
Number of recommendations:	140	140	140	151	151	151	151	151	85	72
Number of yes:	109	110	108	117	118	127	128	130	85	72



# OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

#### **Resolution Proposal**

## Resolution proposal No. 2/2025

The Annual General Meeting approves OTP Bank Plc.'s 2024 Report on Corporate Governance.



# Item 3 on the Agenda

Evaluation of the activity of the executive officers performed in the past business year; decision on the granting of discharge of liability

Presented by: Tibor Tolnay

Chairman of the Supervisory Board

Deputy Chairman of the Audit Committee

#### The Board of Directors of OTP Bank Plc.

- Met regularly in accordance with its annual work plan
- Continuously monitored
  - the development of the Bank's business results, the Bank Group's financial position and its business activity on the basis of the reports requested from the management and the interim reports approved by the auditor,
  - o compliance with the statutory regulations and recommendations applicable to the Bank's activity,
  - o current issues concerning the operation of the Bank and the Bank Group.
- Passed resolutions and decisions, and held persons accountable for their implementation
- Prepared for presentation to the General Meeting
  - o the Bank's annual financial statements and consolidated annual financial statements,
  - o its Corporate Governance Report.
- Complied with
  - its obligation to publish information that is to be disclosed to the public,
  - o the provisions of the Budapest Stock Exchange's Corporate Governance Recommendations.
- Ensured
  - o a high-level corporate governance system that meets domestic and international requirements
  - o the Bank's internal control functions complied with strict requirements.



#### Proposal on the granting of discharge from personal liability

The effective operation of the Board of Directors is evidenced by the data and performance indicators of the last business year, as well as by the awards and recognitions won in Hungarian and international competitions.

The Supervisory Board of OTP Bank Plc. considers that in 2024 business year the Bank's Board of Directors fulfilled its duties prescribed in the relevant statutory provisions and in the Articles of Association of OTP Bank Plc.

The Supervisory Board, based on the assessment, recommends that by granting discharge from personal liability the General Meeting certify that during the assessed period the executive officers performed their work in accordance with the interests of the Company and the expectations of the shareholders and with a view to preserving shareholder value.



# OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

#### **Resolution Proposal**

### Resolution proposal No. 3/2025

The Annual General Meeting, based on the request of the Board of Directors of the Company, has evaluated the activities of the executive officers in the 2024 business year and certifies that the executive officers gave priority to the interests of the Company when performing their activities during the business year, therefore, grants the discharge of liability determining the appropriateness of the management activities of the executive officers in the business year 2024.



# Item 4 on the Agenda

Election of the Company's audit firm, the determination of the audit remuneration and determination of the substantial content of the contract to be concluded with the Auditor

Presented by: Tibor Tolnay

Chairman of the Supervisory Board

Deputy Chairman of the Audit Committee

Proposal for the election of the Company's auditor and the election of the auditor to provide assurance regarding the Company's sustainability reports for the 2025 business year

### **Auditing company**

#### **Ernst & Young Ltd. (001165)**

H-1132 Budapest, Váci út 20.

#### **Individual auditor**

#### **Zsolt Kónya**

(007383) registered auditor

In the event any circumstance should arise which ultimately precludes the activities of as appointed auditor in this capacity:

#### Zsuzsanna Szépfalvi

(005313) registered auditor



#### **Setting the remuneration**

The total fee of auditing for the audit of the separate and consolidated annual financial statements for the year 2025, prepared in accordance with International Financial Reporting Standards

**EUR 777,750 + VAT** 

#### From this:

Audit fee of the separate annual financial statements:

Audit fee of the consolidated annual financial statements:

*EUR 457,500 + VAT* 

*EUR 320,250 + VAT* 



# OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

## Resolution proposal No. 4/1/2025

Concerning the audit of OTP Bank Plc.'s separate and consolidated annual financial statements in accordance with International Financial Reporting Standards for the year 2025, the Annual General Meeting is electing Ernst & Young Ltd. (001165, H-1132 Budapest, Váci út 20.) as the Company's auditor from 1 May 2025 until 30 April 2026.

The Annual General Meeting approves the nomination of Zsolt Kónya (No. 007383 chartered auditor) as the person responsible for auditing. In case any circumstance should arise which ultimately precludes the activities of Zsolt Kónya as appointed auditor in this capacity, the Annual General Meeting proposes the appointment of Zsuzsanna Szépfalvi (No. 005313 chartered auditor) to be the individual in charge of auditing.

The Annual General Meeting establishes the total amount of EUR 777,750 + VAT as the Auditor's remuneration for the audit of the separate and consolidated annual financial statements for the year 2025, prepared in accordance with International Financial Reporting Standards. Out of total remuneration, EUR 457,500 + VAT shall be paid in consideration of the audit of the separate annual accounts and EUR 320,250 + VAT shall be the fee payable for the audit of the consolidated annual accounts.

## Resolution proposal No. 4/2/2025

The Annual General Meeting is electing Ernst & Young Ltd. (001165, H-1132 Budapest, Váci út 20.) for the audit of the Company's sustainability reports for the 2025 business year to provide assurance at the general meeting approving the report for the 2025 business year, but no later than 30 April 2026. The Annual General Meeting approves the nomination of Zsolt Kónya (No. 007383 chartered auditor), as the auditor responsible for the audit of the sustainability reports, and in the event of unavoidable impediment, to appoint Zsuzsanna Szépfalvi (No. 005313 chartered auditor), as the auditor responsible for the audit.



# Item 5 on the Agenda

Proposal on the amendment of Article 4, Article 8 Section 3 and Article 11/A Section 2 of the of the OTP Bank Plc.'s Articles of Association

Presented by: dr. Bálint Csere

**Managing Director** 

# Summary of the proposal

The amendments affect the following parts of the Articles of Association:

- Amendment due to change in TEÁOR numbers (ARTICLES OF ASSOCIATION Article 4)
- Deletion of the 12-month limitation on the validity period of the general meeting proxy (ARTICLES OF ASSOCIATION Article 8 Section 3)
- Complementing the tasks of the Audit Committee (ARTICLES OF ASSOCIATION Article 11/A Section 2)

## [The Company's activities]

```
The Company's core activity:
TEÁOR 64.19 Other monetary intermediation
The Company's other activities:
(TEÁOR 64.91) Financial leasing
(TEÁOR 64.99) Other financial service activities, except insurance and pension
                funding n.e.c.
(TEÁOR 66.12) Security and commodity contracts brokerage
(TEÁOR 66.19) Other activities auxiliary to financial services, except insurance and
                pension funding
(TEÁOR 66.22) Activities of insurance agents and brokers
(TEÁOR 66.30) Fund management activities
(TEÁOR 69.20) Accounting, bookkeeping and auditing activities, tax consultancy
(TEÁOR 68.20) Renting and operating of own or leased real estate
(TEÁOR 85.59) Other education n.e.c.
(TEÁOR 56.29) Other food service activities
```

## The Company's core activity:

6419'25 Other monetary intermediation

## The Company's other activities:

1723'25 Manufacture of paper stationery

1812'25 Other printing

1813'25 Pre-press and pre-media services

1814'25 Binding and related services

1820'25 Reproduction of recorded media

4941'25 Freight transport by road

4942'25 Removal services

5210'25 Warehousing and storage

5221'25 Service activities incidental to land transportation

5224'25 Cargo handling

5225'25 Logistics service activities

5226'25 Other support activities for transportation



5320'25 Other postal and courier activities

5520'25 Holiday and other short-stay accommodation

5811'25 Publishing of books

5813'25 Publishing of journals and periodicals

5819'25 Other publishing activities, except software publishing

6020'25 Television programming, broadcasting and video distribution activities

6039'25 Other content distribution activities

6220'25 Computer consultancy and computer facilities management activities

6290'25 Other information technology and computer service activities

6310'25 Computing infrastructure, data processing, hosting and related activities

6492'25 Other credit granting

6499'25 Other financial service activities, except insurance and pension funding n.e.c.

6612'25 Security and commodity contracts brokerage

6619'25 Other activities auxiliary to financial services, except insurance and pension funding



6622'25 Activities of insurance agents and brokers

6630'25 Fund management activities

6820'25 Rental and operating of own or leased real estate

6920'25 Accounting, bookkeeping and auditing activities; tax consultancy

7491'25 Patent brokering and marketing service activities

7499'25 All other professional, scientific and technical activities n.e.c.

8009'25 Security activities n.e.c.

8292'25 Packaging activities

8559'25 Other education n.e.c.

9510'25 Repair and maintenance of computers and communication equipment

#### Justification:

In line with the amendment of the new, EU-wide numbering of the Unified Sectoral Classification System of Economic Activities (TEÁOR) on 1 January 2025, the new TEÁOR numbers for both the Bank's main activity and its other activities will be introduced in Article 4 of the Articles of Association.

## [The Company's General Meeting]

8.3. The shareholders may exercise their right to participate and vote at the General Meeting either in person or through a proxy. The letter of proxy must be presented in the form of a notarized document or a private deed of full probative force, and a copy must be handed over at the place and during the period specified in the announcement on the convening of the General Meeting. The letter of proxy may be valid for one general meeting or for a specified period, but for a maximum of twelve months. The letter of proxy – in the absence of a provision to the contrary – shall extend to a general meeting convened to continue a suspended general meeting, or a general meeting that has been reconvened due to lack of quorum

#### Justification:

In line with the amendment of the General Terms of the Budapest Stock Exchange Plc. which stipulates as Listing and continued trading condition, the 12-month limitation on the validity period of the power of attorney granted to represent a shareholder at the general meeting will be deleted. This allows any shareholder to grant a power of attorney to represent him/her at the general meeting, even for several years and several general meetings, with a single document, without having to renew this power of attorney annually. The amendment proposal concerns Article 8 Section 3 of the Articles of Association.

### [Audit Committee]

11/A.2. The Audit Committee <u>performs its duties as specified in the legislation, in particular,</u> assists the Supervisory Board with the auditing of the financial reporting system, with the selection of an auditor and cooperation with the auditor, monitor the effectiveness of the Company's internal quality control and risk management systems and its financial reporting process and submit recommendations or proposals where deemed necessary, monitor the statutory audit of the annual and consolidated annual account, furthermore review and monitor the independence of licensed statutory auditors or the audit firms in accordance with the relevant legislation.

In addition, in relation to the sustainability report, it monitors the effectiveness of internal controls affecting sustainability reporting, the sustainability reporting process, the activities aimed at providing assurance on the sustainability report and the consolidated sustainability report and formulates recommendations if necessary. It monitors the independence of the auditor selected to provide assurance on the sustainability report, and informs the General Meeting about the results of the activities aimed at providing assurance on the sustainability report, presenting its contribution to the integrity of the report.

#### Justification:

With regard to corporate reporting related to sustainability, the tasks of the Audit Committee had been supplemented by the amendment to the Credit Institutions Act. In addition to complying with the amendment to the law, we propose to supplement Article 11/A Section 2 of the Articles of Association with a general provision, partly in order to address the amendment to the current law and partly in order to address any future amendments that are not yet known, in such a way that it is recorded that the Audit Committee carries out its activities in accordance with the provisions of the law.



# OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

#### **RESOLUTION PROPOSAL**

## Resolution proposal No. 5/1/2025

The Annual General Meeting decides to amend the Articles of Association by way of a single resolution in accordance with the proposal of the Board of Directors.

## Resolution proposal No. 5/2/2025

The Annual General Meeting approves the amendment of Article 4, Article 8 Section 3 and Article 11/A Section 2 of the Articles of Association in accordance with the proposal of the Board of Directors, as per the annex to the minutes of the Annual General Meeting.



Item 6 on the Agenda

Proposal on the group-level remuneration guidelines of OTP Bank Plc.

Presented by: dr. József Vörös

Chairman of the Remuneration Committee

### Application of the Remuneration Guidelines at the Banking Group, parties involved in controlling the Remuneration Policy

- The Remuneration Policy is an essential element of the corporate governance system.
- The Remuneration Guidelines defining the operation of the Remuneration Policy are approved by the General Meeting of OTP Bank Plc on a consultative basis.
- OTP Bank Plc., as the controlling credit institution, provides for the operation of the Remuneration Policy at group level. Pursuant to the relevant provisions of the Credit Institutions Act, determining the personnel scope of the remuneration policy is the task and responsibility of the credit institution.

## **Remuneration Policy governance structure**

#### **Remuneration Committee**

- Supporting the work of the Supervisory Board of OTP Bank Plc. in matters regarding remuneration policy.
- Its task is to draw up recommendations and suggestions in order to develop, operate and control the Banking Group's comprehensive remuneration policy.

#### **Risk Assumption and Risk Management Committee**

- Its task is to examine the established remuneration system from the point of view of the credit institution's risks, capital and liquidity situation, and the probability and schedule of income.
- In connection with the operation of the remuneration policy, the identification of managers who have a significant influence on the risk profile and the supervision of the exemption procedure.

#### • Legislative background:

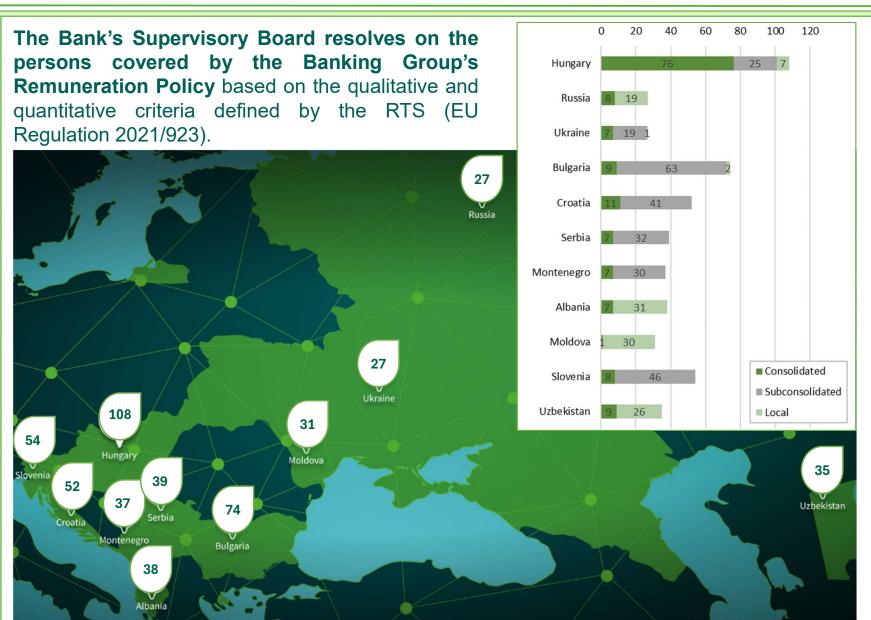
- ✓ CRD V/CRR (Capital Requirements Directive / Regulation)
- ✓ Credit Institutions Act (Act CCXXXVII of 2013)

#### **Supervisory Board**

- Issuance of the Banking Group's Remuneration Policy.
- Approval of the guidelines relevant to the remuneration structure.
- Establishing the institutional and personnel scope, the fixed and variable remuneration rates. The institutional scope covers all companies under consolidated supervision of the Banking Group.
- Approval of the basic criteria for the performance measurement system and performance evaluation, and of the target value for the key performance assessment indicator (RORAC+) for the assessed year.
- Determination of the amount available for performance-based remuneration within the Banking Group.
- Determination of the conditions for share-based benefits.
- Ex-post risk assessments, determination of eligibility for deferred instalments.
- ✓ Regulatory Technical Standards (EU Regulation 2021/923)
- ✓ EBA/GL/2021/04 Guidelines on sound remuneration policies
- ✓ MNB Recommendation 4/2022 (IV.8) on remuneration policy



#### Currently 522 employees fall under the personnel scope at the OTP Group



From the identified 522 positions in the Group for 2025

- 150 were identified on consolidated,
- 256 on subconsolidated, and another
- 116 on local level.

After defining the personnel scope in February, the Bank reviews it several times year, taking into account the organizational changes.



### Basic principles regarding the remuneration structure, performance-based remuneration ratio

**Basic principles regarding the remuneration structure:** 

Ensuring short- and medium-term profit orientation

Ensuring professional recognition

Ensuring longterm commitment Coordinating management and shareholder interests

Prudent fixed-moving ratio

Competitive compensation

Remuneration in line with market trends

The members of the Board of Directors and the Supervisory Board receive a fixed amount of honorarium in their capacity, they do not receive performance-based remuneration. The remuneration of additional personnel covered by the remuneration policy consists of basic remuneration and performance-based remuneration. The basic remuneration cannot depend on the performance of the beneficiaries or on the employer's discretionary decision.

#### Factors determining the ratio of basic remuneration and performance-based remuneration:

- Function, size, complexity and position of the controlled unit within the institution
- The **general bonus pool** is the maximum amount that can be spent on performance-based remuneration with regard to the evaluated year, taking into account the performance of the Banking Group.
- The extraordinary bonus pool may only be opened on the basis of extraordinary business performance, with a decision of the Supervisory Board, for both OTP Bank and its subsidiary banks separately, taking into account the profitability of the previous business year. The maximum amount of bonus available under the extraordinary bonus pool may not exceed 50% of the performance-based remuneration determined under the general bonus pool, and the ratio of the performance-based remuneration may not exceed 100 percent of the basic remuneration even if the general bonus pool and the extraordinary bonus pool are both established.
- In the case of exceptional individual performance, some managers may receive additional payments not only when
  the extraordinary bonus pool is opened, but also by redistributing the performance-based remuneration between
  employees within the general bonus pool. However, in this case, the amount of the annual performance-based
  remuneration may not exceed 100% of the annual basic remuneration for any manager, i.e. 12 months.



		Levels							
		1st level		2nd level		3rd level		4th level	
		min.	max.	min.	max.	min.	max.	min.	max.
Institution	Business	30%	40%	20%	40%	11%	40%	0%	25%
	Support	-	-	20%	40%	0%	34%	0%	25%
	Control	-	-	20%	34%	0%	34%	0%	25%
Non-institution		14%	40%	7%	34%	0%	30%	-	-

Due to the characteristics of the labor market and to retain key employees, the Supervisory Board may, if justified, temporarily deviate from these bands.



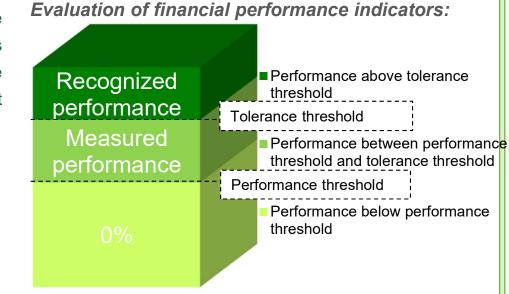
#### The method of performance assessment, the performance threshold and the tolerance threshold

Sdn

aries

**RORAC+**: The ratio of return on equity (ROE) to expected return (ER). The target values are determined by the Bank's Supervisory Board on the basis of the latest annual financial plan. It is applied in respect of the entire assessed business year, in the case of domestic and foreign credit institutions belonging to the consolidation circle at consolidated level.

### Defined based on the decision of the Supervisory **Board of OTP Bank Plc Institutional goals** Institutional goals **RORAC+** RORAC+ Local financial Cost-to-income PIC Market share indicators ank $\mathbf{m}$ Individual goals Individual goals Financial indicators Financial indicators **Objectives Objectives** Competencies Competencies Determined by employer's decision



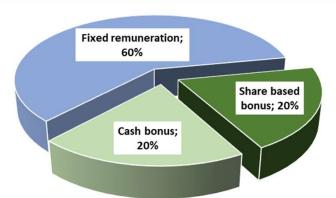
Financial indicators are assessed according to two thresholds (performance threshold, tolerance threshold).

Fulfillment of a given goal **below the performance threshold** means **0**% fulfillment, in which case the employee is not entitled to performance-based remuneration.

Performance between the performance threshold and the tolerance threshold means the actual evaluation of the indicator, in which case the employee is entitled to performance-based remuneration based on the measured performance.

In the case of *performance above the tolerance threshold*, in addition to the measured performance, **subjective considerations** may be taken into account in determining the value of the indicator between the tolerance threshold and 100%, acknowledging the actual effort of the employee to achieve the particular numerical goal.

#### Instruments of performance-based remuneration I.



Form of remuneration	Deferral rate	Period of the deferral
Cash (50%) and OTP shares or virtual shares (50%)	40% - 60% (60% for OTP Bank Plc.	min. 4 years (5 years for OTP Bank Plc.
The cade straines (5676)	Management Board)	Management Board)

The maximum ratio of performance-based remuneration – 40% – and its distribution with the application of the general bonus pool

- The conditions applicable to the award are determined by the Supervisory Board of OTP Bank in respect of both the non-deferred and deferred instalments. The determined conditions always consider the local laws applicable in the country of the subsidiaries.
- OTP Bank Plc.'s Supervisory Board is entitled to make decisions on the proportionate application of the
  rules set out in the remuneration guidelines in respect of the settlement of the performance-based
  remuneration of identified staff with certain exceptions whose annual performance-based remuneration
  does not exceed HUF 17.5 million and whose performance-based remuneration within total remuneration
  for the year represents a ratio of maximum 33.33%, and for identified employees of institutions that are not
  significant institutions. In the case of proportional application, deferral and share-based payment rules may
  be waived.

#### Instruments of performance-based remuneration II.

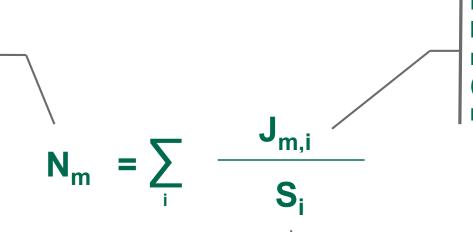


## In the case of share-based remuneration:

- The persons identified on consolidated level may choose between the preferentially priced share award and the remuneration converted into shares option. The persons identified on subconsolidated or local level are awarded remuneration converted into shares.
- In Hungary, all employees receive OTP ordinary shares as a share award.
- From 2021, virtual shares will be used in all foreign subsidiaries, but employees of subsidiaries within the European Union identified at the consolidated level will still receive deferred installments from previous years in the form of OTP ordinary shares.
- When applying virtual shares, the persons concerned receive in cash the equivalent (market) value of the shares that they would have received, subject to the rules on deferral.

#### Conditions of the share-based award

Maximum number of shares that may be acquired by an employee (m) in relation to the given remuneration year



Maximum amount of the sharebased performance remuneration of an employee (m) in the case of the given remuneration instalment (i)

## Value of the share award in relation to the given remuneration instalment (i):

- to be established by the Supervisory Board within 10 days prior to the settlement of the performance-based remuneration;
- the share prices of the instalments related to a given remuneration year (short-term, deferred) are determined at the same time;
- to be determined based on the average of the daily average-price of the ordinary shares issued by OTP Bank, as recorded by the Budapest Stock Exchange, on the three trading days preceding the date of the decision-making;
- in the case of the preferentially priced share award, the maximum purchase price discount is HUF 6,000, and the profit content achievable per share is a maximum of HUF 12,000 at the time of vesting the share award.

### **Employee Share Ownership Plan (ESOP) Organisation**

**Purpose:** to support the Bank Group's Remuneration Policy and encouraging employees

Established: in November 2016, by the Board of Directors of OTP Bank Plc.

**Participating subsidiaries:** OTP Bank Plc. (founder), OTP Jelzálogbank Zrt., OTP Lakástakarék Zrt., Merkantil Bank Zrt., Merkantil Bérlet Szolgáltató Kft., OTP Pénzügyi Pont Zrt., OTP Ingatlan Zrt., OTP Faktoring Zrt., OTP Ingatlan Befektetési Alapkezelő Zrt., OTP Alapkezelő Zrt. (affiliated subsidiaries) **Number of members:** ~771 persons, out of which ~94 identified under the Group Remuneration Policy

## The OTP Bank Employee Share Ownership Plan Organisation:

- In case of employees identified under the group remuneration policy it operates in full compliance with the Banking Group's remuneration policy, in accordance with the terms and conditions set out therein.
- The ESOP remuneration policy that determines the operation is adopted by the Supervisory Board (identified positions) and by the Management Committee (non-identified employees) of OTP Bank Plc.
- It creates member's holdings for the members from the assets provided by the founder and the affiliates.
- It provides for settlement of the performance-based remuneration to its members provided that the conditions prescribed in the remuneration policy (result of the performance assessment, retrospective assessment of risks) are fulfilled.
- Starting from 2018, a further group of employees beyond the persons identified under the Banking Group's remuneration policy participate in the ESOP Organization.





# OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

### **Resolution Proposal**

## Resolution proposal No. 6/2025

The Annual General Meeting, on a consultative basis, approves in line with the annex of the resolution the group-level remuneration guidelines of OTP Bank Plc. and requests the Supervisory Board of the Company to define the rules of the Banking Group's remuneration policy in detail, in line with the group-level remuneration guidelines.



Item 7 on the Agenda

**Election of the member of the Supervisory Board** 

Presented by: Tibor Tolnay

Chairman of the Nomination Committee

### **Election of the member of the Supervisory Board**

According to the Articles of Association of OTP Bank, the audit of the management of OTP Bank is carried out by a Supervisory Board of 5-9 members. Pursuant to Sections 3:124-125 of the Civil Code, if the number of full-time employees of the company exceeds two hundred on an annual average, one third of the Supervisory Board consists of employee delegates. The employee delegates are appointed by the works council in accordance with the provisions of the law.

The members of the Supervisory Board shall be elected by the General Meeting for a uniform indefinite term or for a fixed term of three years; In the latter case, the mandate lasts until the general meeting that closes the third financial year following the election. The mandate of the new member of the Supervisory Board elected during this period will last until the expiry of the mandate of the Supervisory Board. The General Meeting may not elect the members of the Board of Directors and their relatives as members of the Supervisory Board.

Groupama Group has indicated to OTP Bank that, instead of Olivier Péqueux, the current independent member of the Supervisory Board, it intends to delegate a new member to the Supervisory Board of OTP Bank Plc. in the person of Mrs. Catherine Paule Granger-Ponchon, whose election is also supported by the Nomination Committee of OTP Bank.



Catherine Paule Granger-Ponchon

external, independent SB candidate

She completed her studies at the Paris Institute of Political Studies and HEC (École des hautes études commerciales de Paris), where she specialized in finance.

Between 2000 and 2010, she worked at Citigroup's European investment banking division, where, as director of the financial institutions group, she participated in the acquisition and sale of several French banks and insurance companies. Subsequently, as head of M&A at Groupama SA, she led the group's divestment program, which included the sale of several subsidiaries.

From 2012 to 2017, she was head of corporate finance and M&A at Groupama SA, where she dealt with the group's external and internal financing, as well as the monitoring of strategic investments.

Between 2017 and 2024, she was the financial and risk director of Gan Assurances, Groupama's French subsidiary, where she also performed the actuarial function, and from 2021 to 2024, she was deputy CEO responsible for finance, risk management, and strategy.

Since July 2024, she has been working at Groupama Assurances Mutuelle as deputy CEO, responsible for international subsidiaries.





# OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

#### RESOLUTION PROPOSAL

# Resolution proposal No. 7/2025

The Annual General Meeting elects Mrs. Catherine Paule Granger-Ponchon as member of the Supervisory Board of the Company until the Annual General Meeting of the Company closing the 2025 business year, but not later than 30 April 2026.



Item 8 on the Agenda

**Election of the member of the Audit Committee** 

Presented by: Tibor Tolnay

Chairman of the Nomination Committee

#### **Election of the member of the Audit Committee**

The Company's General Meeting elects an Audit Committee consisting of at least 3 members from the independent members of the Supervisory Board. At least one member of the Audit Committee must have a professional qualification in accounting or auditing, a condition currently fulfilled by Mr. Tamás Gudra's membership.

Groupama Group has indicated to OTP Bank that, instead of Olivier Péqueux, the current independent member of the Supervisory Board and Audit Committee, it intends to delegate a new member to the Supervisory Board of OTP Bank Plc. in the person of Mrs. Catherine Paule Granger-Ponchon.

Considering that Mr. Olivier Péqueux's membership in the Supervisory Board of OTP Bank has ended, and consequently his membership in the Audit Committee of OTP Bank has also ceased, the Nomination Committee of OTP Bank supports that in the event of her election as an independent member of the Supervisory Board of OTP Bank, Mrs. Catherine Paule Granger-Ponchon should also be elected as a member of the Audit Committee of OTP Bank.



Catherine Paule Granger-Ponchon external, independent AC candidate

She completed her studies at the Paris Institute of Political Studies and HEC (École des hautes études commerciales de Paris), where she specialized in finance.

Between 2000 and 2010, she worked at Citigroup's European investment banking division, where, as director of the financial institutions group, she participated in the acquisition and sale of several French banks and insurance companies. Subsequently, as head of M&A at Groupama SA, she led the group's divestment program, which included the sale of several subsidiaries.

From 2012 to 2017, she was head of corporate finance and M&A at Groupama SA, where she dealt with the group's external and internal financing, as well as the monitoring of strategic investments.

Between 2017 and 2024, she was the financial and risk director of Gan Assurances, Groupama's French subsidiary, where she also performed the actuarial function, and from 2021 to 2024, she was deputy CEO responsible for finance, risk management, and strategy.

Since July 2024, she has been working at Groupama Assurances Mutuelle as deputy CEO, responsible for international subsidiaries.



# OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

#### RESOLUTION PROPOSAL

# Resolution proposal No. 8/2025

The Annual General Meeting elects Mrs. Catherine Paule Granger-Ponchon as member of the Audit Committee of the Company until the Annual General Meeting of the Company closing the 2025 business year, but not later than 30 April 2026.



# Item 9 on the Agenda

Determination of the remuneration of the members of the Board of Directors, the Supervisory Board and the Audit Committee

Presented by: dr. József Vörös

Chairman of the Remuneration Committee

#### Determination of the remuneration of the members of the Board of Directors, the Supervisory Board and the Audit Committee

The remuneration of the members of OTP Bank's **Board of Directors**, **Supervisory Board** and the **Audit Committee** is **determined** by the General Meeting.

The current remuneration of members of these governing bodies was determined by resolutions No. 9/2016 and 7/2024 of the General Meeting. The remuneration of the members of the Board of Directors consists of a fixed amount monthly honorarium and a monthly fixed number of ordinary shares, while in the case of the Supervisory Board it consists of a fixed-amount honorarium. The members of Audit Committee do not receive any remuneration.

The purpose of the share-based part of the Board of Directors' remuneration is to have a remuneration which appropriately reflects the performance of the Bank all the time. Accordingly, **it is still not advised to change the honorarium of the members of the Board of Directors** set by resolution No. 9/2016 of the General Meeting.

In the case of the members of the Supervisory Board, the honorarium does not include a share-based component, its amount was reviewed last year for the last time. Considering that the complexity of the operation increased further, it is advised to review the honorarium of the Supervisory Board and to determine it as of 25 April 2025 as follows:

Chairman of the Supervisory Board: HUF 5,500,000

Deputy Chairman of the Supervisory Board: HUF 4,750,000

members of the Supervisory Board: HUF 4,200,000

In the case of the Audit Committee – considering that its members are also members of the Supervisory Board – no remuneration is proposed.





# OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

#### **RESOLUTION PROPOSAL**

## Resolution proposal No. 9/2025

The Annual General Meeting does not modify the honorarium of the members of the Board of Directors as determined in resolution No. 9/2016 of the Annual General Meeting, while it determines the monthly remuneration of the members of the Supervisory Board as follows:

Chairman of the Supervisory Board: HUF 5,500,000

Deputy Chairman of the Supervisory Board: HUF 4,750,000

members of the Supervisory Board: HUF 4,200,000

The members of the Audit Committee are not to receive any remuneration.



# Item 10 on the Agenda

Information of the Board of Directors on the acquiring of own shares since the Annual General Meeting of 2024

Authorization of the Board of Directors to acquire the Company's own shares

Presented by: dr. Bálint Csere

**Managing Director** 

### Main aims of treasury share purchase

The OTP Bank Plc. is necessary to purchase treasury shares especially, but not exclusively, for these three reasons:

Remuneration aim	Developing and maintaining the Company's services provided to its customers	Optimization of the shareholders' equity
Supplying the shares necessary for the management incentives system	Price marking on the regulated market	Implementing transactions related to the optimization of the Company's capital

Pursuant to the relevant EU and Hungarian legislation, OTP Bank Plc. may only purchase treasury shares with the prior permission of the National Bank of Hungary (MNB).

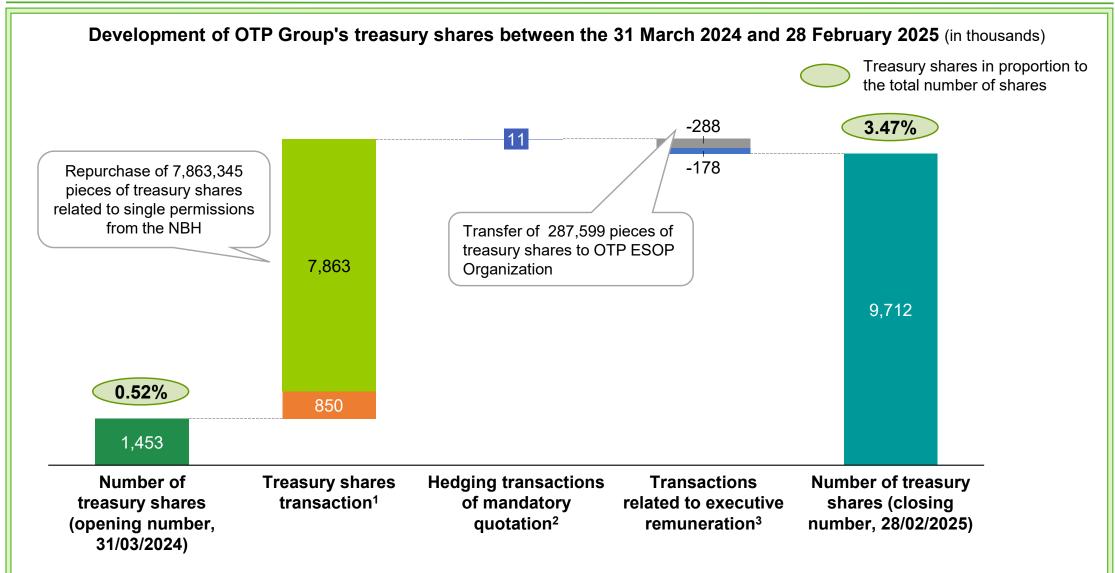
Valid MNB permits for the repurchase of OTP Bank Plc.'s own shares are:

General Prior Permission of MNB up to HUF 20 billion

3 Prior Permissions of MNB each up to HUF 60 billion



Between the 31 March 2024 and 28 February 2025, the number of treasury shares owned by OTP Group increased, mainly due to the single permissions granted by the National Bank of Hungary to repurchase own shares. On 28 February 2025 the proportion of own shares stood at 3.47%.



<sup>&</sup>lt;sup>1</sup> Treasury share transactions: in order to facilitate transactions within the framework of the remuneration policy and capital management transactions based on single permissions from the National Bank of Hungary between 31 March 2024 and 28 February 2025

<sup>&</sup>lt;sup>3</sup> Transactions related to share benefits provided to the personnel defined by the remuneration policy between 31 March 2024 and 28 February 2025



<sup>&</sup>lt;sup>2</sup> Due to the hedging related to the market making activity, the inventory increased by 11,446 pieces



# OTP BANK ANNUAL GENERAL MEETING

**Translation of the Hungarian presentation** 

25 April 2025

#### **RESOLUTION PROPOSAL**

Our authorization received in 2025 will expire on 26 October 2025, therefore we ask for the usual authorization from the Annual General Meeting.

# Resolution proposal No. 10/2025

The Annual General Meeting, based on Subsection 1 of Section 3:223 of Act V of 2013 on the Civil Code, hereby authorizes the Board of Directors of OTP Bank Plc. (hereinafter referred to as "Company") to acquire own shares of the Company especially, but not exclusively, for the purpose of supplying the shares necessary for the management incentives system that is in operation at the Company, developing and maintaining the services provided to customers, and executing transactions related to optimization of the Company's capital.

The Board of Directors is authorized to acquire a maximum of as many ordinary shares issued by the Company with a nominal value of HUF 100 that is one hundred forints, as ensures that the portfolio of own shares, in respect of the measure stipulated in the relevant permissions of the Magyar Nemzeti Bank, does not exceed 70,000,000 shares at any moment in time.

Should the acquisition of own shares take place in a reciprocal transaction, then the consideration applied in such transaction may be a minimum of the share's nominal value, and it can be no more in the case of a transaction outside a trading venue (OTC) than 150% of the highest price recorded on the Budapest Stock Exchange on the day before the transaction, or in the case of a transaction concluded on a trading venue (regulated market, multilateral trading facility or organised trading facility) than 120% of the closing price recorded on the Budapest Stock Exchange on the day before the transaction. The Board of Directors may exercise its rights set forth in this mandate until 25 October 2026. The mandate set forth in the decision of the Annual General Meeting resolution no. 8/2024 shall lose its effect upon the passing of this resolution.

Under Section 3:222.§ (1) of the Civil Code limited companies shall be entitled to acquire their own shares up to twenty-five per cent of the share capital.