OTP Group
Investor Presentation

OTP Group has maintained strong profitability, capital adequacy and liquidity

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Chief Financial and Strategic Officer

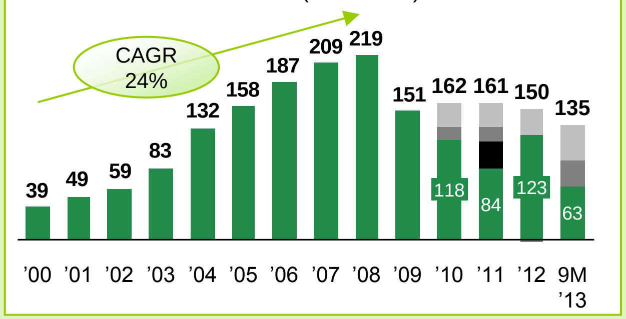
Content

After many years of high growth and high profitability before the crisis, OTP has proved to be resilient to the crisis demonstrating sustainable earning capacity over the business cycle

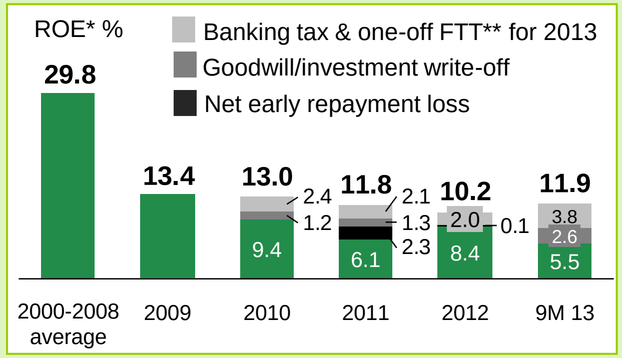
Strong and resilient profitability

Steadily improving profit after tax until 2008; OTP's average pre-crisis ROE was twice as high as the industrial average and still compares favourably to its peers

Consolidated Net Profits* (HUF billion)



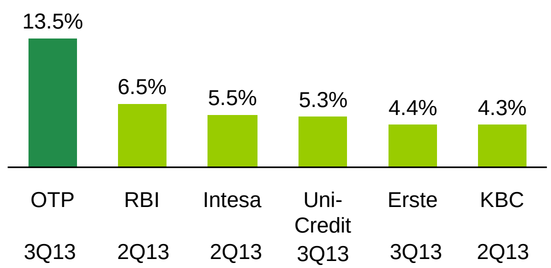
ROE* %



Outstanding capital strength

Consolidated CAR at 20.0%, Tier1 at 17.2%; OTP Bank standalone CAR under local regulation at 22.8%. All major indicators are better than for regional peers without any external capital enhancement

Tangible equity/tangible assets rates in international comparison**



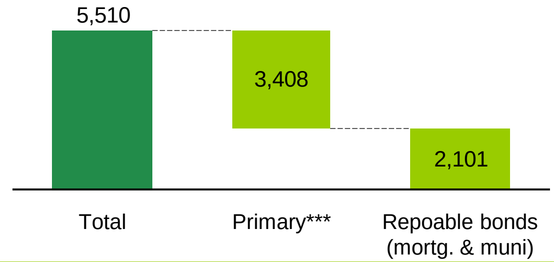
OTP Group consolidated capital adequacy ratios (IFRS)

(Basel 2)	2009	2010	2011	2012	3Q 13
CAR	17.2%	17.5%	17.3%	19.7%	20.0%
Tier1	13.7%	14.0%	13.3%	16.0%	17.2%
Core Tier1	12.0%	12.5%	12.0%	14.7%	15.9%

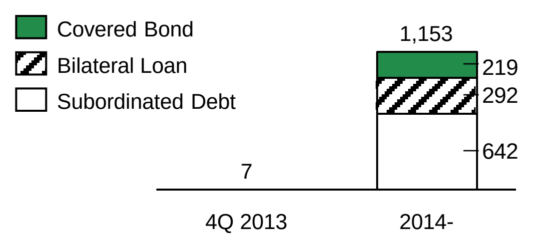
Strong liquidity position

Total liquidity buffer reached EUR 5.5 billion equivalent – more than 4 times higher than all outstanding external FX redemptions of OTP Group

Total liquidity breakdown
(30 September 2013, in EUR million equivalent)



OTP Group FX maturities
(30 September 2013, in EUR million equivalent)



* Calculated from the Group's adjusted net profit, excluding cons. dividends and net cash transfers, the result of the sale of OTP Garancia in 2008, the profit impact of goodwill/investment write-offs, the result of the strategic open FX position between 2007 and 2009, the bank tax from 2010, the net early repayment loss (including the revaluation result of the hedging FX position) in 2011 and the one-timer payment compensating the underperformance of the financial transaction tax recognized in 2Q 2013 . ** One-timer payment compensating the underperformance of the financial transaction tax.
**Source: Bloomberg, OTP ***Bonds issued by the National Bank of Hungary + government bonds + liquid asset surplus within 1 month

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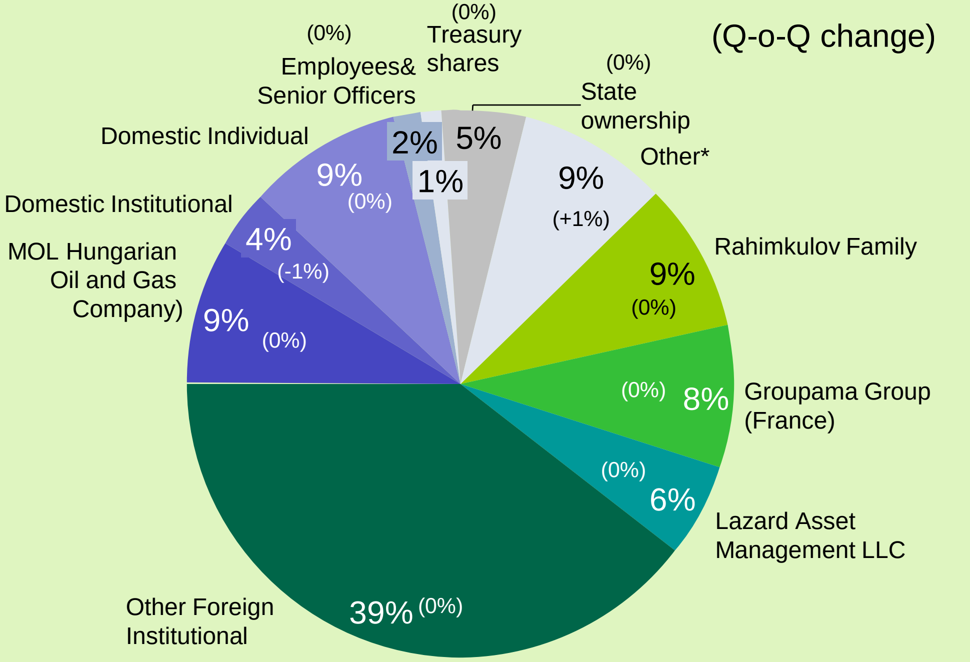
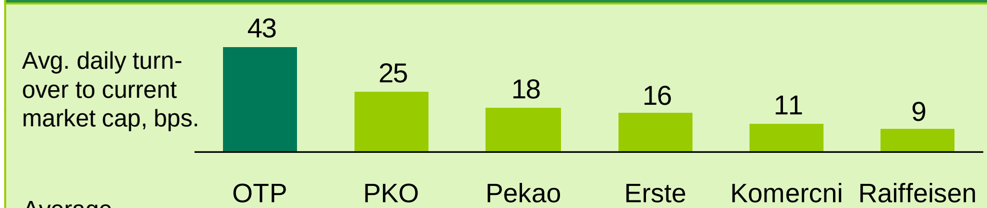
OTP offers a unique investment opportunity to access the CEE banking sector as a well diversified, transparent player without strategic investors

Ownership structure of OTP Bank, as of 30 September 2013



OTP is one of the most liquid stock in a peer group comparison in terms of average daily turnover**



	OTP	PKO	Pekao	Erste	Komercni	Raiffeisen
Average daily turnover in EUR million	18	30	21	18	7	5

Key features

Total number of ordinary shares: 280,000,010, each having a nominal value of HUF 100 and representing the same rights

Diversified ownership structure without strategic investors

No state involvement, the Golden Share was abolished in 2007

The most important individual stakeholders: Groupama Group, MOL and the Rahimkulov family, with each of them below 10% stake

OTP Group's Capabilities

'Best Bank in Hungary in 2008, 2009, 2010, 2012 and 2013'

'Best Emerging Market Bank 2013'

'Bank card and Corporate bank card of the Year 2011'

'Bank of the year 2012'
'Mobile application of the year 2012'
‚The most active bank in the area of developing financial culture in 2012'

'The Best Investor Relations in Hungary'

'The Best Private Banking Services in Hungary and Montenegro'

'Best Private Bank in Hungary'
'Best Private Bank in CEE'
(World Ranking: 177)

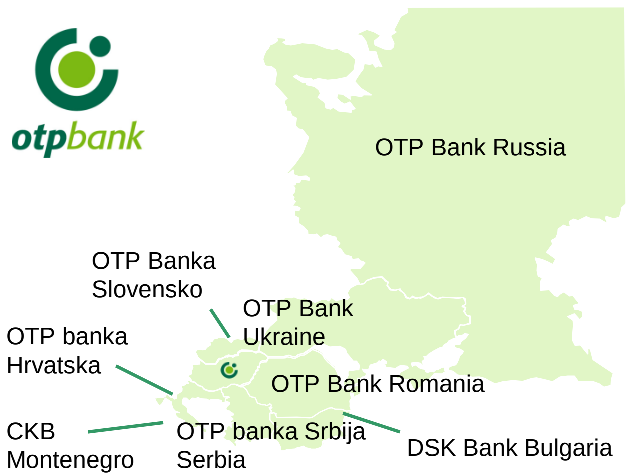
Index Member of CEERIUS

'The Best domestic Bank in Hungary and Montenegro 2011'

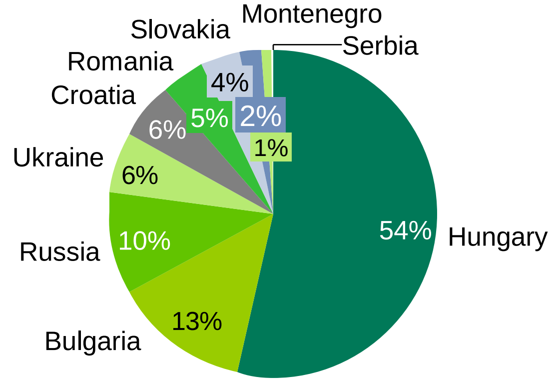
* Foreign individuals and non-identified shareholders.
** in the last half year (end date: 12 November 2013) on the primary stock exchange

OTP Group is offering universal banking services to more than 13 million customers in 9 countries across the CEE Region

Major Group Members in Europe



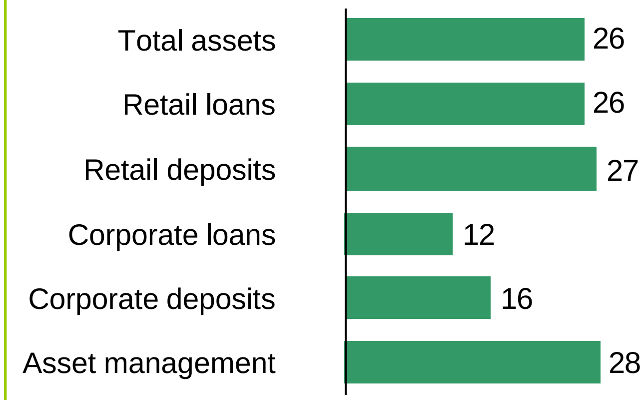
Total Assets



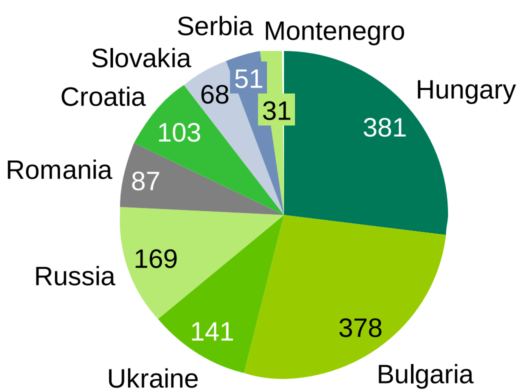
Total Assets: HUF 10,060 billion

Systemic position in Hungary…

3Q 2013 market share (%)

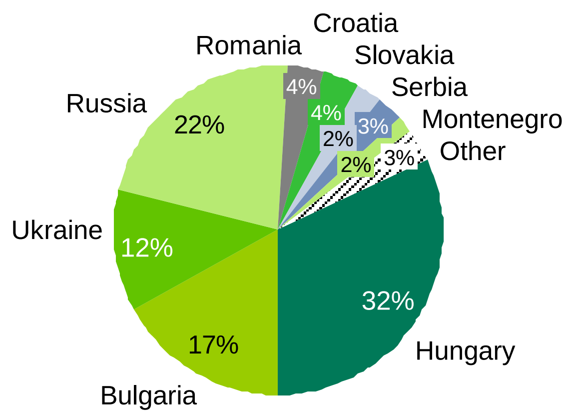


Number of Branches



Total number of branches: 1,409

Headcount



Total headcount: 26,811*

… as well in other CEE countries

Bulgaria
- No 2 in Total assets
- No 1 in Retail deposits
- No 1 in Retail loans

Russia
- No 2 in POS lending
- No 6 in Credit card business
- No 30 in Cash loan business

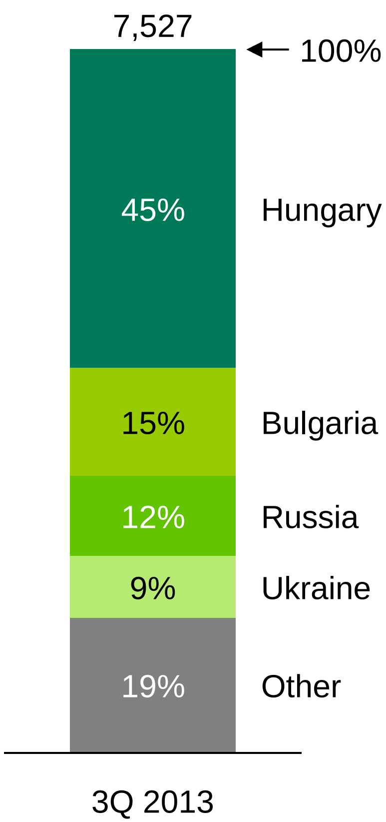
Montenegro
- No 1 in Total assets

* Excluding selling agents employed at OTP Bank Russia and at OTP Bank Ukraine.
Source: OTP Bank Plc.

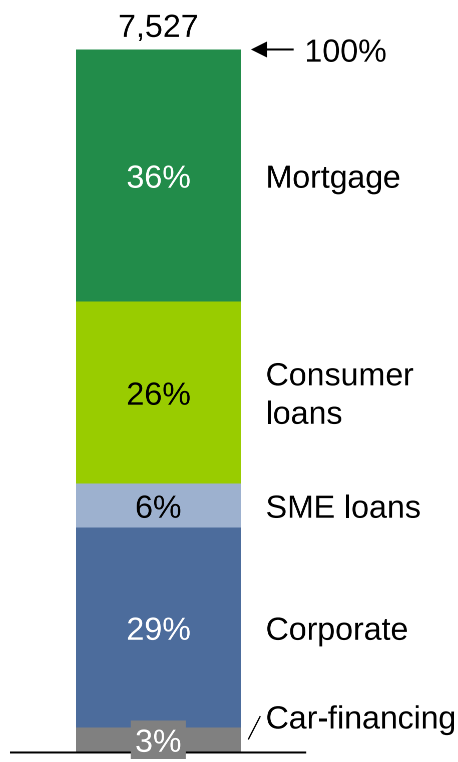
The loan book is still dominated by Hungary and tilted to secured retail lending. Almost 65% of the total book is invested in countries with stable earning generating capabilities, the rest is in markets with high growth potential

Breakdown of the consolidated loan book
(in HUF billion)

By countries

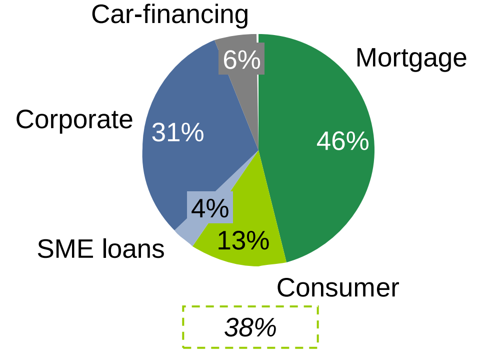


By products

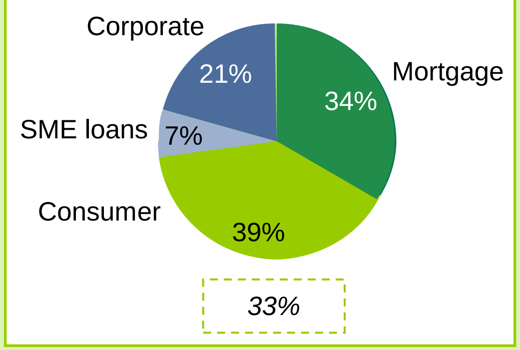


Share of FX in Retail: 35%

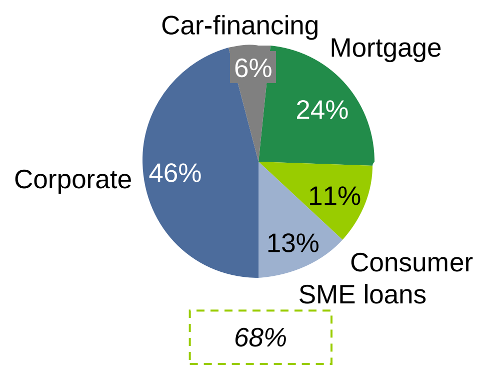
OTP Core* (Hungary)



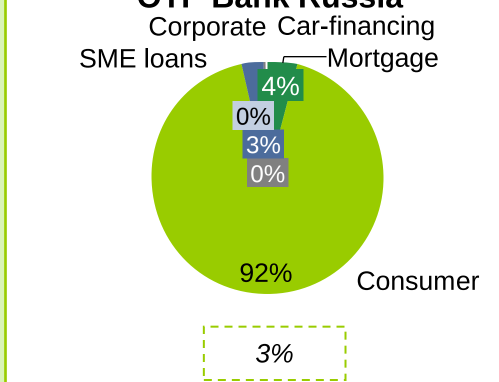
DSK Bank (Bulgaria)



OTP Bank Ukraine



OTP Bank Russia



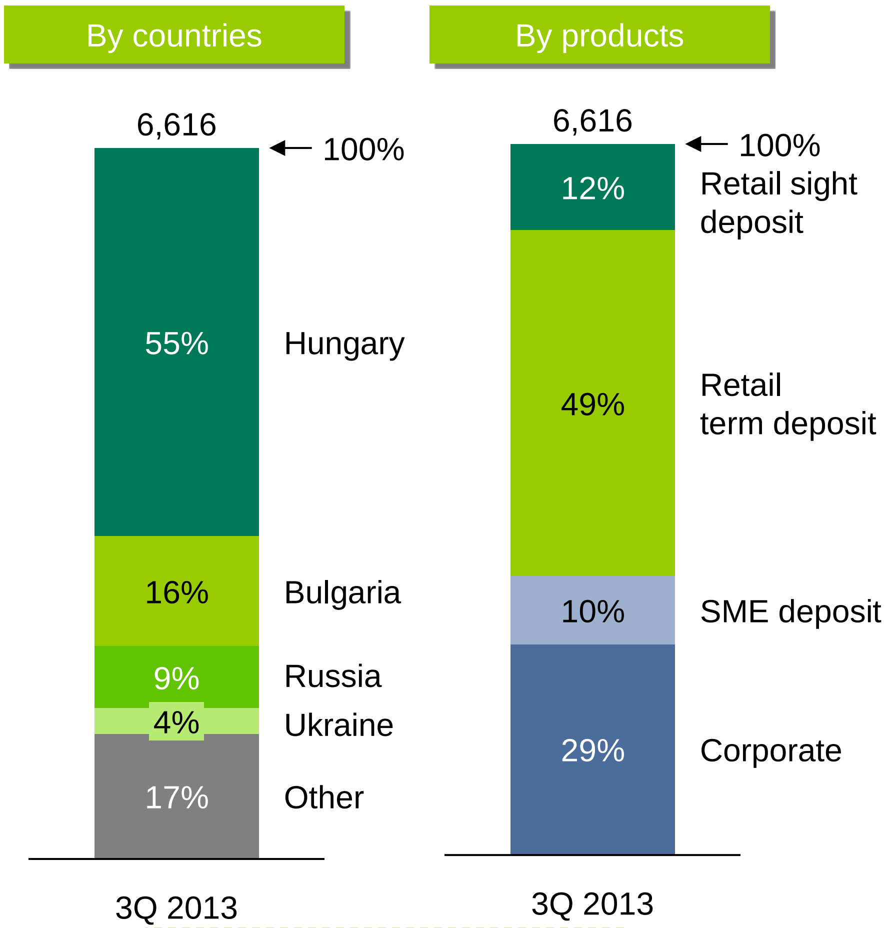
Main characteristics of the mortgage book:

- Strict underwriting policies resulting in low average LTV ratios (app. 75-80%), relatively short maturities (avg. estimated at 15 years) and smaller ticket size
- No subprime practice at all
- High home-ownership ratio in the region supports strong repayment discipline

* Including Merkantil Bank and Merkantil Car (Hungary).

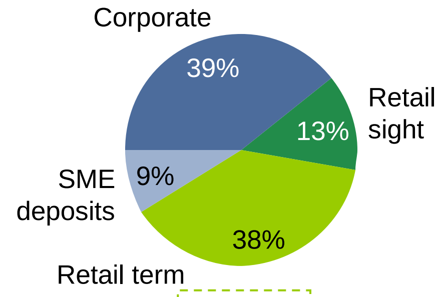
In the deposit book Hungary and retail is even more dominant, together with DSK (Bulgaria) it represents a traditional and stable funding source

Breakdown of the Consolidated deposit base
(in HUF billion)



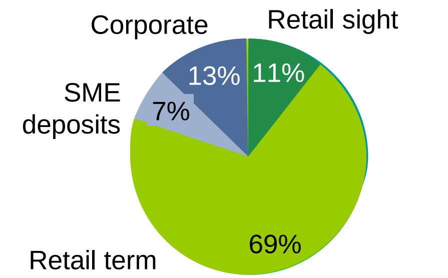
Share of FX in Retail: 27%

OTP Core (Hungary)



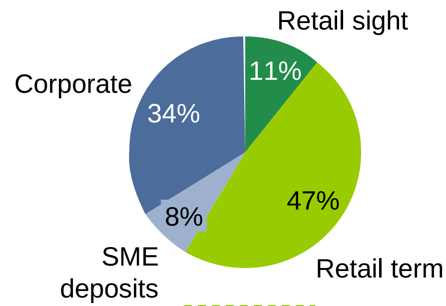
17%

DSK Bank (Bulgaria)



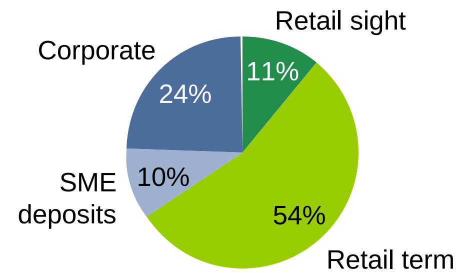
28%

OTP Bank Ukraine



64%

OTP Bank Russia



19%

- Stable sight deposit base carrying basically no interest expense
- Share of sight deposits within Retail: 20%
- Retail bond issuance in Hungary (as a deposit alternative, 3Q 2013 volume: HUF 94 billion (cca. EUR 0.3 billion, - HUF 30 billion q-o-q, - HUF 194 billion y-o-y)

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30% average pre-crisis ROE and 21% CAGR for assets; flat total assets and ROE* between 10-13% during the crisis as a result of strong revenue margins and strict cost control

Average

CAGR

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	9M 13
ROE*	31.6%	32.6%	30.3%	31.1%	35.3%	32.3%	27.9%	24.7%	22.5%	13.4%	13.0%	11.8%	10.2%	11.9%
									29.8%	Accoun-ting:	9.4%	6.1%	8.4%	5.5%
ROA*	2.0%	2.3%	2.4%	2.7%	3.5%	3.4%	3.0%	2.7%	2.5%	1.6%	1.7%	1.6%	1.5%	1.8%
									2.7%	Accoun-ting:	1.2%	0.8%	1.2%	0.8%
Total Revenue Margin	7.60%	7.88%	8.24%	8.55%	9.49%	9.28%	8.03%	8.09%	8.22%	7.93%**	8.03%**	8.12%**	8.31%**	8.63%**
									8.38%					
Net Interest Margin	5.03%	5.23%	5.36%	5.70%	6.84%	6.34%	5.81%	5.64%	5.79%	6.17%	6.16%**	6.31%**	6.40%**	6.55%**
									5.75%					
Net Fee & Commission Margin	1.68%	1.85%	2.02%	2.00%	1.86%	2.11%	1.55%	1.71%	1.58%	1.39%	1.40%	1.43%	1.49%	1.62%
									1.82%					
...														
Risk Cost Rate	0.89%	0.81%	0.82%	0.64%	0.70%	0.95%	0.62%	0.82%	1.69%	3.57%	3.69%	2.95%	3.11%	3.18%
									0.88%					
Costs / Average Assets Ratio	4.88%	4.81%	4.96%	4.87%	4.98%	4.59%	4.01%	4.26%	4.08%	3.65%	3.62%	3.76%	3.89%	4.11%
									4.60%					
Core Tier1 ratio ***	-	16.6%	17.1%	13.3%	13.5%	11.0%	4.2%	6.5%	9.5%	12.0%	12.5%	12.0%	14.7%	15.9%
Total Assets in HUF billion	2,053	2,290	2,717	3,461	4,162	5,216	7,097	8,462	9,368	9,775	9,781	10,201	10,113	10,060
									20.9%					

*Calculated from the Group's adjusted after tax profit. From 2010 indicators calculated from the accounting profit are displayed, too.
**Adjusted for one-off revenue items.
*** Until 2004: consolidated CAR under Hungarian Accounting Standards. In 2005 and 2006 consolidated CAR under IFRS, estimation.

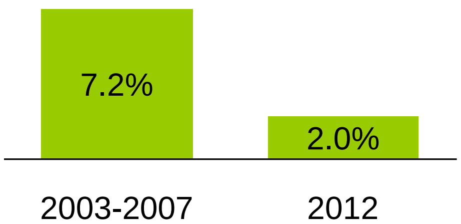
Content

Hungary

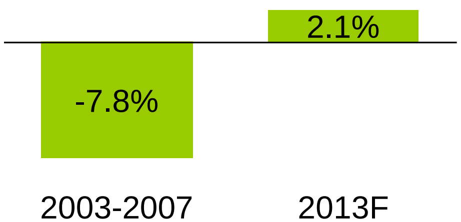
Balance indicators have improved substantially, 2013 GDP growth can be 0.7% on the back of strengthening domestic consumption, export growth and public investments, however investments fell to very low levels

Balance

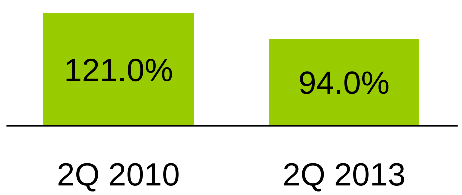
Budget deficit



Current account balance

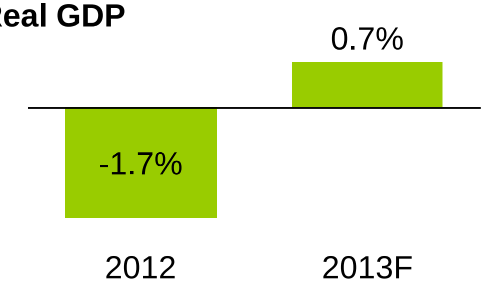


Gross external debt (in percent of GDP)

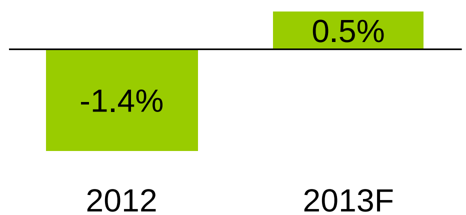


Growth

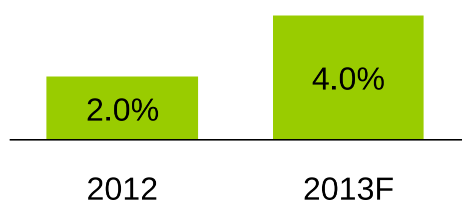
Real GDP



Household consumption

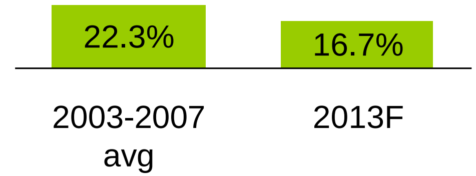


Export growth

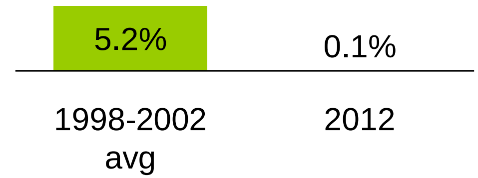


Investments

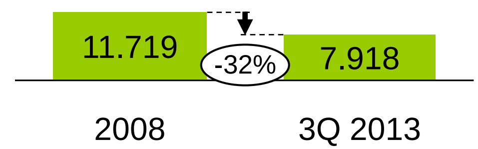
Investments to GDP



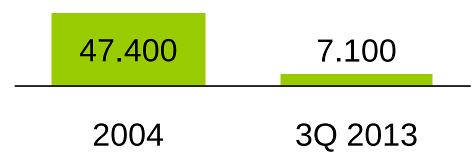
Net corporate FDI
(in percent of GDP, w/o the banking sector)



Credit institutions loans to Hungarian companies* (in HUF billion, FX adjusted)



Housing construction permits
(annualised)



Source: Central Statistical Office, Hungarian Financial Supervisory Authority, forecasts: OTP Research
* The estimate for volume changes is based on the Supervisory balance sheet data provision to the Hungarian Financial Supervisory Authority (HFSA), calculated from the „Loans to non-financial and other-financials companies" line, calculated at fixed FX rates as of 31/12/2012.

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Hungary

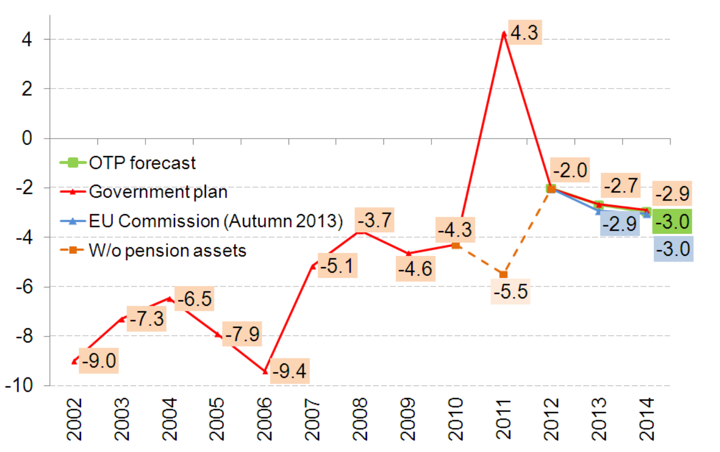
Imbalances disappeared, the budget deficit remained low, while the external surplus has improved further, resulting in sharp fall of external indebtedness

The government's deficit target is 2.7% of GDP for 2013 and 2.9% for 2014. In its fresh macroeconomic and fiscal forecast the European Commission sees somewhat higher deficits, but differences are very small. In 2013 the primary budget balance (1.3% of GDP) is the third best in the European Union.

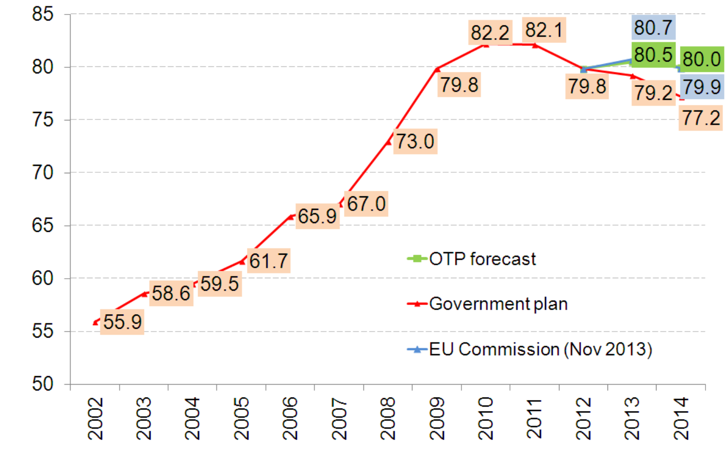
Public debt to GDP declined in the last two years, albeit this trend is forecast to turn into stagnation. The stable funding position made it possible for the Government and the National Bank to repay their outstanding EUR 2.9 billion obligation to IMF in August, ahead of the original 1Q 2014 schedule.

The external surplus improved further in 2012-2013. The headline Current Account Balance reaches 2% of GDP; the net external financing capacity exceeds 7% of GDP. The significant surplus resulted in a declining trend in all indicators of external indebtedness.

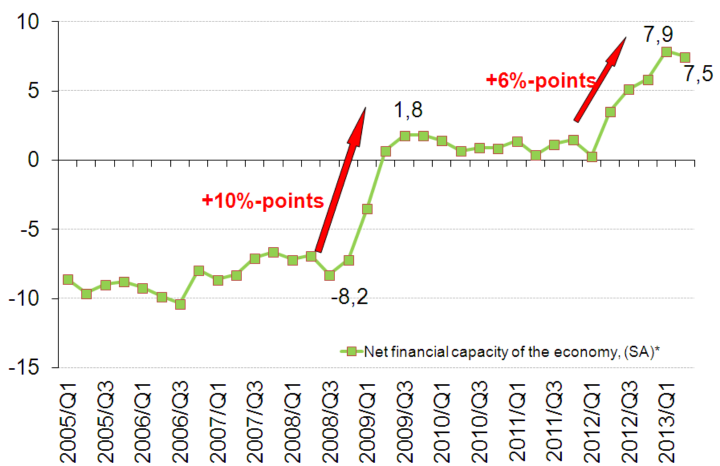
Budget balance (as % of GDP)



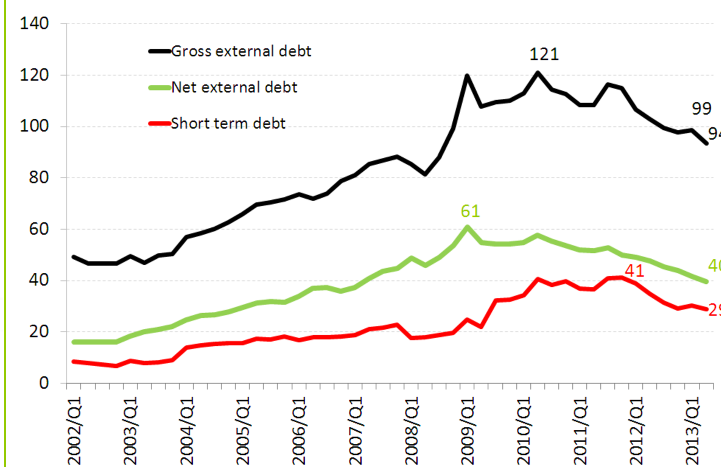
Public debt (as % of GDP)



External balance (as % of GDP)



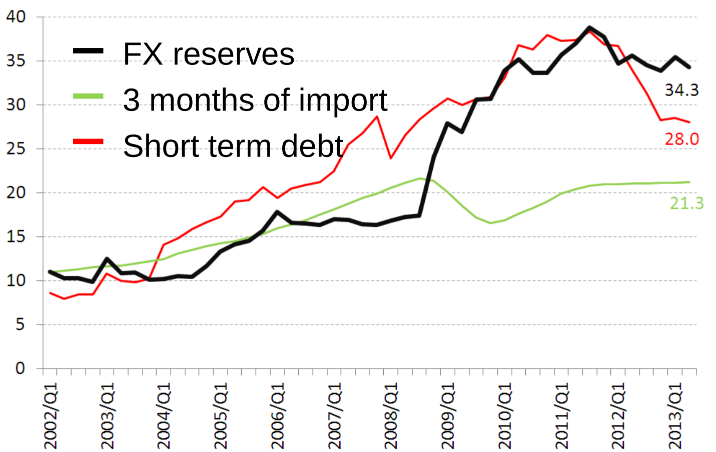
External debt indicators (as % of GDP)



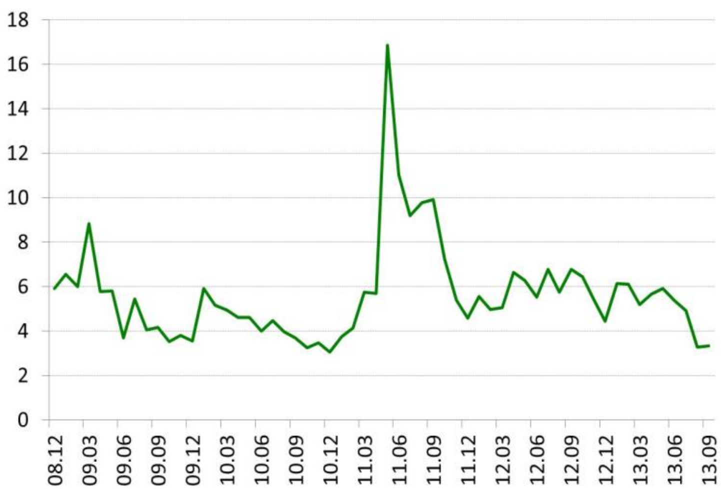
Sources: CSO, NBH, Ministry for National Economy (Budget draft for 2014), European Commission, OTP Research.
The deficit forecast of OTP Research does not include income on swap and FRA transactions.
*The net financial capacity shows the amount of absorbed external funding / accumulated foreign assets in a period (equals to the sum of the current account balance + capital balance (EU funds) + Net errors and omissions)

FX reserves significantly exceed the amount required by adequacy rules, while fiscal reserves remained robust despite significant FX redemptions in 2011 and 2012

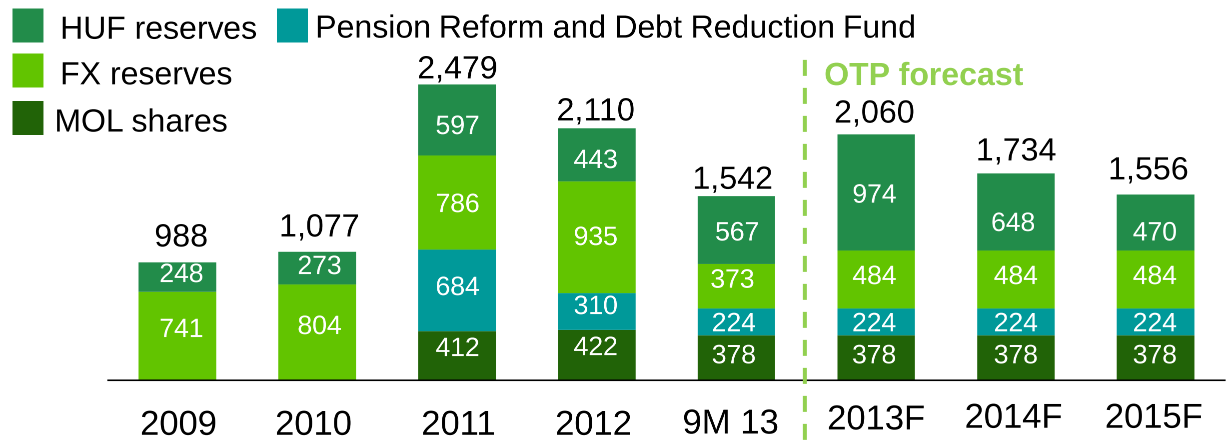
Reserves and adequacy rules (EUR bn)



Liquid fiscal reserves* (EUR bn)

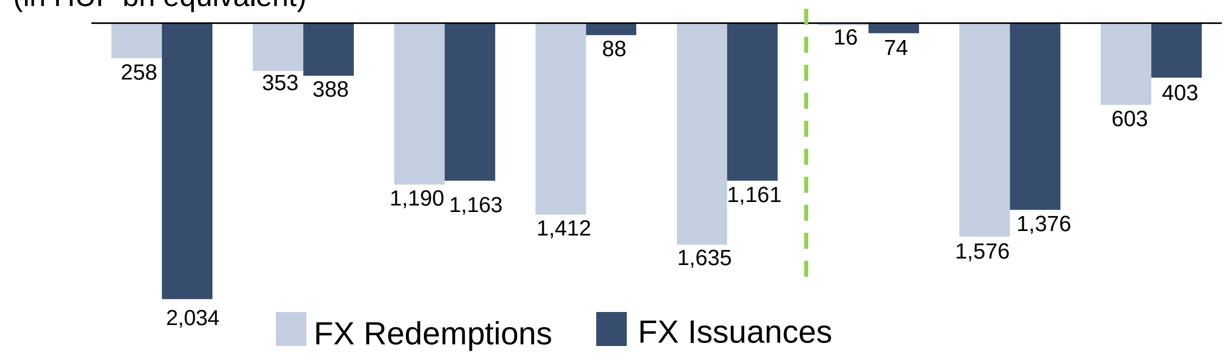


Financial assets of the Central Government in Hungary (in HUF bn equivalent)



FX denominated funding transactions of the Central Government

(in HUF bn equivalent)



Assumptions for FX debt issuance from July 2013:

- The deficit, forint redemptions, interest payments on the FX debt and HUF 200 billion equivalent of FX redemptions from 2014 will be financed from forint issuances.
- In 2013 the remaining HUF 74 billion equivalent FX issuance is going to be sold mostly to Hungarian domestic investors.

Sources: NBH, Ministry for National Economy, GDMA, OTP Research.

* The balance of the Treasury account and the liquid assets of the Pension Reform and Debt Reduction Fund without mark-to-market deposits

Hungary

The inflation inertia may be broken, below mid-term target inflation is expected until end-2014. Low inflation environment supports the all time low base rate level

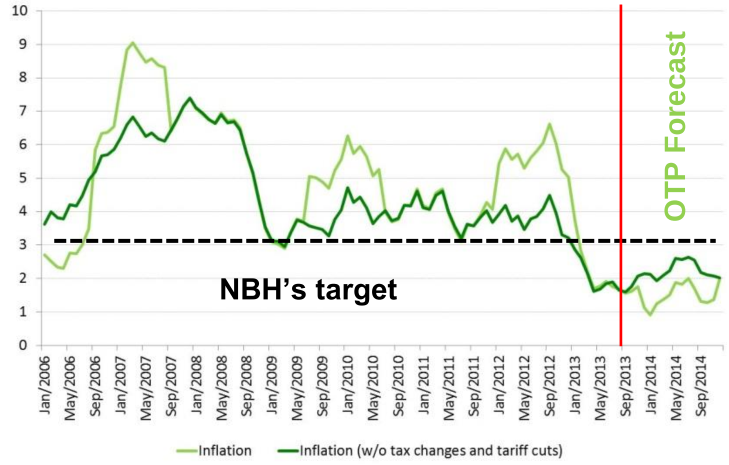
The sharp slowdown in price and wage growth suggests that disinflation has started after several years of recession. The underlying inflationary processes suggest that inflation persistency has been also broken in last years.

The impact of the government measures – ie. utility tariff cuts, financial transaction tax, higher margin on tobacco products - on inflation is near to neutral.

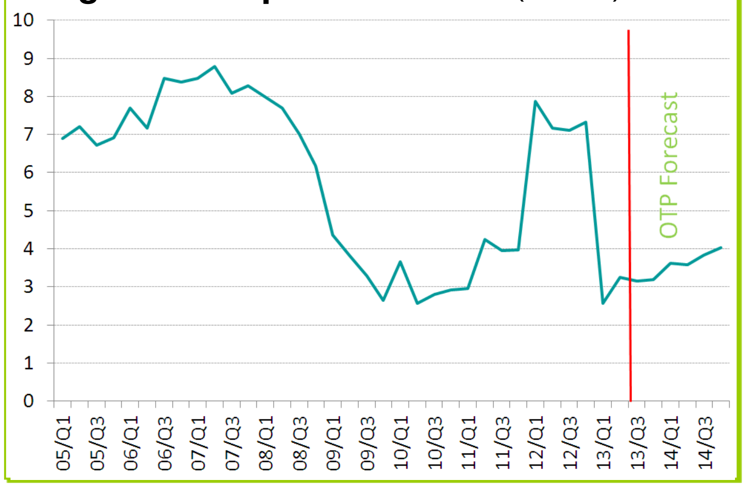
As the tapering has been delayed in September the Hungarian Government securities yields started to decrease and it has enhanced the manoeuvring room of the National Bank.

We think the base rate may reach its bottom at 3.00%. Nevertheless, after the start of the tapering and the expectation for the Fed's policy rate hike will appear on the investors' horizon, Hungarian base rate hikes are also expected in the second half of next year.

Inflation (YoY, %)

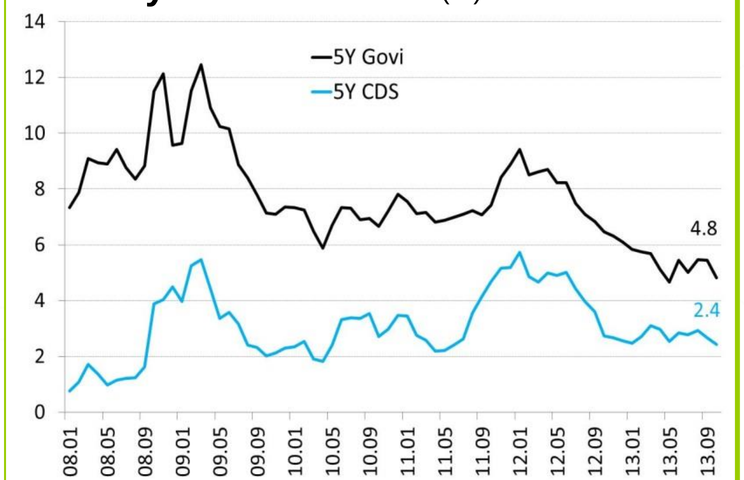


Wages in the private sector (YoY, %)



Base rate (%)

Country risk indicators (%)



Sources: CSO, NBH, Reuters, OTP Research

Hungary

After 1.7% recession in 2012, in 2013 GDP growth of 0.7% is achievable partly as a result of temporary effects; the medium term growth potential can reach 2%, which is low only in a regional context

<u>Reasons for last year's recession:</u>

Permanent factors:

- European debt crisis, slowdown of the export markets: exports' growth rate declined from 8% to 2%
- Fiscal adjustment, it reached 6% of GDP
- Low investment and lending activity

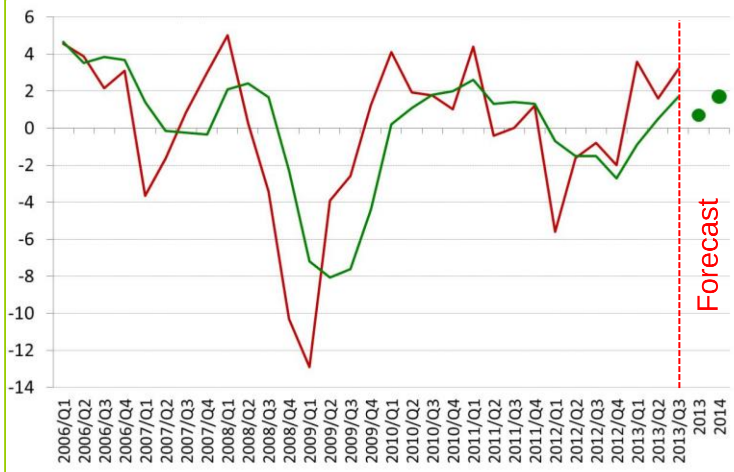
Temporary factors:

- Bad agricultural output
- Longer-than-usual holiday season in the car industry at the end of 2012

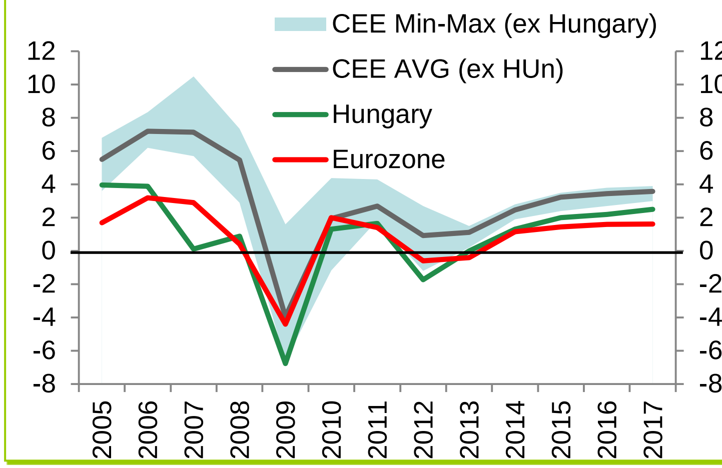
<u>In 2013 above 0.5% growth is expected:</u>

1. Correction of last year's temporary effects
2. Temporary real wage growth due to the lower-than-expected inflation supported mainly by the cut in utility prices
3. After last year's very low basis investments by the Government can significantly rise due mainly to increasing amounts of available EU funds.

YoY and annualized QoQ GDP (%)



Long term growth outlook (%)

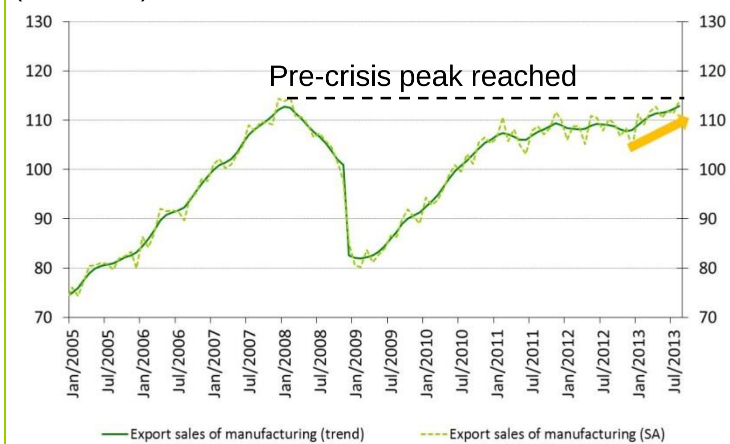


Domestic demand indicators bottomed out

(2010=100)

Export-led sectors are also accelerating

(2010=100)



Sources: CSO, NBH, Focus Economics, European Commission, OTP Research

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Hungary

Strengthening 2013 growth expectation for Hungary with strong balance indicators (fiscal deficit below 3.0%, current account surplus around 2.1% of the GDP)

Key economic indicators						OTP Research		Focus Economics*	
	2008	2009	2010	2011	2012	2013F	2014F	2013F	2014F
Nominal GDP (at current prices, HUF billion)	26,543	25,626	26,607	27,886	28,276	**29,148**	**30,770**		
Real GDP change	0.9%	-6.8%	1.3%	1.6%	-1.7%	**0.7%**	**1.7%**	**0.5%**	**1.5%**
Household final consumption	-0.2%	-5.6%	-3.3%	0.4%	-2.0%	**0.1%**	**1.4%**	**0.2%**	**1.2%**
Household consumption expenditure	-0.6%	-6.8%	-3.0%	0.5%	-1.4%	**0.5%**	**1.7%**		
Collective consumption	-0.2%	2.6%	3.8%	-0.3%	0.5%	**-0.6%**	**0.1%**		
Gross fixed capital formation	2.9%	-11.1%	-9.5%	-3.6%	-3.8%	**-1.8%**	**3.7%**	**-0.6%**	**2.0%**
Exports	5.7%	-10.2%	14.2%	6.3%	2.0%	**4.0%**	**6.6%**		
Imports	5.5%	-14.8%	12.7%	5.0%	0.1%	**4.7%**	**6.1%**		
General government balance (in percent of GDP)	-3.7%	-4.6%	-4.3%	4.3%	-2.0%	**-2.7%**	**-3.0%**	**-2.9%**	**-3.1%**
General government debt (in percent of GDP)	73.0%	79.8%	82.2%	82.1%	79.8%	**80.5%**	**80.0%**	**79.5%**	**79.1%**
Current account (in percent of GDP)**	-7.3%	-0.2%	1.1%	0.8%	1.6%	**2.1%**	**2.5%**	**2.0%**	**1.8%**
Gross external debt (in percent of GDP)***	99%	110%	112%	115%	98%				
FX reserves (in EUR billion)	24.0	30.7	33.7	37.8	33.9				
Gross real wages	0.8%	-3.5%	-3.4%	-0.9%	-0.1%	**1.4%**	**3.1%**		
Gross real disposable income	-1.1%	-3.3%	-3.1%	3.0%	-3.7%	**1.3%**	**3.3%**		
Employment (annual change)	-1.2%	-2.5%	0.0%	0.8%	1.7%	**1.0%**	**0.1%**		
Unemployment rate (annual average)	7.8%	10.0%	11.2%	10.9%	10.9%	**10.7%**	**10.9%**	**10.7%**	**10.6%**
Inflation (annual average)	6.1%	4.2%	4.9%	3.9%	5.7%	**2.0%**	**1.7%**	**1.7%**	**2.9%**
Base rate (end of year)	10.00%	6.25%	5.75%	7.00%	5.75%	**3.00%**	**4.00%**	**3.30%**	**3.50%**
1Y Treasury Bill (average)	9.0%	8.6%	5.5%	6.2%	7.0%	**4.2%**	**4.1%**		
Real interest rate (average, ex post)****	2.8%	4.2%	0.7%	2.1%	1.3%	**2.1%**	**2.3%**		
EUR/HUF exchange rate (end of year)	251.5	280.6	275.3	279.3	289.3	**299.0**	**308.0**	**299.0**	**292.0**

Source: Central Statistical Office. National Bank of Hungary. OTP Bank
* October 2013 consensus **Official data of balance of payments (excluding net errors and omissions)
*** w/o FDI related intercompany lending **** = (1+ Yield of the 1Y Treasury Bill (average)) / (1+ annual average inflation) - 1

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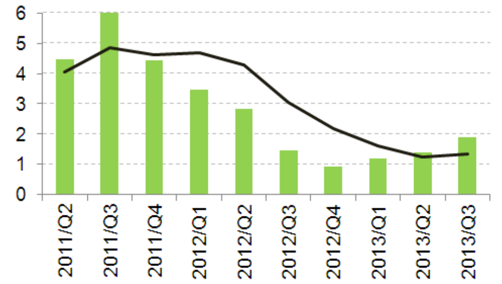
Russia: yearly GDP growth continued to disappoint in 3Q, the government plans to support the economy
Ukraine: political tension amid worsening economic conditions

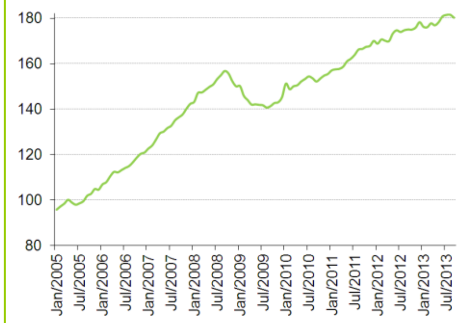
Russia

According to Rosstat the economy expanded by 1.2% y-o-y in the third quarter. Retail sales stayed flat (SA) in 3Q, after an increase of 1.6% in 2Q. Consumption is undoubtedly supported by the consumer lending, but the pace of retail lending seems to slow down. Industrial production stayed flat in 3Q (SA). The government is going to support the economy by increasing investments in infrastructure projects and provide subsidized loans to SMEs. Pension fund money and USD 35 billion from Wellbeing Fund will be used for that purpose.

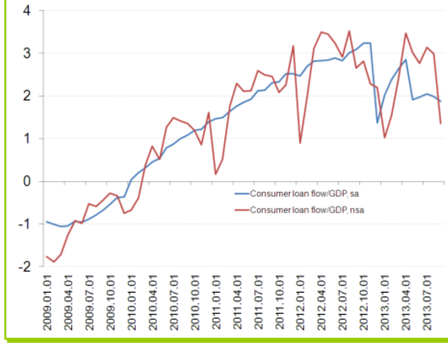
Real GDP growth (%, SA, annualized quarterly* and year/year)



Retail sales (2006=100)



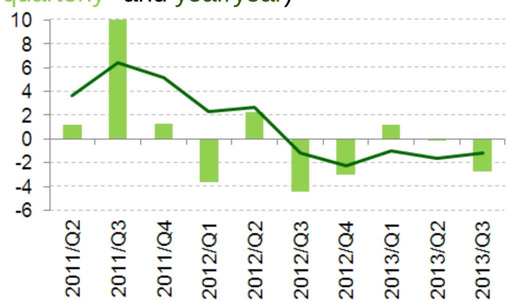
Consumer loan flows (as% of GDP)



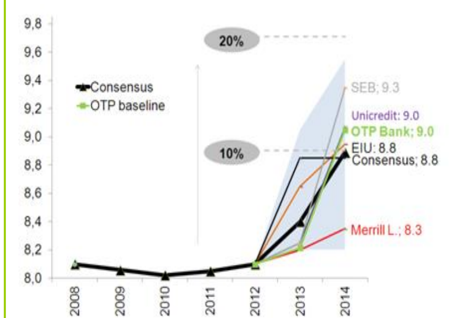
Ukraine

GDP fell by 1.3% y-o-y in 3Q. As the alarming external imbalance persists and FX reserves are low (below USD 19 bn according to latest end-Nov data), the hryvnia's depreciation may not be avoided. President Yanukovich chose not to ratify the Deep and Comprehensive Free Trade Agreement (DCFTA) with the EU at the Eastern Partnership summit that took place in Vilnius, Lithuania on 28-29 November. The government's decision provoked mass protests in Kiev calling Yanukovich's government to resign. We believe that if the political leadership is obliged to do so, then it will strike the deal with the IMF as it is a better solution from a political point of view than the disorderly collapse. In order to access IMF funding, the government may need to implement unpopular reforms (e.g. gas tariff hikes for households).

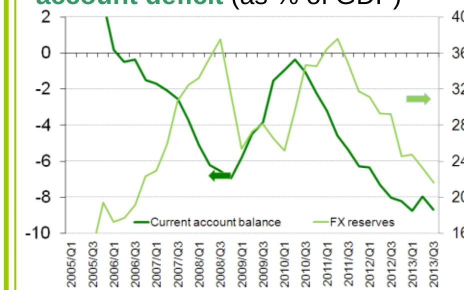
Real GDP growth (%, SA, annualized quarterly* and year/year)



USDUAH Exchange rate forecasts



FX reserves (USD bn) **and current account deficit** (as % of GDP)



Source: Rosstat, Ukrstat, National Bank of Ukraine, Focus Economics,
*annualized q-o-q growth is OTP Research estimate

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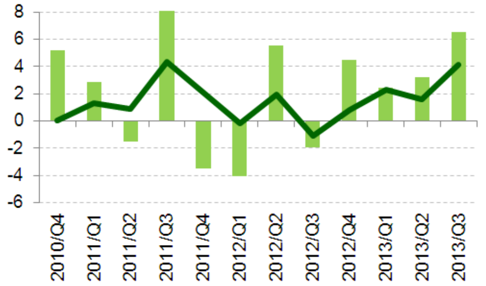
Romania: good news everywhere. Bulgaria: growth may have returned. Slovakia: stable growth with further improving budget balance, though domestic demand remains weak

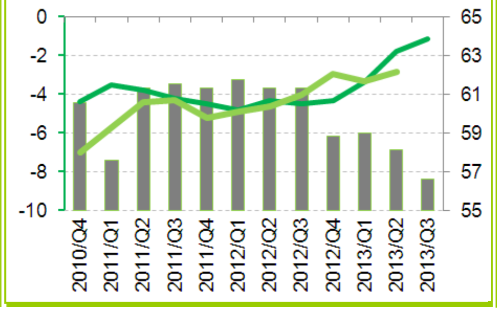
Romania

GDP propelled up to 1.6% q-o-q and 4.1% y-o-y in 3Q, driven by agriculture, industry and construction. Moderate growth in retail trade suggest that domestic demand may hit the bottom as well. The budget and current account deficit narrowed further, while external debt started to fall. As inflation fell below 2% monetary easing also continued, and further rate cuts are in the pipeline.

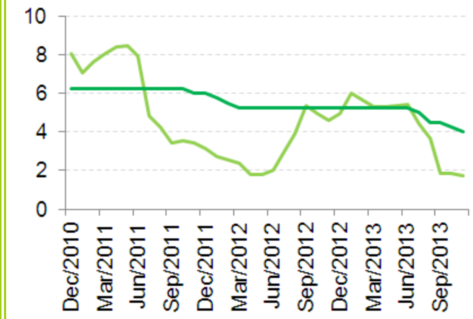
Real GDP growth (%, SA, annualized quarterly and **year/year**)



Budget & C/A balance (4 Q AVG) , **external debt** (l.h.s. in % of GDP)



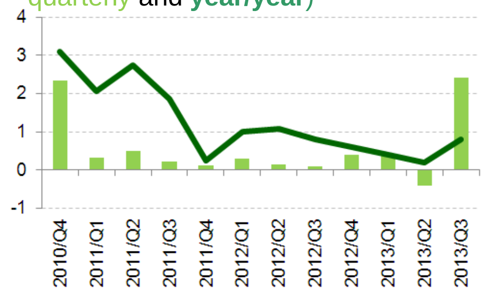
Base rate (%) and **inflation** (YoY; %)



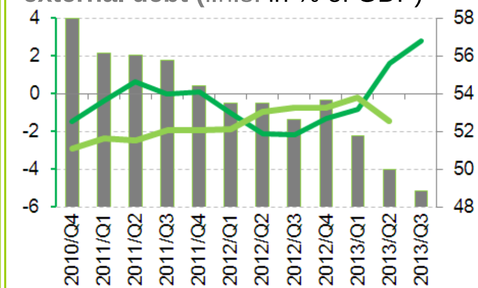
Bulgaria

After a long stagnation GDP growth have finally picked up in 3Q, reaching +0.6% q-o-q and +0.8% y-o-y , driven mainly by exports and industry. The surplus of the current account balance increased further and exceeded 2% of GDP and fast fall in external debt went on. Due to weak growth wage dynamics and inflation fell to very low levels.

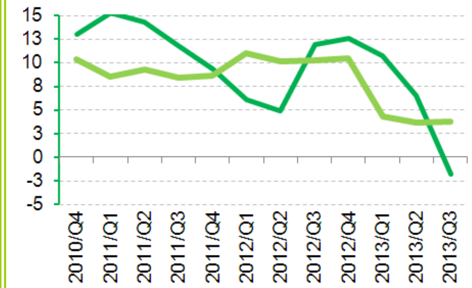
Real GDP growth (%, SA, annualized quarterly and **year/year**)



Budget & C/A balance (4 Q AVG) , **external debt** (l.h.s. in % of GDP)



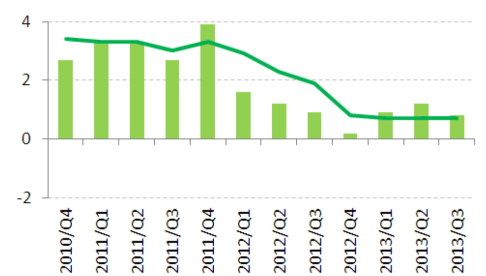
Wage growth and **inflation** (y-o-y, %)



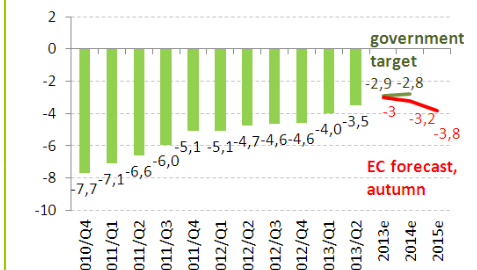
Slovakia

Economy expanded by a healthy +0.2% q-o-q in 3Q (slightly lower than 2Q's +0.3%), and the yearly growth amounted to +0.9%, in line with expectations. In all, the figures suggest accelerating economy, though domestic sectors still lack real impetus as retail sales heading downward again and labour market have not really improved. The budget deficit is likely to reach 3% of the GDP this year though EC challenges the sustainability, citing the lack of fundamental reforms.

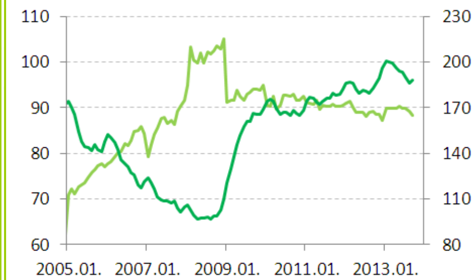
Real GDP growth (%, SA, annualized quarterly and year/year)



Budget balance
(4Q rolling, as a % of GDP)



Retail sales and number of unemployed p. (SA, 1H2008 = 100

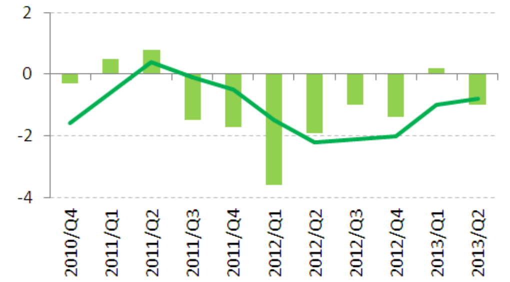


Croatia: historical budget balance was revised downwards; Serbia: much needed fiscal consolidation; Montenegro: 2.2% GDP growth in the first half year and temporary measures to increase budget revenues

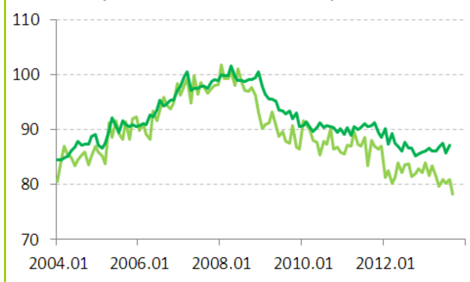
Croatia

Though 2Q GDP show some vital signs in domestic demand (and a huge deadweight in net export), it is due to good tourist season and forward-brought consumption just before the EU-accession. Short term business statistics suggest deteriorating economic environment in 3Q – on the other hand, contribution of net export may have been improved. EC modified the historical budget balance figures to the downside, related to shipyards' debt takeover.

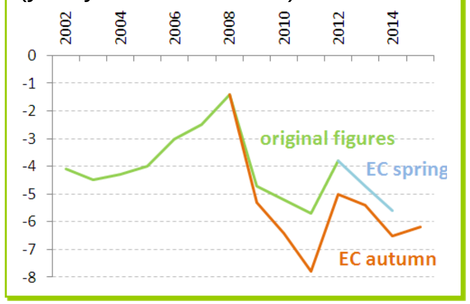
Real GDP growth (%, SA, annualized quarterly and year/year)



Industrial production and retail sales (SA, 1H 2008 = 100)



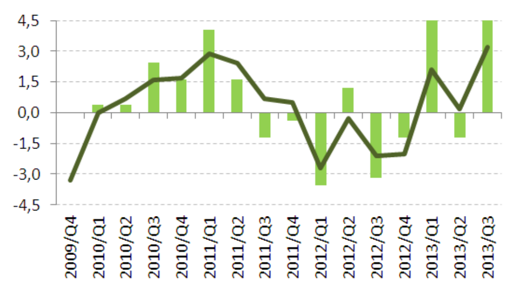
Budget balance (yearly, as a % of GDP)



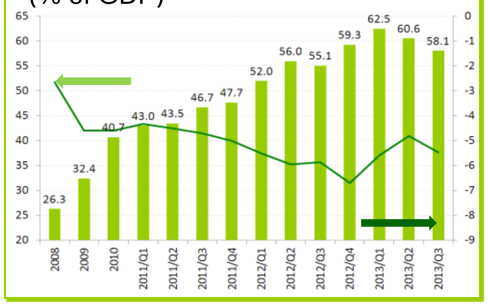
Serbia

After the 1.7% fall in 2012, GDP is back on a growing path fuelled by net export. However, Serbia is facing twin deficit, though both the budget and the current account deficit could be cut back this year. The Parliament adopted a revised budget bill in July, targeting 4.7% deficit. Inflation has been back in the one-digit territory in the last 5 months while EUR/RSD is stable around 113-114.

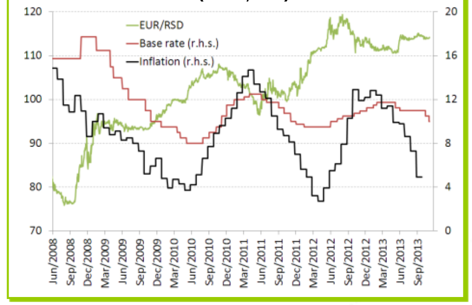
Real GDP growth** (%, SA, annualized quarterly and year/year)



Public debt and budget balance (% of GDP)



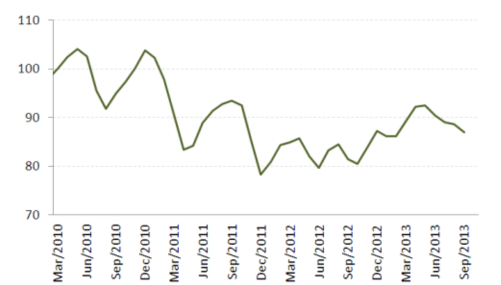
RSD/EUR, base rate (r.a., %), and **Inflation** (r.a., %)



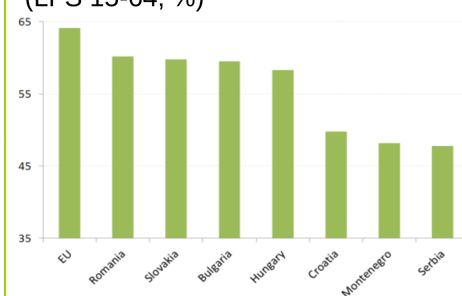
Montenegro

The Montenegrin economy was growing by 3.4% in 2Q after it went up an annual 1.1% in the first three months which partially reflects a low prior year base. Industrial production and retail trade showed signs of weakness, the latter despite the +2.8% tourism revenues in 1H y-o-y. Budget deficit was over the target for the 4th consecutive year, they try to increase revenues with a temporary raise of personal income tax.

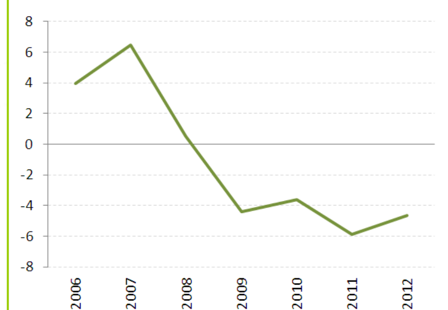
Industrial production (2010=100, SA)



Employment rate in 2Q 2013 (LFS 15-64, %)



Budget deficit (as % of GDP)



Sources: Eurostat, Croatian National Bank, National Bank of Serbia, Statistical Office of the Republic of Serbia, Central Bank of Montenegro, SORS, Monstat

*Focus Economics survey median

** 1Q 2013 annualized q-o-q growth rate was 7.8%, 3Q 2013 preliminary data suggests 7.8% annualized q-o-q growth rate as well

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On-going fiscal consolidation all over the countries of OTP Group. Due to modest domestic demand, external demand remains the key factor behind GDP growth. In Croatia the weak domestic demand coupled with high unemployment and excessive budget deficit are impediments to economic growth

REAL GDP GROWTH

	2011	2012	2013F	2014F
Hungary	1.6%	-1.7%	0.7%	1.7%
Ukraine	5.2%	0.2%	0.0%	0.9%
Russia	4.3%	3.4%	2.0%	2.0%
Bulgaria	1.8%	0.8%	0.4%	1.4%
Romania	2.3%	0.4%	2.0%	2.2%
Croatia	0.0%	-2.0%	-0.5%	0.7%
Slovakia	3.2%	2.0%	0.8%	2.3%
Serbia	1.6%	-1.7%	1.5%	1.4%
Montenegro	3.2%	-2.5%	0.9%	2.0%

EXPORT GROWTH

	2011	2012	2013F	2014F
Hungary	6.3%	2.0%	4.0%	6.6%
Ukraine	4.3%	-7.7%	-11%	-2.0%
Russia	0.3%	1.4%	1.6%	2.5%
Bulgaria	12.3%	-0.4%	5.4%	4.4%
Romania	10.9%	-3.1%	5.4%	5.9%
Croatia	2.0%	0.4%	-1.3%	2.8%
Slovakia	12.7%	8.6%	3.5%	5.0%
Serbia	13.9%	3.8%	13.2%	5.9%
Montenegro	37.5%	-1.2%	7.0%	8.0%

UNEMPLOYMENT

	2011	2012	2013F	2014F
Hungary	10.9%	10.9%	10.7%	10.9%
Ukraine	8.5%	7.5%	8.5%	8.0%
Russia	6.6%	5.5%	5.9%	6.3%
Bulgaria	11.3%	12.3%	12.8%	12.6%
Romania	7.4%	7.0%	7.5%	7.5%
Croatia	17.9%	19.1%	20.5%	19.8%
Slovakia	13.7%	14.0%	14.4%	14.0%
Serbia	23.0%	24.0%	22.3%	22.0%
Montenegro	15.9%	18.7%	18.3%	18.0%

BUDGET BALANCE*

	2011	2012	2013F	2014F
Hungary	4.3%	-2.0%	-2.7%	-3.0%
Ukraine	-2.7%	-3.3%	-4.5%	-4.0%
Russia	1.5%	0.4%	-0.4%	-1.0%
Bulgaria	-2.0%	-0.8%	-1.2%	-1.1%
Romania	-5.6%	-2.9%	-2.9%	-2.8%
Croatia	-7.8%	-5.0%	-4.3%	-4.1%
Slovakia	-5.1%	-4.6%	-3.2%	-3.0%
Serbia	-5.0%	-6.4%	-5.6%	-5.2%
Montenegro	-6.5%	-4.7%	-4.0%	-4.0%

CURRENT ACCOUNT BALANCE

	2011	2012	2013F	2014F
Hungary	0.8%	1.6%	2.1%	2.5%
Ukraine	-6.3%	-8.5%	-7.0%	-5.3%
Russia	5.2%	4.0%	2.0%	1.5%
Bulgaria	0.1%	-1.3%	-0.5%	-1.2%
Romania	-4.5%	-4.4%	-0.6%	-1.5%
Croatia	-0.9%	0.0%	0.8%	0.5%
Slovakia	-3.8%	2.2%	3.8%	4.2%
Serbia	-9.2%	-11%	-7.9%	-7.5%
Montenegro	-19%	-18%	-17%	-16%

INFLATION

	2011	2012	2013F	2014F
Hungary	3.9%	5.7%	2.0%	1.7%
Ukraine	8.0%	0.6%	0.6%	5.5%
Russia	8.5%	5.1%	6.5%	6.0%
Bulgaria	4.2%	3.0%	1.6%	1.9%
Romania	5.8%	3.3%	4.3%	2.9%
Croatia	2.3%	3.4%	2.6%	2.4%
Slovakia	3.9%	3.6%	1.8%	1.7%
Serbia	11.2%	7.3%	8.3%	5.2%
Montenegro	3.1%	4.2%	3.5%	3.0%

Source: OTP Research
* For EU members deficit under the Maastricht criteria

Content

The partial write-down of the Ukrainian goodwill had a negative impact on accounting results in 3Q. The Group's adjusted after tax profit fell by 19% q-o-q, whereas before tax profit without one-off items declined by 11%

	9M 12	9M 13	Y-o-Y	3Q 12	2Q 13	3Q 13	Q-o-Q	Y-o-Y
	in HUF billion			in HUF billion				
Consolidated after tax profit (accounting)	**96.4**	**62.7**	**-35%**	**42.5**	**40.6**	**10.9**	**-73%**	**-74%**
Adjustments (total)	**-27.3**	**-72.6**	**166%**	**-0.4**	**-11.8**	**-31.3**	**166%**	**7459%**
Dividends and net cash transfers (after tax)	-0.2	-0.2	-4%	-0.2	0.3	-0.2	-165%	-22%
Goodwill/investment impairment charges (after tax)	4.0	-29.4	-840%	0.0	1 1.4	-30.8		
Special tax on financial institutions and one-timer payment compensating the underperformance of the financial transaction tax (after tax)	2 -29.3	-42.9	47%	-0.2	-13.4	-0.3	-98%	64%
Impact of early repayment of FX mortgage loans (after tax)	-1.8	0.0	-100%	0.0	0.0	0.0		
Consolidated adjusted after tax profit	**123.7**	**135.3**	**9%**	**43.0**	**52.3**	**42.2**	**-19%**	**-2%**
Corporate tax	-29.1	-35.2	21%	-12.5	-6.0	-12.0	101%	-4%
O/w tax shield of subsidiary investments	*7.6*	*0.6*	*-93%*	*1.2*	3 *4.3*	*0.5*	*-89%*	*-59%*
Before tax profit	152.8	170.5	12%	55.5	58.3	54.2	-7%	-2%
Total one-off items	-3.8	10.0		0.5	3.9	5.7	46%	944%
Revaluation result of FX swaps at OTP Core	-2.5	1.0	-140%	0.0	0.3	0.3	-13%	839%
Gain on the repurchase of own capital instruments	1.4	6.1		0.3	1.0	5.1	426%	
Result of the Treasury share swap agreement	-2.7	2.9	-209%	0.2	2.6	0.3	-89%	31%
Before tax profit without one-off items	**156.6**	**160.5**	**2%**	**55.0**	**54.4**	**48.6**	**-11%**	**-12%**

1 In 3Q 2013 HUF 37.2 billion was written off out of the registered HUF 64.0 billion goodwill of the Ukrainian subsidiary. Of that HUF 6.4 billion was recognised against equity and HUF 30.8 billion against the P&L. The write-down had no tax shield effect. In 2Q 2012 and 2013 impairment charges were booked under HAR in relation to investments in the Serbian and Montenegrin subsidiaries held in the balance sheet of OTP Bank (in HUFbillion: in 2Q 2012 20.9, in 2Q 2013 7.3), the IFRS results were affected only by the positive tax shield (in HUF billion: in 2Q 2012 4.0, in 2Q 2013 1.4).

2 The total annual amount of the special banking tax paid by Hungarian group-members was recognised in the first quarter both in 2012 and 2013. In addition to this, the one-timer payment compensating the underperformance of the Hungarian financial transaction tax was recognized in 2Q accounts, its after tax negative impact reached HUF 13.2 billion.

3 In 2Q 2013 the tax shield effect of the revaluation of subsidiary investments resulted HUF 4.3 billion tax savings due to the forint appreciation. In 3Q 2013 there was no significant tax effect because of relatively stable FX rates.

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Before tax profit without one-off items declined q-o-q on group level and at OTP Core by 11% and 7%, respectively, partly explained by lower other net non-interest income and also due to increasing risk costs

CONSOLIDATED	9M 12	9M 13	Y-o-Y	12 3Q	2Q 13	3Q 13	Q-o-Q	Y-o-Y
	in HUF billion			in HUF billion				
Before tax profit without one-off items	**156.6**	**160.5**	**2%**	**55.0**	**54.4**	**48.6**	**-11%**	**-12%**
Operating profit w/o one-off items	340.0	341.3	0%	115.5	114.2	114.6	0%	-1%
Total income w/o one-off items	629.7	651.0	3%	212.4	219.9	218.3	-1%	3%
Net interest income w/o one-off items	484.3	493.9	2%	161.3	162.6	165.4	2%	3%
Net fees and commissions	111.0	122.1	10%	39.0	42.8	43.5	2%	12%
Other net non interest income without one-offs	34.3	35.0	2%	12.1	14.5	9.3	-36%	-23%
Operating costs	-289.7	-309.7	7%	-96.9	-105.7	-103.7	-2%	7%
Total risk costs	-183.4	-180.8	-1%	-60.6	-59.8	-66.0	11%	9%

OTP CORE	9M 12	9M 13	Y-o-Y	3Q 12	2Q 13	3Q 13	Q-o-Q	Y-o-Y
	in HUF billion			in HUF billion				
Before tax profit without one-off items	**92.2**	**107.4**	**16%**	**34.9**	**38.4**	**35.6**	**-7%**	**2%**
Operating profit w/o one-off items	163.1	146.9	-10%	54.9	51.6	49.9	-3%	-9%
Total income w/o one-off items	298.1	289.1	-3%	100.4	100.5	96.9	-4%	-4%
Net interest income w/o one-off items	220.8	205.5	-7%	73.4	68.4	69.5	2%	-5%
Net fees and commissions	64.0	66.7	4%	21.3	23.5	23.6	0%	10%
Other net non interest income without one-offs	13.3	16.8	26%	5.7	8.6	3.8	-55%	-32%
Operating costs	-134.9	-142.2	5%	-45.5	-49.0	-47.0	-4%	3%
Total risk costs	-70.9	-39.5	-44%	-20.0	-13.1	-14.2	8%	-29%

* At OTP Core gain on the Hungarian government bond portfolio in 9M 2013 increased by HUF 6.1 billion y-o-y (9M 2012: HUF 1.4 billion, 9M 2013: HUF 7.5 billion), on the other hand gains in 3Q declined by HUF 2.7 billion q-o-q (in HUF billion: 1Q 2012: 0, 2Q: 0, 3Q: 1.4; 1Q 2013: 3.1, 2Q: 3.6, 3Q: 0.8). Furthermore, in 3Q other FX result diminished by HUF 2.2 billion q-o-q (2Q 2013: HUF 2.2 billion, 3Q: HUF 0.0 billion).

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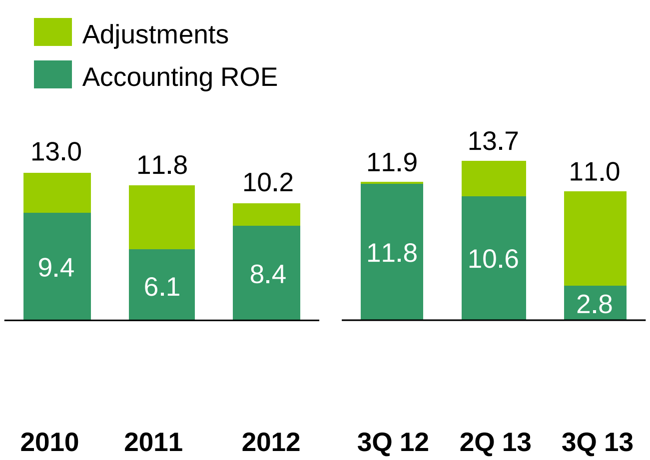
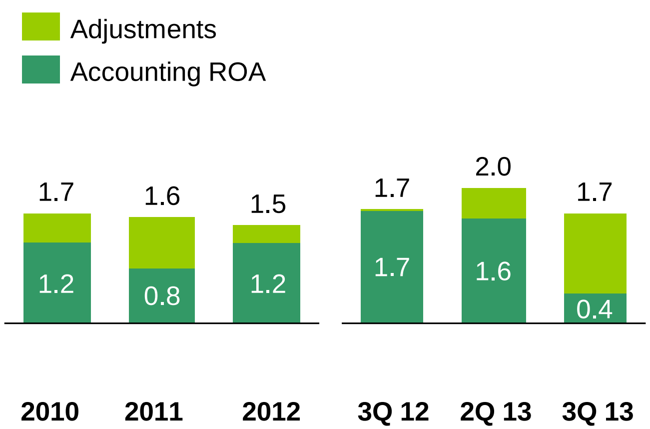
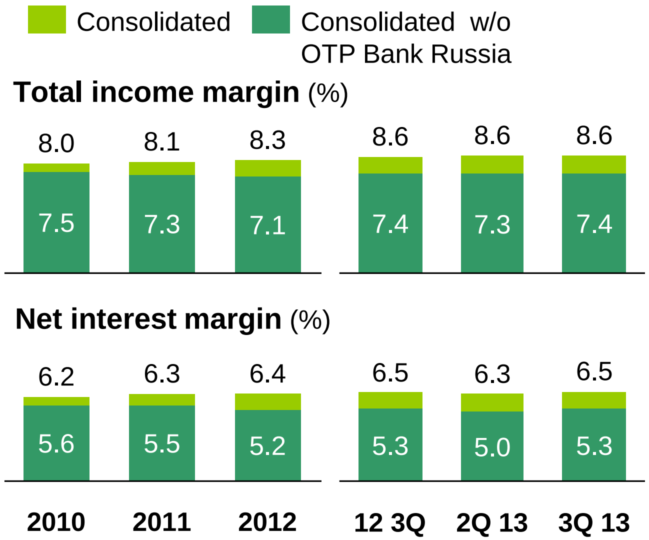
Consolidated income margins remained steadily high. Both loans and deposits grew q-o-q. In 3Q the record low portfolio deterioration and prudent provisioning resulted in improving provision coverage rate

Adjusted Return on Equity – ROE (%)

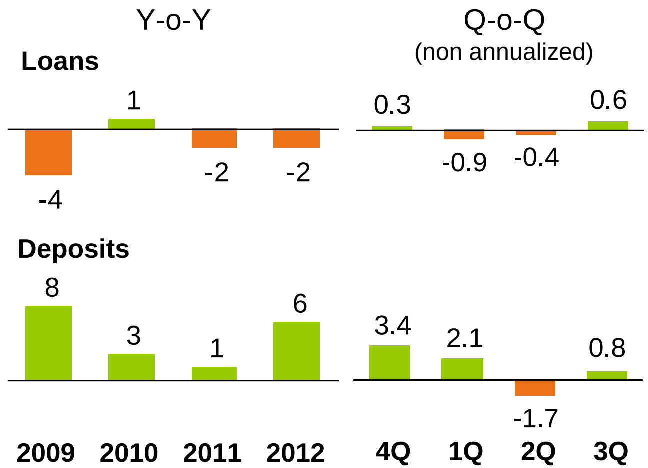


Adjusted Return on Assets – ROA (%)

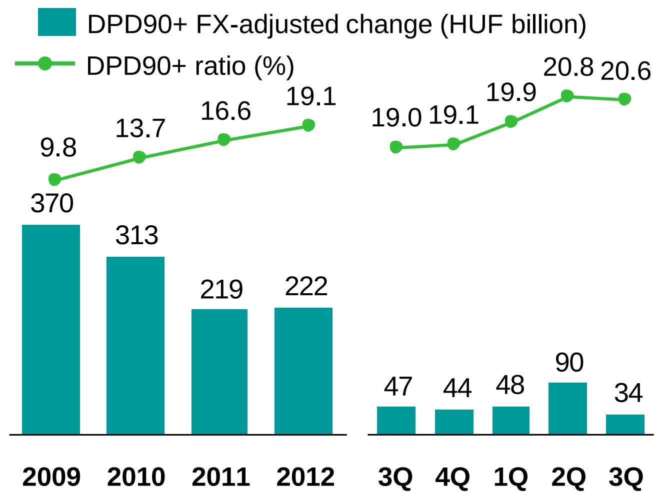




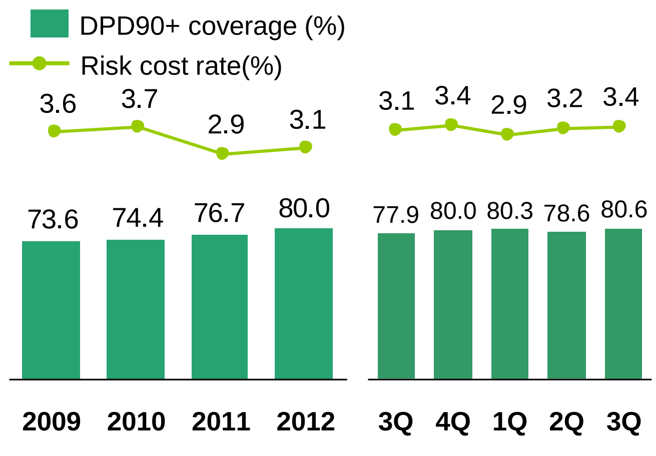
Growth of business volumes (%, FX-adj.)



Portfolio quality development



Risk cost development



The improving before tax profit of OTP Group year-to-date was due to the good performance of OTP Core, DSK Bank and OTP Ukraine, while in Russia pre-tax profit suffered 66% setback y-o-y

PROFIT BEFORE INCOME TAX – 9M 2013 without one-off items (HUF billion)	Share	9M 2013	9M 2013 – Y-o-Y change (in HUF billion)	9M 2013 – Y-o-Y change (%)	3Q 2013 – Q-o-Q change (in HUF billion)	3Q 2013 – Q-o-Q change (%)
OTP Group	100%	160	4	2%	-6	-11%
OTP CORE (Hungary)	67%	107	15	16%	-3	-7%
OBRU (Russia)	9%	15	-28	-66%	-2	-65%
DSK (Bulgaria)	18%	29	2	7%	-6	-47%
OBU (Ukraine)	5%	8	9	793%	4	674%
OBH (Croatia)	2%	3	-1	-23%	0	-34%
OBS (Slovakia)	1%	1	1	81%	0	185%
OBR (Romania)	-1%	-2	0	14%	2	138%
CKB (Montenegro)	1%	1	1	324%	0	61%
OBSrb (Serbia)	-2%	-2	0	4%	0	-3%
Merkantil (Hungary)	1%	1	0	-5%	0	174%

Contribution of foreign subsidiaries: **28%**

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The Group's total income for the first nine months increased by 3% y-o-y, reflecting the outstanding income generation dynamics of the Russian and Ukrainian subsidiary, while revenues at OTP Core further declined

	TOTAL INCOME – 9M 2013 without one-off items (HUF billion	9M 2013 Y-o-Y change (%)	3Q 2013 Q-o-Q change (%)	FX adjusted Y-o-Y change of loans (%)	FX adjusted Y-o-Y change of deposits (%)
OTP Group	651	3%	-1%	0%	5%
OTP CORE (Hungary)	289	-3%	-4%	-7%	3%
OBRu (Russia)	161	15%	-4%	24%	16%
DSK (Bulgaria)	69	-5%	0%	-2%	3%
OBU (Ukraine)	52	16%	9%	-1%	-1%
OBH (Croatia)	17	-2%	2%	5%	3%
OBS (Slovakia)	11	1%	3%	8%	6%
OBR (Romania)	15	-1%	1%	2%	26%
CKB (Montenegro)	8	6%	8%	10%	-6%
OBSrb (Serbia)	6	27%	17%	4%	31%
Other*	23	29%	23%		

Contribution of foreign subsidiaries:

52%

Net interest income of OTP Core declined y-o-y due to lower yield environment and the shrinking loan book, the Russian and the Ukrainian contribution improved as a result of stronger consumer lending y-o-y

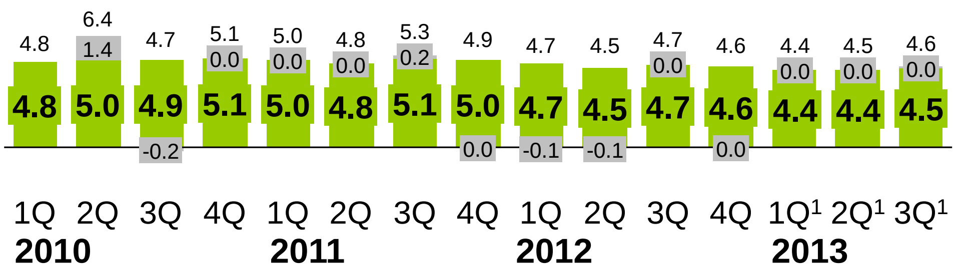
NET INTEREST INCOME – 3Q 2013 (in HUF billion)			Y-o-Y change (HUF billion)	Y-o-Y change (%)	Q-o-Q change (HUF billion)	Q-o-Q change (%)
OTP Group	100%	165.4	4.2	3%	2.9	2%
OTP CORE (Hungary)	42%	69.5	-4.0	-5%	1.1	2%
OBRU (Russia)	28%	45.7	4.2	10%	-1.3	-3%
DSK (Bulgaria)	11%	18.0	-0.6	-3%	0.0	0%
OBU (Ukraine)	8%	13.5	0.1	1%	0.7	6%
OBH (Croatia)	2%	4.0	-0.1	-2%	0.0	0%
OBS (Slovakia)	2%	3.0	-0.2	-5%	0.0	0%
OBR (Romania)	2%	3.2	-0.1	-2%	-0.2	-7%
CKB (Montenegro)	1%	2.1	0.3	18%	0.1	7%
OBSrb (Serbia)	1%	1.1	0.3	43%	0.1	5%
Merkantil (Hungary)	2%	3.7	0.0	-1%	0.2	4%

Contribution of foreign subsidiaries: **55%**

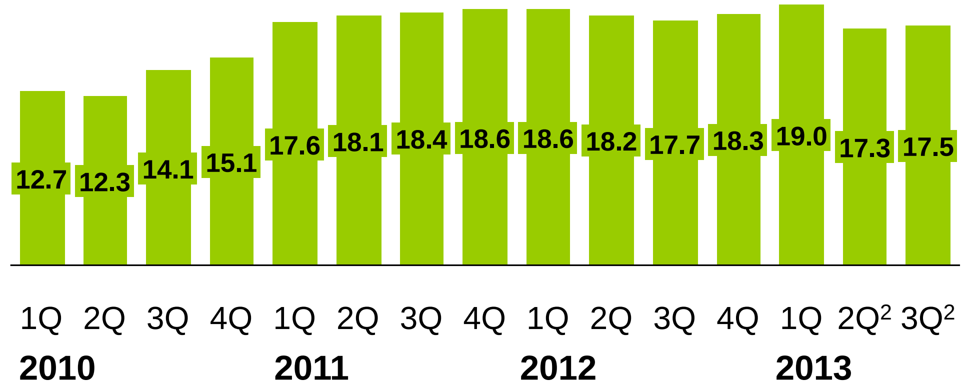
Interest margins improved q-o-q across the Group. The slight increase of Russian margin despite further loan quality worsening was due to pricing steps aimed at increasing product profitability. DSK's net interest margin was stabilised by lower interest expenses on deposits, increasing margins in Ukraine were boosted by strengthening consumer lending

Net interest margin(%)

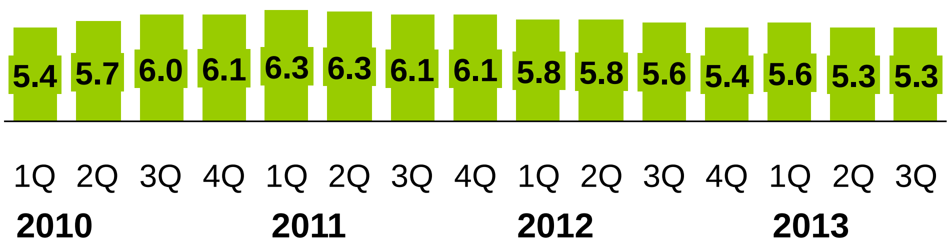
OTP Core Hungary



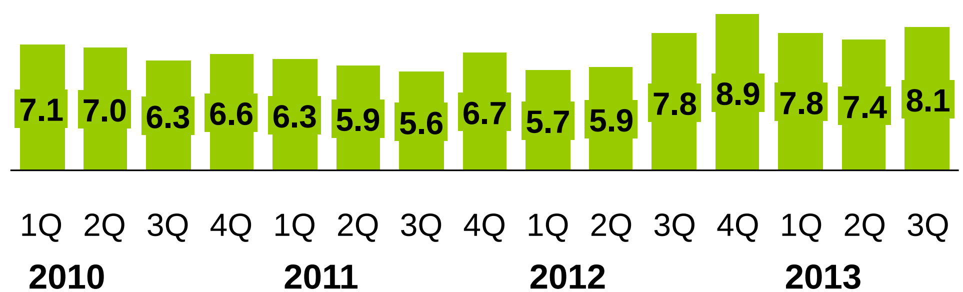
OTP Bank Russia



DSK Bank Bulgaria



OTP Bank Ukraine



[1] The full annual negative impact of the FX protection scheme was recognised in 1Q 2013 in the amount of HUF 2.2 billion. If OTP was to apply accrual accounting, OTP Core's net interest margin would have been at 4.48% instead of 4.37% in 1Q 2013, at 4.40% instead of 4.44% in 2Q 2013 and at 4.51 instead of 4.55% in 3Q 2013.

[2] Out of the total q-o-q decline of 1.7 ppts in the Russian 2Q net interest margin 1.0 ppt is explained by portfolio quality worsening, and in 3Q it squeezed margins by 0.89 ppt. Increasing risk cost was set aside in relation to accrued interest receivables.

Net fee income increased by 2% q-o-q due to the good performance of OTP Ukraine, while the quarterly decline in other net non-interest income is mainly related to OTP Core and OTP Russia

Quarterly change 3Q 13	NET FEE INCOME Q-o-Q (HUF bn)	NET FEE INCOME Q-o-Q (%)	OTHER INCOME Q-o-Q (HUF bn)	OTHER INCOME Q-o-Q (%)
OTP Group	0.74	2%	-5.2	-36%
OTP CORE (Hungary)	0.03	0%	-4.8 (2)	-55%
OBRU (Russia)	-0.12	-2%	-0.5 (3)	-126%
DSK (Bulgaria)	-0.10	-2%	0.1	36%
OBU (Ukraine)	0.57 (1)	13%	0.2	270%
OBH (Croatia)	0.08	6%	0.0	5%
OBS (Slovakia)	-0.01	-1%	0.1	55%
OBR (Romania)	0.04	9%	0.2	19%
CKB (Montenegro)	0.04	6%	0.0	21%
OBSrb (Serbia)	0.03	8%	0.2	59%

1 Ukrainian net fees grew on the back of strengthening sales of consumer loans with payment insurance policies and increasing revenues from FX transactions of corporate clients.

2 Other non-interest revenues of OTP Core dropped due to lower profits realised on Hungarian government bonds (2Q 2013: HUF 3.6 billion, 3Q: 0.8 billion) and also to deteriorating other FX results (2Q 2013: HUF +2.2 billion, 3Q: 0.0 billion).

3 In case of OTP Russia the quarterly decline is stemming from lower FX and FX swap results.

The consolidated net loan to deposit ratio has stabilised below 100% since 3Q 2012

Loan to deposit ratio, % (30 September 2013)

Net loan to deposit **; Gross loan to deposit; 100% marked on the chart

Change of net loan to deposit ratio, adjusted*

	Net loan to deposit **	Gross loan to deposit	Q-o-Q	Y-o-Y
OTP Group**	93%	114%	-1%p	-4%p
OTP CORE** (Hungary)	72%	87%	0%p	-5%p
OBRU (Russia)	118%	151%	+1%p	-2%p
DSK (Bulgaria)	92%	111%	-2%p	-8%p
OBU (Ukraine)	196%	272%	+1%p	0%p
OBR (Romania)	183%	210%	-13%p	-49%p
OBH (Croatia)	81%	87%	-6%p	+2%p
OBS (Slovakia)	94%	100%	+2%p	+1%p
OBSrb (Serbia)	131%	189%	-15%p	-38%p
CKB (Montenegro)	75%	107%	+2%p	+12%p

In case of OTP Core the yearly decline in the indicator reflects the gradual erosion in mortgage loan volumes and the debt consolidation of local governments. During two rounds of consolidation altogether HUF 70.3 billion equivalent of municipal debt was repaid in December 2012 and June 2013, while further HUF 101.2 billion equivalent was refinanced by the Government Debt Management Agency. Deposits grew altogether by 3% boosted by expanding corporate volumes, whereas household deposits melted down and retail bonds fell back by 67% y-o-y.

In Russia the expansion of net loans was financed from growing deposit volumes.

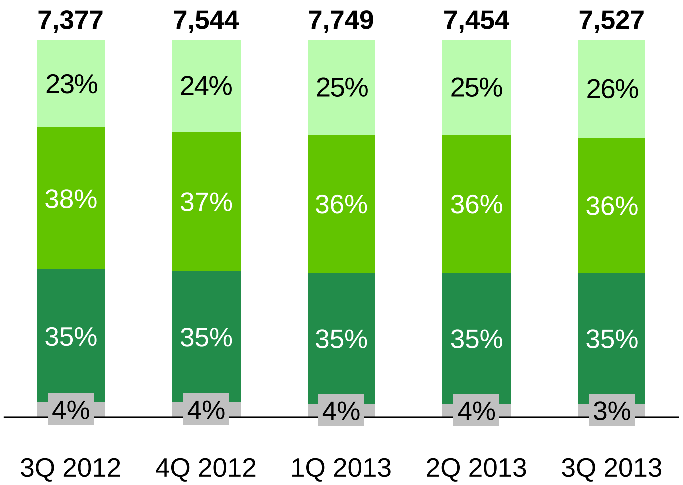
Significant y-o-y improvement took place in Romania and Serbia, these subsidiaries delivered the fastest increase in deposits y-o-y.

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

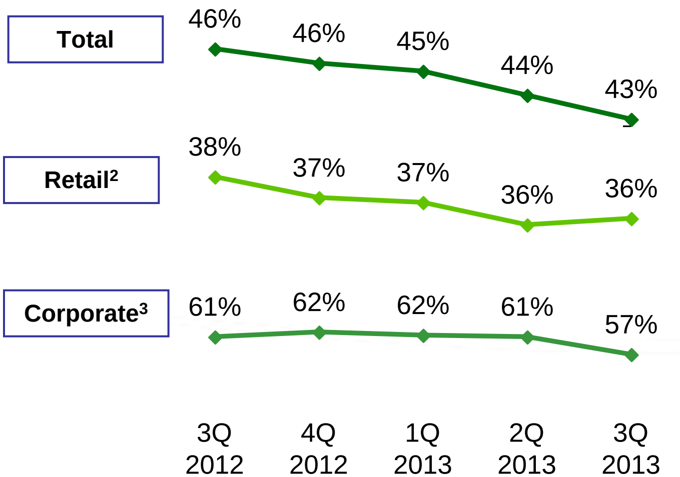
** In case of the ratio of the Group and OTP Core the applied formula is „net loan / (deposit + retail bond)"

In the third quarter the expansion of consumer loans and the gradual erosion of mortgage loans continued. As a result of the central bank's Funding for Growth Programme, loan volumes to Hungarian companies increased

Breakdown of consolidated gross loan book (in HUF billion)



Share of FX loans in the consolidated gross loan portfolio



Q-o-Q loan volume changes in 3Q 2013, adjusted for FX-effect

	Cons.	Core (Hungary)	Merk (Hungary)	OBRu (Russia)	DSK (Bulgaria)	OBU (Ukraine)	OBR (Romania)	OBH (Croatia)	OBS (Slovakia)	OBSr (Serbia)	CKB (Montenegro)
Total	1%	-1%	6%	5%	0%	-2%	1%	0%	6%	0%	6%
Consumer	5%	1%		6%	1%	41%	25%	0%	26%	9%	6%
Mortgage	-2%	-2%		-6%	-1%	-3%	-1%	-1%	6%	0%	-2%
Corporate[1]	1%	+1% / +5%[4]	35%	2%	-1%	-6%	-1%	0%	5%	-3%	9%
Car-financing	-3%		-2%	-14%		-6%		-17%	-8%		

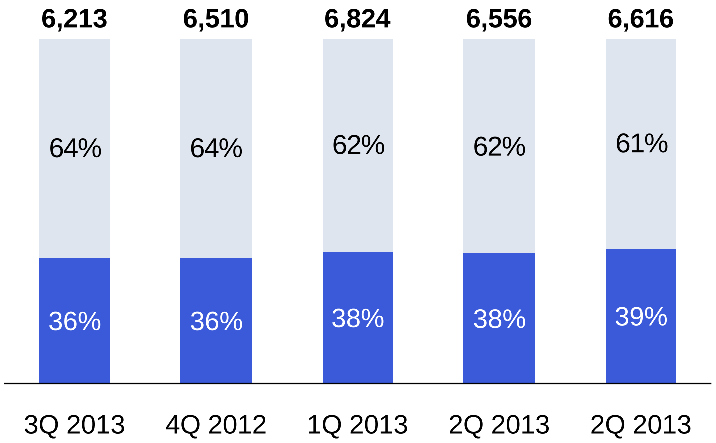
Y-o-Y loan volume changes in 3Q 2013, adjusted for FX-effect

	Cons.	Core (Hungary)	Merk (Hungary)	OBRu (Russia)	DSK (Bulgaria)	OBU (Ukraine)	OBR (Romania)	OBH (Croatia)	OBS (Slovakia)	OBSr (Serbia)	CKB (Montenegro)
Total	0%	-7%	-5%	24%	-2%	-1%	2%	5%	8%	4%	10%
Consumer	16%	-2%		30%	1%	126%	97%	5%	142%	25%	14%
Mortgage	-6%	-8%		-21%	-3%	-13%	-5%	-1%	11%	0%	-6%
Corporate[1]	-2%	-8% / +5%[4]	65%	-13%	-6%	-7%	1%	12%	-1%	-2%	16%
Car-financing	-16%		-18%	-47%		8%		-49%	-17%		

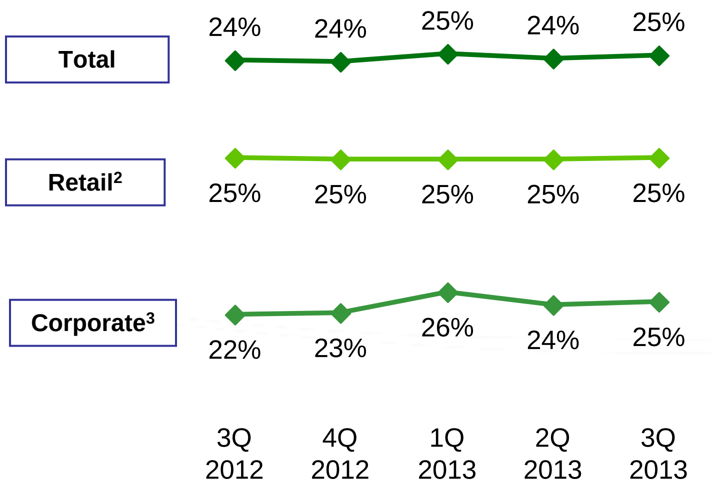
[1] Including loans to micro- and small enterprises, medium and large companies and local governments. [2] Including loans to households and to micro- and small enterprises. [3] Including loans to medium- and large companies and local governments. [4] OTP Bank's loans to Hungarian companies: the estimate for volume change is based on the balance sheet data provision to the Hungarian Financial Supervisory Authority, calculated from the „Loans to non-financial and other-financials companies" line, adjusted for FX-effect.

Consolidated deposits grew by 1% q-o-q on the back of strong corporate deposit collection. Hungarian household deposits kept on declining

Breakdown of consolidated customer deposits (in HUF billion)



Proportion of FX deposits in the consolidated deposit portfolio



Q-o-Q deposit volume changes in 3Q 2013, adjusted for FX-effect

	Cons.	Core (Hungary)	OBRu (Russia)	DSK (Bulgaria)	OBU (Ukraine)	OBR (Romania)	OBH (Croatia)	OBS (Slovakia)	OBSr (Serbia)	CKB (Monte-negro)
Total	1%	-1%	1%	2%	-1%	8%	7%	4%	11%	6%
Retail	-2%	-4%	-1%	0%	-7%	-1%	3%	4%	10%	0%
Corporate[1]	5%	3%	6%	6%	9%	18%	29%	5%	11%	24%

Y-o-Y deposit volume changes in 3Q 2013, adjusted for FX-effect

	Cons.	Core (Hungary)	OBRu (Russia)	DSK (Bulgaria)	OBU (Ukraine)	OBR (Romania)	OBH (Croatia)	OBS (Slovakia)	OBSr (Serbia)	CKB (Monte-negro)
Total	5%	3%	16%	3%	-1%	26%	3%	6%	31%	-6%
Retail	0%	-7%	13%	3%	-1%	27%	2%	9%	24%	-2%
Corporate[1]	14%	16%	23%	4%	-1%	24%	4%	2%	44%	-14%

[1] including SME, LME and municipality deposits as well
[2] including households' deposits and SME deposits
[3] including LME and municipality deposits as well

Hungary

In the wake of mixed policies applied by Hungarian authorities, OTP Core's market positions have strengthened, while its revenue margin eroded

Policies of the Hungarian government and National Bank…

+

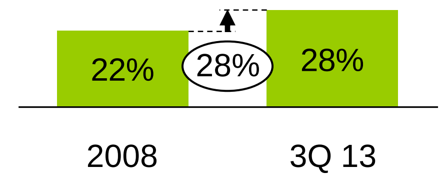
- Fixed exchange rate scheme for FX mortgage borrowers / 50% cost covered by the budget
- National Asset Management Company buying collaterals of distressed non-performing mortgages
- Subsidised forint mortgage loans / 2.1-3.7%-points subsidy for 5 years
- Debt consolidation of municipalities / ~so far 50% of volumes with no discount
- Funding for SME Growth Scheme I / HUF 750 billion at 2.5% interest rate
- Funding for SME Growth Scheme II (from Oct 2013) / up to HUF 2,000 billion till end-2014

–

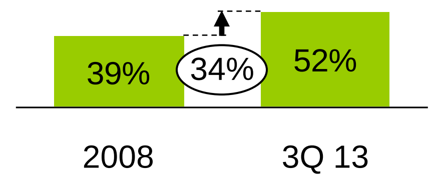
- Special banking tax since 2010 / ~42 bps on end-2009 adjusted assets
- 2011 early repayment of FX mortgage loans at off-market rates / ~28% discount on principal
- Financial transaction tax / ~HUF 133 billion form the banking sector in 2013, ~HUF 166 billion annually thereafter from the sector*
- One-off financial transaction tax applicable to 2013 only / HUF 68 billion from the banking sector*
- Servicing FX housing loans at mid exchange rates
- Capping interchange fees from 2014
- Introducing free of charge cash withdrawals for private individuals from 2014

OTP's market share in…

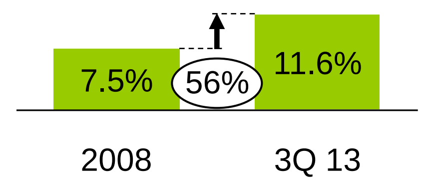
…mortgage loan sales



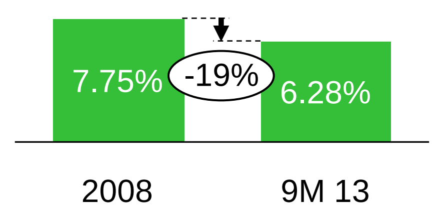
…cash loan sales



… loans to Hungarian companies



Total revenue margin of OTP Core



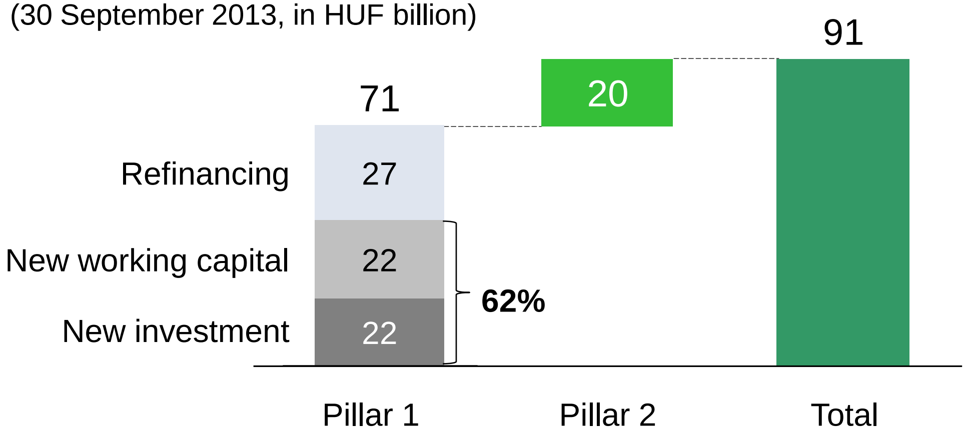
* Forecasts by OTP Research

Hungary

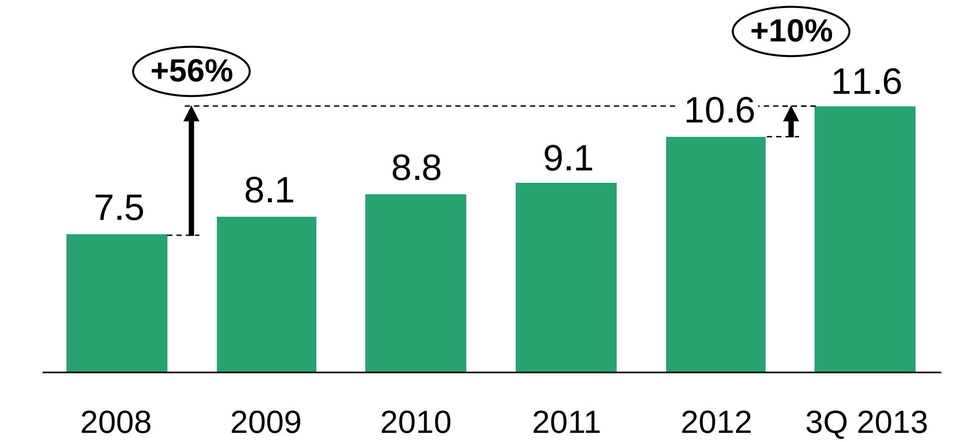
The central bank's Funding for Growth Scheme gave new impetus to lending to Hungarian companies. As the biggest lender in the first phase, OTP Group concluded contracts in the total amount of HUF 91 billion. The share of new loans within the first pillar reached 62%

Amount of signed loan contracts by OTP Group under the first phase of Funding for Growth Scheme

(30 September 2013, in HUF billion)

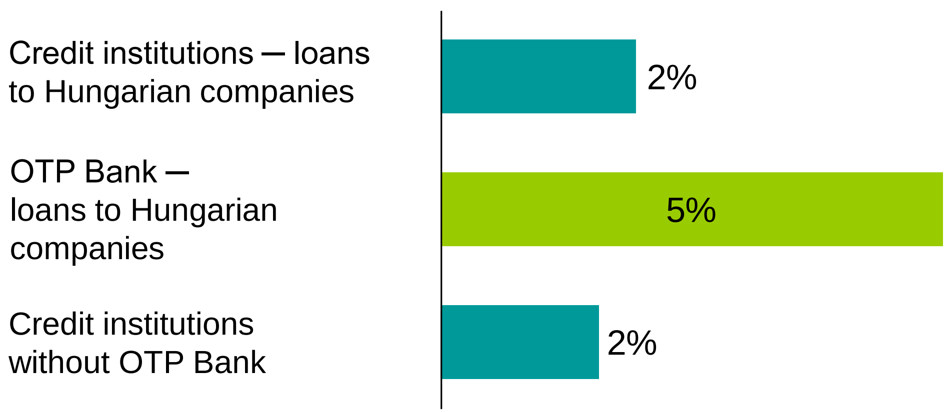


OTP Group's** market share in loans to Hungarian companies (%)



Corporate lending in Hungary* in 3Q 2013

(FX-adjusted q-o-q change)



Second phase of Funding for Growth Scheme

(1 October 2013 – 31 December 2014)

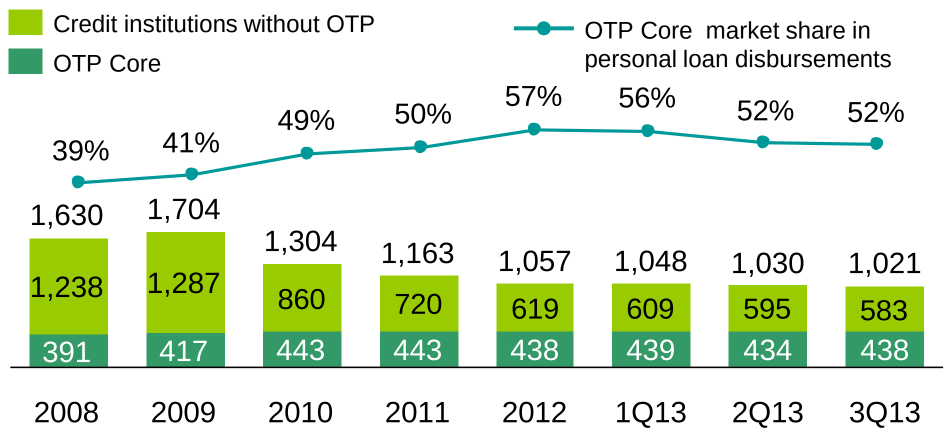
- Total allocated funds: HUF 500 billion, which can be extended to HUF 2,000 billion based on the decision of the Monetary Council
- Pillar 1: for new forint loans – 90% of overall amount,
  Pillar 2: for refinancing forint and FX loans – 10% of overall amount
- The total allocation isn't divided among banks, but they can draw funding in order of loan contracts' arrival
- The National Bank ensures funding for banks with 0% rate, the small and medium enterprises can obtain loans at maximum 2.5% interest rate with max. 10 years duration.

* The estimate for volume changes is based on the balance sheet data provision to the Hungarian Financial Supervisory Authority ('HFSA'), calculated from the „Loans to non-financial and other-financials companies" line, adjusted for FX-effect.
** Aggregated market share of OTP Bank, OTP Mortgage Bank, OTP Building Society and Merkantil Bank, based on the balance sheet data provision to the HFSA, calculated from the „Loans to non-financial-, other-financial-, additional- and non-profit- institutions serving households" line

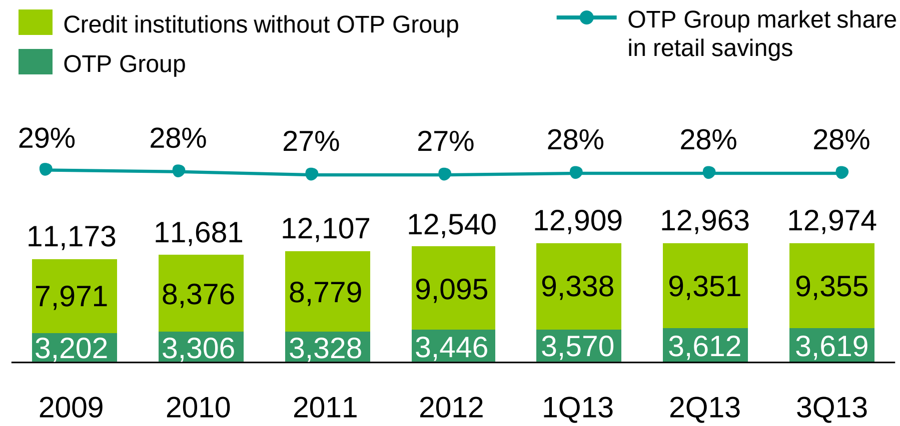
Hungary

OTP' s market share is steadily strong both in new retail loan flows and in the stock of household savings. Mortgage loan applications advanced further in 3Q 2013

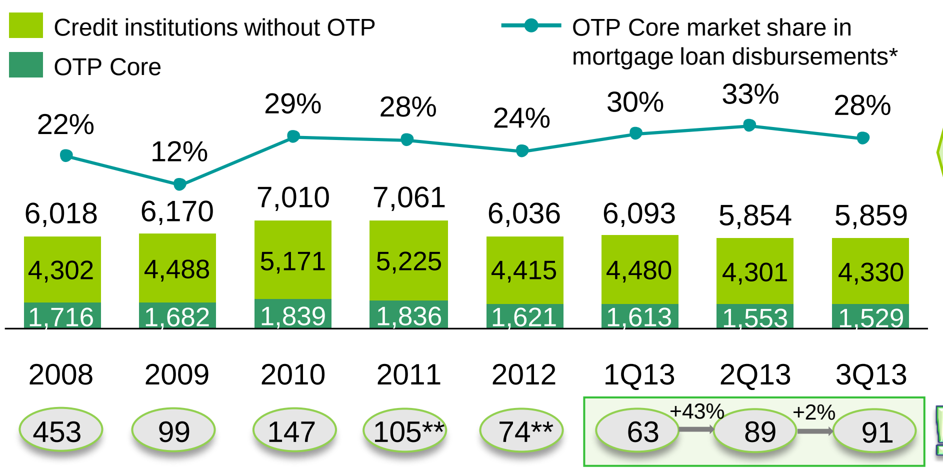
Consumer loan volumes
(in HUF billion, without home equity and car-financing loans)



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 risen (new home: 15, 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 were at HUF 17.4 billion in 9M 2013 that is 41% of total housing loan applications and 29% of total mortgage loan applications.

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

Source: Hungarian Financial Supervisory Authority and National Bank of Hungary statistics
* After the suspension of Swiss franc lending at OTP Core the ratio is calculated from market statistics excluding Swiss franc mortgages.
** Without applications for refinancing forint loans under the early repayment programme of FX mortgage loans.

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OTP Core

Recent developments on policies targeting existing and potential mortgage borrowers and government measures (3/1)

FX PROTECTION SCHEME

- The protection is provided for 5 years. In the fixing period clients may save ~25% (subject to the development of market FX rates) from the interest payments due to preferential exchange rates (CHF/HUF 180, EUR/HUF 250, JPY/HUF 2.5). The difference between the market and the fixed rate on the principal part of the monthly instalments accrues in a special account over the fixing period and is to be serviced by the client. Borrowers are allowed to join the scheme at any time.
- By the end of September 2013, 30% of eligible borrowers of OTP Core and OTP Flat Lease signed 36,231 FX protection contracts, as a result loan volumes under FX protection reached HUF 257 billion that is 50% of the performing FX mortgage portfolio. The programme had a negative impact of HUF 2.2 billion on net interest income in 9M 2013 (mostly recognised in 1Q).
- From November 2013, the following borrowers gained eligibility: borrowers in more than 90 days of delinquency or participating in other financial relief programme of the banks or having a principal of over HUF 20 million equivalent at the initiation of the contract. Also, special account loans cannot be terminated by the banks, unless the delay of payment reaches 180 days. The State guarantee to the special account will be available in the future only if the credit institution forgives the loan amount in excess of 95% of the collateral value. In practice, banks have not taken advantage of the State guarantee in the past. In addition to this, the usual "winter" moratorium on evictions lasting until 1 of March normally is going to be extended until 30 April in 2014.

SUBSIDIZED FORINT MORTGAGE LOANS IN HUNGARY

- OTP was the first bank offering this new subsidised products from early August 2012. The total mortgage rate including the subsidy is fixed for 1 or 5 years and is capped at the level of „130% of the 1 or 5 years reference rate of government bonds +3%", depending on the length of the repricing period. The subsidy is provided in the first 5 years of the tenor and is fixed during the repricing period. Its size varies between 50% and 70% of the government bond reference rate. If relevant requirements are met, OTP's clients can enjoy a fixed forint interest rate of around 6-7% in the first 5 years of the loan. This appealing rate can help to stimulate mortgage lending. The government amended the scheme from 1 January 2013 to make it more attractive.
- Loans are available for buying or building new homes (max. loan amount at HUF 15 million), purchasing or repairing used apartments (max. loan amount at HUF 10 million). As for subsidized loans for buying smaller homes by delinquent borrowers and for refinancing delinquent mortgage loans, the application period was extended until 31 December 2013.

Recent developments on policies targeting existing and potential mortgage borrowers and government measures (3/2)

FINANCIAL TRANSACTION TAX

- From 1 January 2013 Hungarian banks are obliged to pay financial transaction tax. The tax rate for cash withdrawals was set at 0.3%, while for other banking transaction - including all major retail and corporate transactions - at 0.2%.
- Effective from 1 August 2013 the levy on cash withdrawals increased from 0.3% to 0.6%, the cap of HUF 6,000 per transaction was scrapped. While the levy on other banking transactions grew from 0.2% to 0.3% with the HUF 6,000 cap remaining in force.
- One-off tax to be applied to 2013 only to compensate for the shortfall in budget revenues from financial transaction tax: banks were required to pay an additional financial transaction tax, calculated as 208% of the transaction tax that they already paid in the first four months of 2013. At OTP Bank the full annual negative impact of HUF 13.2 billion was recognized in the 2Q 2013 accounts.

INTRODUCING FREE CASH WITHDRAWALS

- According to the amendment to the Act on Payment Services approved by the Parliament on 11 November 2013, from 1 February 2014 the first two cash withdrawals per month up to HUF 150,000 will be free of charge for those private individuals, who make a statement to their Payment Services provider. At the same time according to the law on financial transaction tax (Act CXVI/2012) banks are obliged to pay 0.6% tax on cash withdrawals.
- The law declares that any changes to fees and other commissions listed in the client contracts as well as the modification of their calculation methods in relation to the above mentioned amendment to the law are prohibited.
- In 2014 the potential negative impact on OTP Core’s net income - depending on the participation ratio - is expected to be around HUF 10 billion (before corporate income tax).

SPECIAL BANKING TAX

- In November 2012 the Ministry for National Economy announced that the special tax on financial institutions will be kept indefinitely at its 2013 level.
- Similar to last year, in 2013 the total annual amount of the special tax on financial institutions paid by Hungarian Group members has been recognized in the first quarter (HUF 29 billion after tax).

OTP Core

Recent developments on policies targeting existing and potential mortgage borrowers and government measures (3/3)

DEBT OF THE HUNGARIAN MUNICIPALITIES

- As for municipalities with less than 5,000 people in the consolidation process the State provided a non-refundable subsidy for the repayment of outstanding debts as at 12 December 2012. At OTP Bank a total debt of HUF 28.8 billion was repaid (calculated with FX rates as of 27 December 2012), out of this forint denominated debt reached HUF 24.1 billion.
- The debt consolidation of municipalities with more than 5 thousands inhabitants was completed by end of June 2013. At OTP Bank the total amount of loans to these municipalities reached HUF 245 billion by end-2012. Out of this amount the debt consolidation covered HUF 142.6 billion equivalent (at exchange rates as of 31 December 2012). HUF 41.5 billion equivalent of debt was prepaid, while HUF 101.2 billion equivalent was refinanced by a loan originated by OTP Bank for the Government Debt Management Agency. Terms and conditions of the refinancing loan were set as a weighted average of the tenors and spreads of the refinanced municipal loans and bonds.
- In October 2013 the government announced that it will assume all the remaining municipal debt in the amount of HUF 420 billion until the end of February 2014. At OTP Bank HUF 94 billion muni debt is expected to be taken over by the State.

CAPPING INTERCHANGE FEES

- The law on payment services (Act LXXXV/2009) was amended. Accordingly, from 1 January 2014 the interchange fee of cards is capped at 0.2% of the transaction value in case of debit cards and 0.3% in case of credit cards.
- As a result, in 2014 OTP Core is expected to see a decline in revenues close to HUF 2 billion (before corporate income tax).

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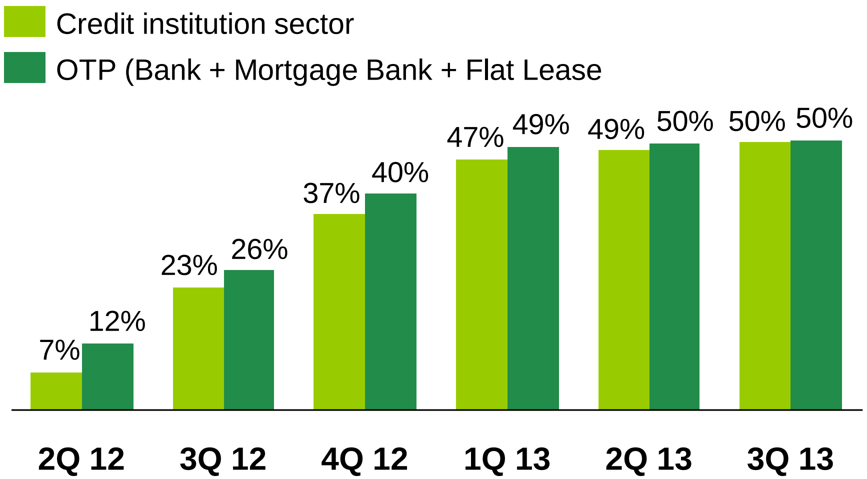
Hungary

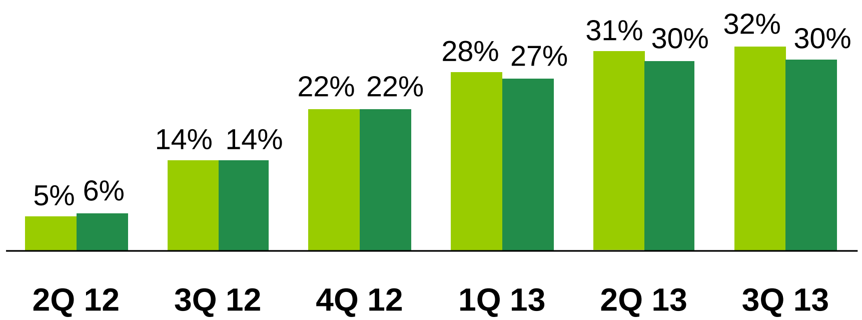
The fixed exchange rate scheme provides considerable benefits to half of the eligible FX mortgage borrowers in terms of loan volumes. In November defaulted borrowers as well as borrowers borrowers having big-ticket loans gained eligibility

PARTICIPATION IN THE FX PROTECTION SCHEME

…as a share of performing FX mortgage volumes*



…as a share of number of eligible loan contracts**



Fixed exchange rate scheme

- From November 2013 borrowers in more than 90 days of delay or participating in other financial relief programme of the banks or having a principal of over HUF 20 million equivalent at the initiation of the contract gained eligibility.
- As a result of the scheme, on sector level the total annual instalments of FX borrowers decline by cca. HUF 38 billion[1], representing a 24% decrease in the total annual burden of participating clients. Out of interest payments due in the next 12 months, HUF 27 billion is going to be forgiven to clients. This is going to be borne jointly by the Government and the banks.
- In case of a typical Swiss franc denominated loan carrying market conditions with a principal at HUF 8.5 million and remaining maturity of 15 years, the client's total annual burden is reduced by HUF 248 thousand[2]. Out of this reduction, the forgiven interest payment amounts to HUF 168 thousand in the first year.

National Asset Management Company

- The Company purchases the property offered by the eligible client with the Bank's consent. The borrower will become a tenant in his home, and the foreclosure process will be suspended by the Bank.
- The purchase price depends on the location of the real estate and is set at 55% of the market price included in the loan contract if the property is located either in Budapest or in big cities, 50% in case of other towns and 35% in case of villages.
- The Company plans to buy 25 thousand estates by 2014.
- By the end of October altogether 12,000 applications were accepted.

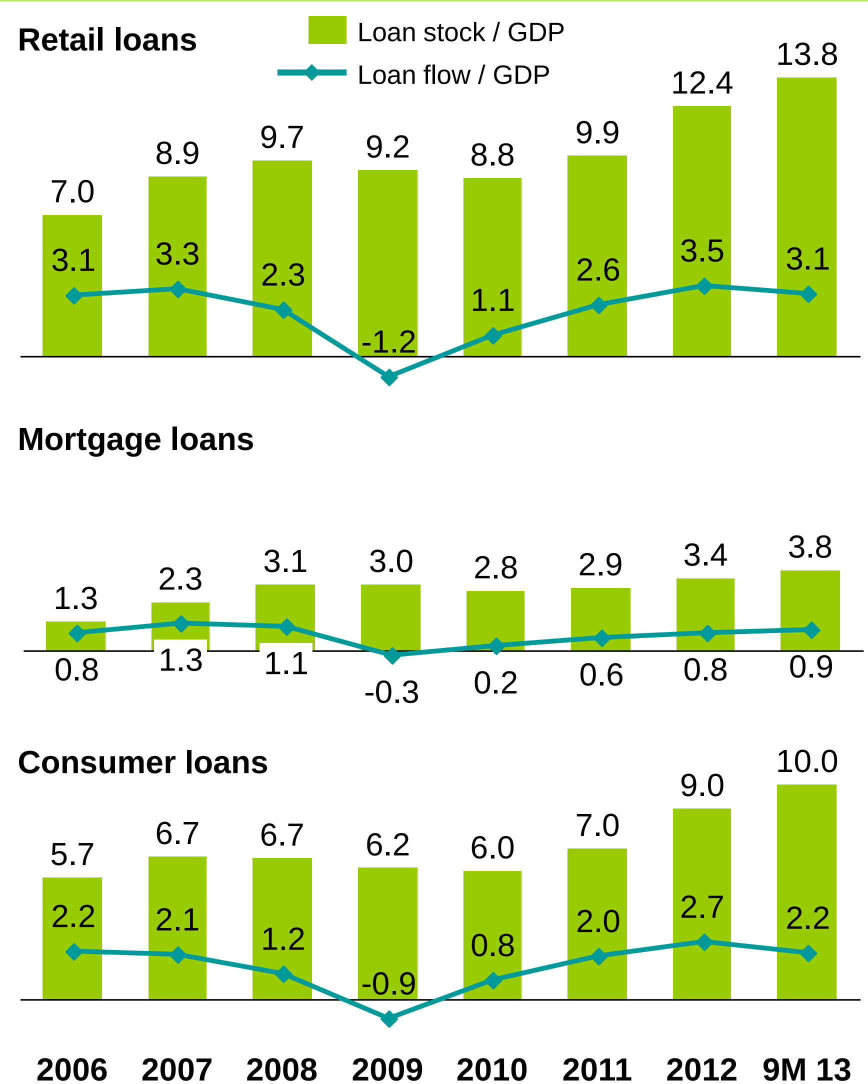
[1] Assuming unchanged loan conditions and stable FX rates (CHFHUF at 240.8, EURHUF at 295.8 and JPYHUF at 2.25).
[2] Assuming unchanged loan conditions and stable FX rates (CHFHUF at 240.8).

Source: Hungarian Financial Supervisory Authority statistics
* Loan volumes in the FX protection scheme as a share of performing FX mortgage loans as of 30 September 2013. Market-level outstanding FX mortgage volume for end-September 2013 is estimated by using end-September total volumes and the NPL rates as of 30 June.
** Number of loan contracts in the FX protection scheme as a share of the number of eligible FX mortgage loan contracts. Number of eligible contracts on market-level is estimated by using contract numbers of OTP.

With the Russian economy slowing down, only marginal moderation can be observed on the retail loan market

Key economic indicators

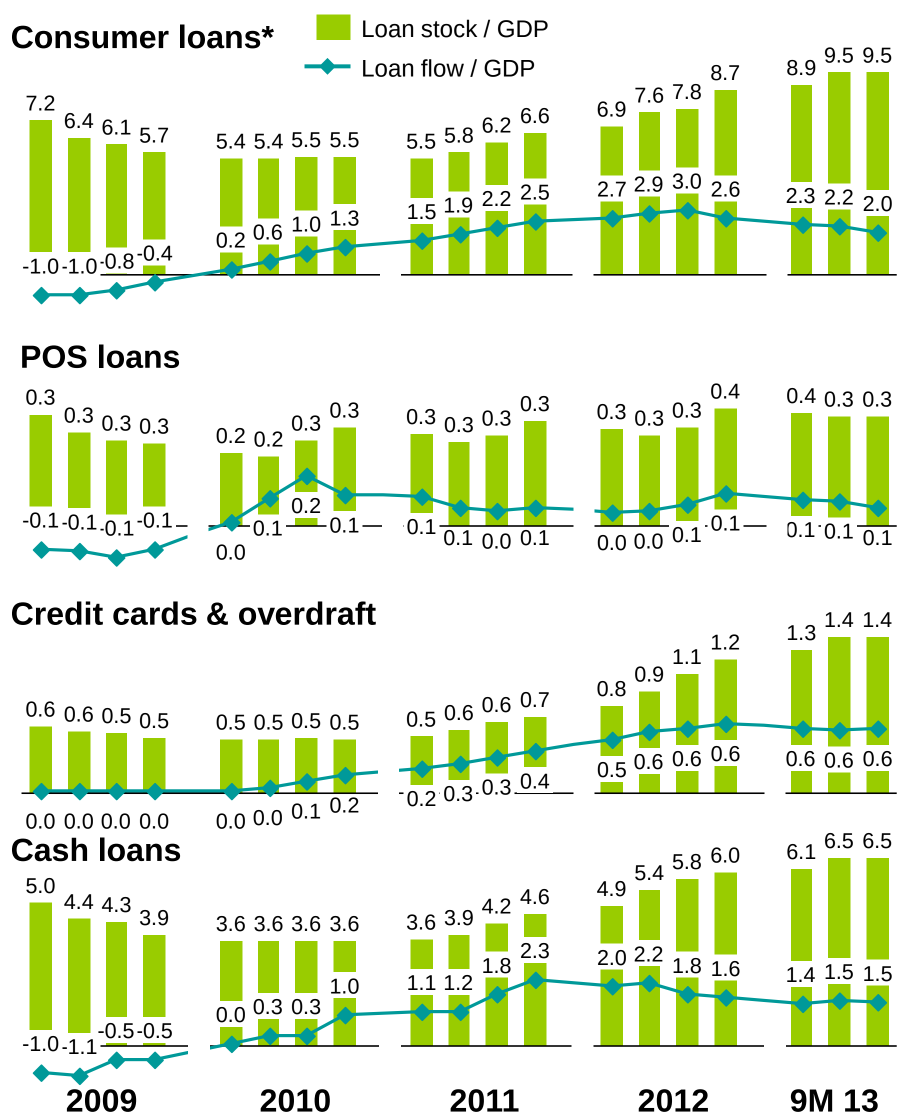
	2008	2009	2010	2011	2012	OTP Research 2013F	OTP Research 2014F
Nominal GDP (RUB bn)	41,277	38,807	46,309	55,800	62,599	**69,255**	**76,298**
Real GDP change	5.2%	-7.8%	4.5%	4.3%	3.4%	**2.0%**	**2.0%**
Final consumption	8.6%	-3.9%	3.5%	4.8%	4.8%	**3.3%**	**2.2%**
Household consumption	10.6%	-5.1%	5.5%	6.4%	6.8%	**4.2%**	**2.8%**
Collective consumption	3.4%	-0.6%	-1.5%	0.8%	-0.2%	**0.2%**	**0.2%**
Gross fixed capital formation	10.6%	-14.4%	5.9%	10.2%	6.0%	**-1.8%**	**1.0%**
Exports	0.6%	-4.7%	7.0%	0.3%	1.4%	**1.6%**	**2.5%**
Imports	14.8%	-30.4%	25.8%	20.3%	9.5%	**7.0%**	**3.0%**
Government balance*	4.9%	-6.3%	-3.4%	1.5%	0.4%	**-0.4%**	**-1.0%**
Government debt*	7.9%	11.0%	11.0%	11.7%	10.9%	**10.4%**	**18.8%**
Current account*	6.2%	4.1%	4.6%	5.2%	4.0%	**2.0%**	**1.5%**
Gross external debt*	35.4%	34.6%	30.7%	30.1%	30.0%		
Gross nominal wages	27.4%	9.1%	12.8%	11.7%	13.3%	**12.1%**	**9.7%**
Unemployment rate (avg)	6.4%	8.4%	7.5%	6.6%	5.5%	**5.9%**	**6.3%**
Inflation (annual average)	14.1%	11.7%	6.9%	8.5%	5.1%	**6.5%**	**6.0%**
Base rate (end of year)	13.00%	8.75%	7.75%	8.00%	8.25%	**8.00%**	**7.50%**
RUB/USD FX rate (eop)	29.40	30.04	30.54	32.13	30.37	**32.50**	**34.43**

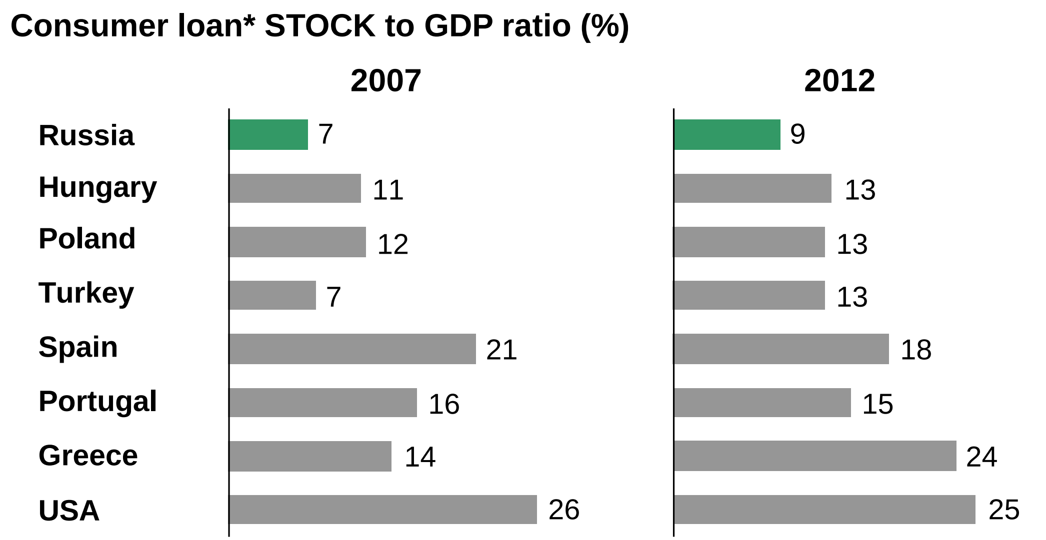


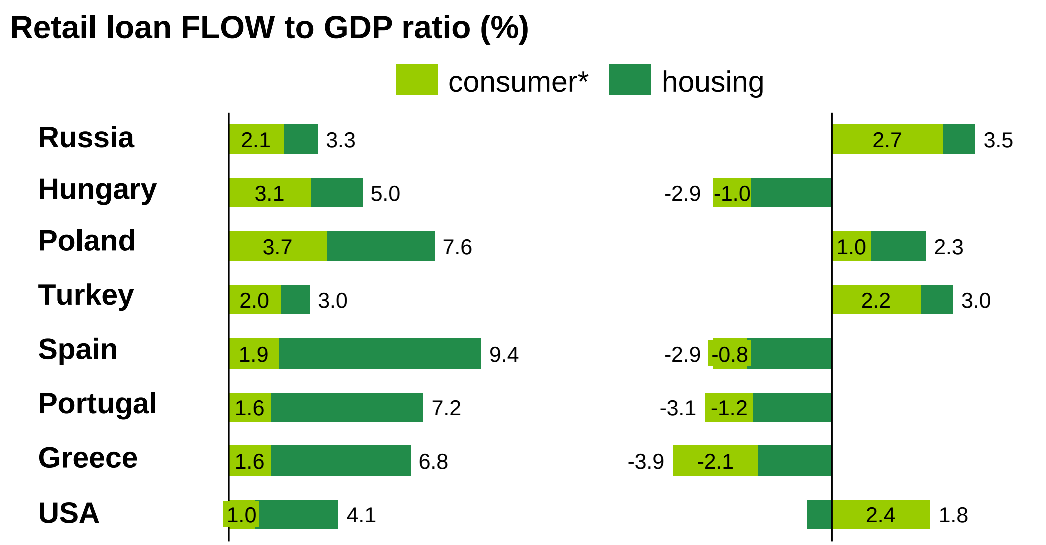
Source: Rosstat, Central Bank of Russia, BIS, OTP Bank.
Penetration levels calculated from annual GDP figures.
*in % of GDP

Russia

The Russian retail and consumer loan penetration is still low in international comparison. The consumer loan market is also supported by the structural weaknesses on the mortgage market







Source: Central Bank of Russia, Frank Research, OTP Bank; monthly flow data are seasonally adjusted
Quarterly penetration levels calculated from annualized GDP figures. 3Q 2013 GDP is based on OTP estimate.
* Including home equity loans except for Russia.

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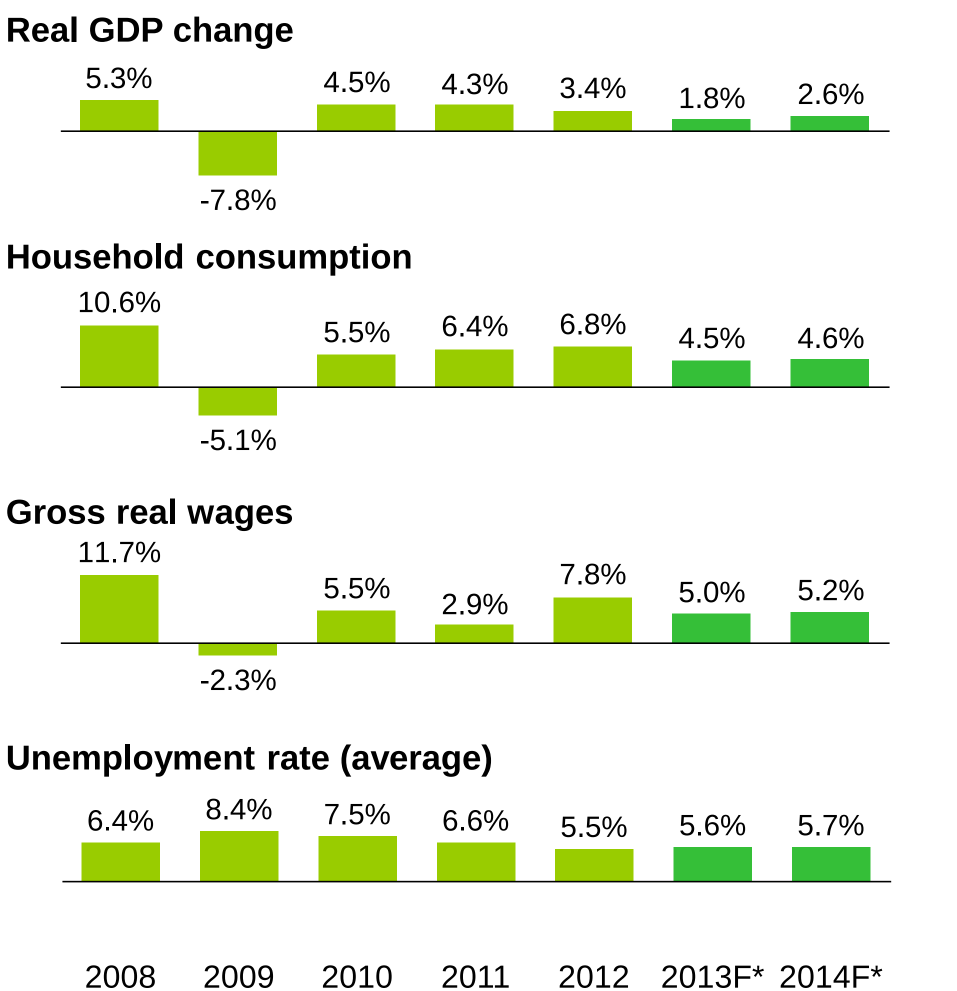
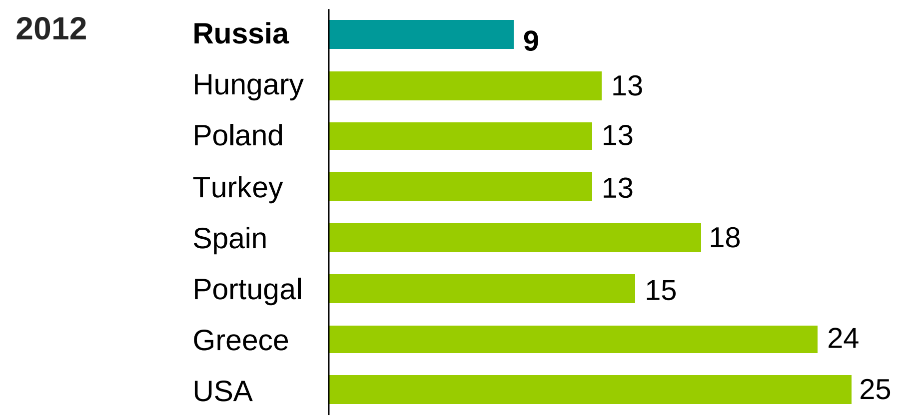
Despite moderating GDP growth real wages and consumption remain strong. Consumer loan penetration does not seem to be high in international comparison

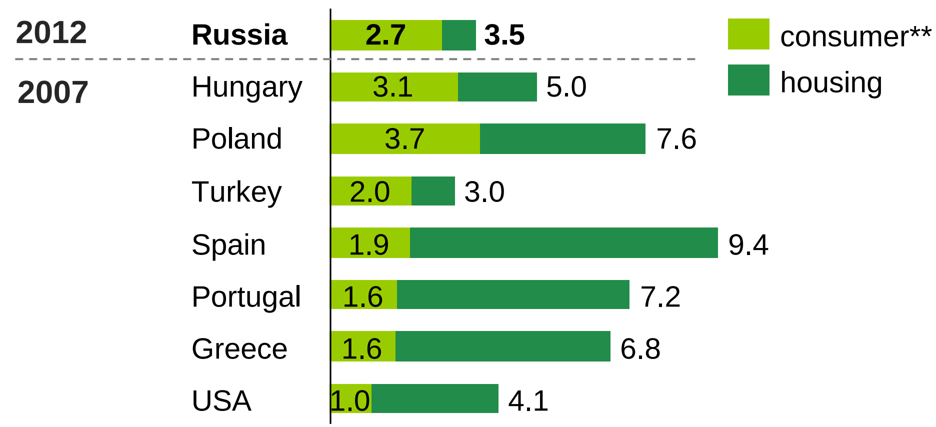
Key macroeconomic indicators



Consumer loan** STOCK to GDP ratio (%)



Retail loan FLOW to GDP ratio (%)



Source: Central Bank of Russia, Frank Research, OTP Bank
* Focus Economics
** Including home equity loans except for Russia

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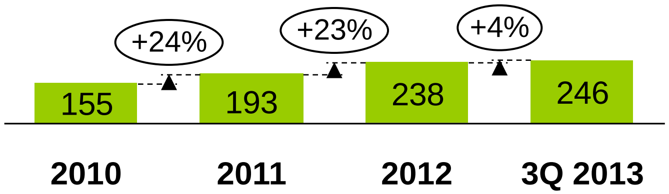
Russia

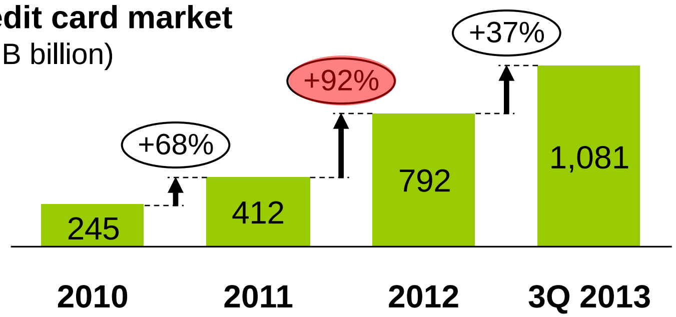
After whooping growth rates in 2011 and 2012 consumer segment slowed down, while OTP started to decelerate in 2012

Consumer loan market segment*

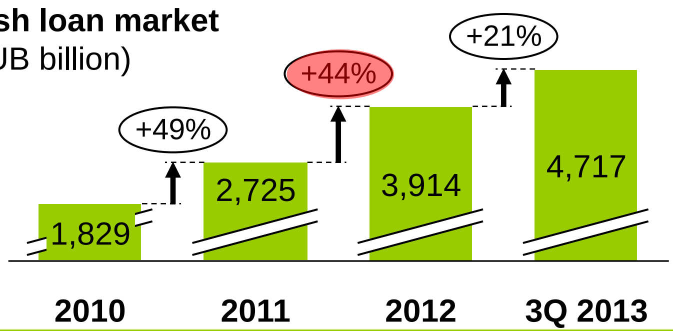
POS loan market
(RUB billion)



Credit card market
(RUB billion)

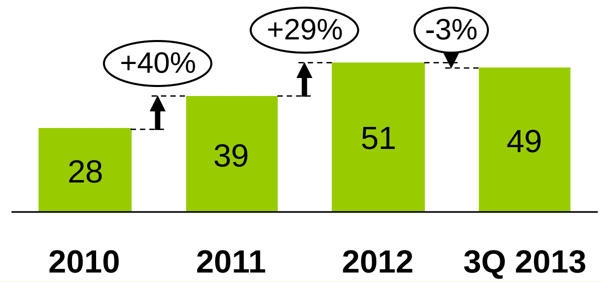


Cash loan market
(RUB billion)



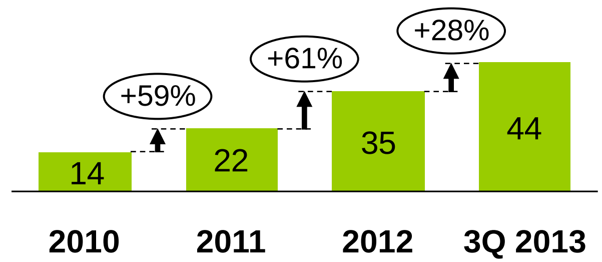
Market position of OTP Bank Russia

POS loan volumes of OTP Russia



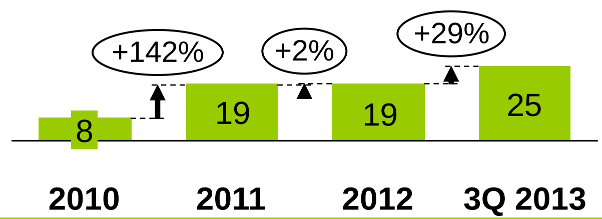
- Sales force:
  5,376 own sales points**
  26,470 external sales points***
- #2 in the market
- 3Q 2013 market share: 19.8%

Credit card loan volumes of OTP Russia



- Cross-sales to POS clients
- #6 in the market
- 3Q 2013 market share: 4.1%

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



- Available in 169 branches
- #30 in the market
- 3Q 2013 market share: 0.5%

* Source: Frank Research Group
** Bank employees working with Federal or other networks.
*** Employees of commercial organizations.

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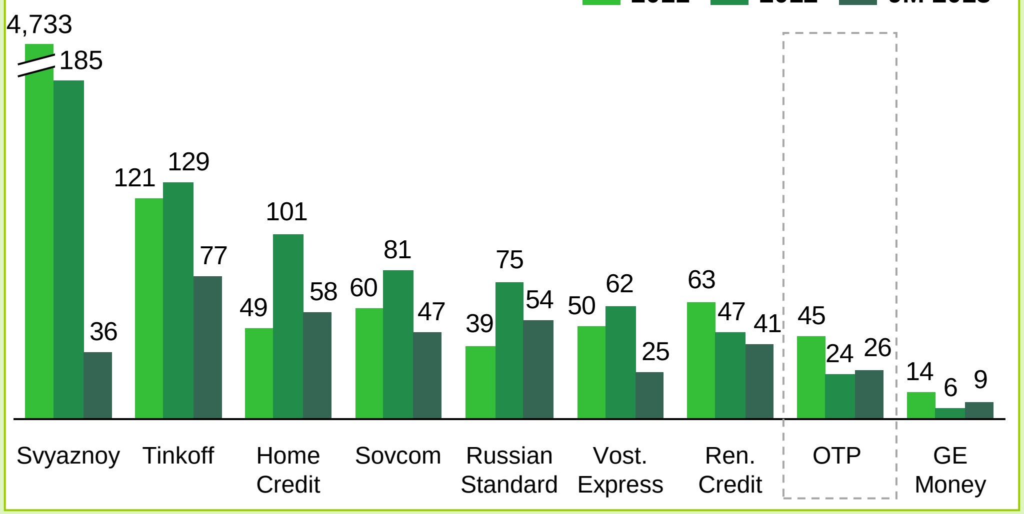
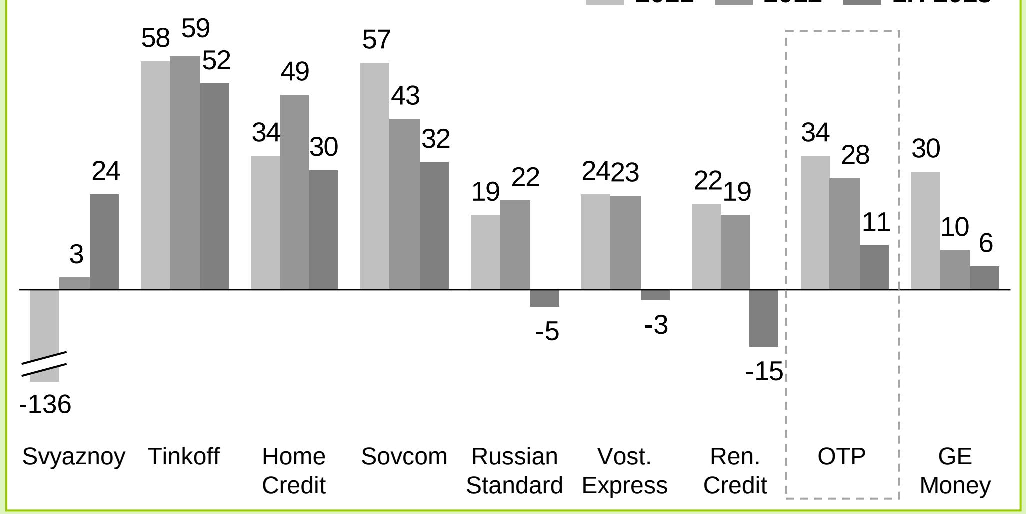
Russia

Rapid retail loan growth resulted in a material increase of risk costs across the Russian market

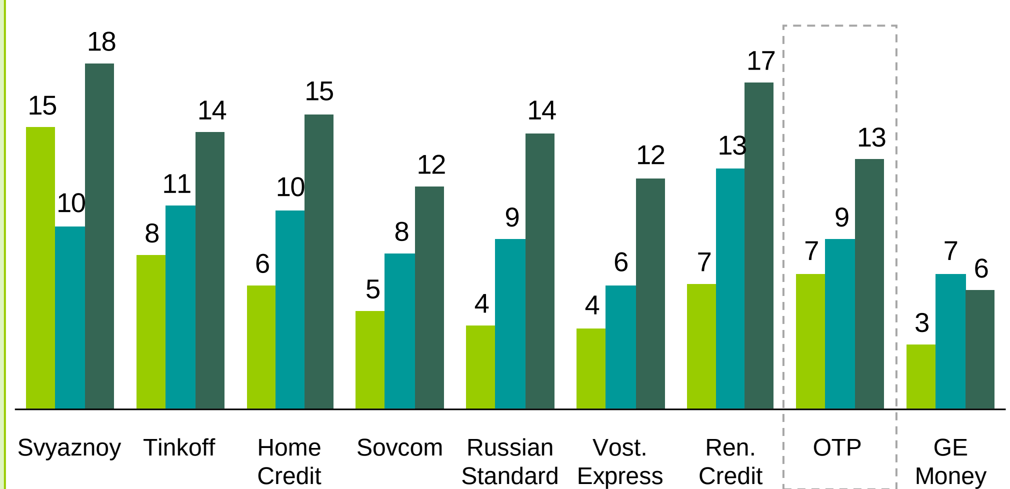
Retail loan growth* (%, Y-o-Y)



Return on Equity** (%)



Risk Cost Rate*** (%)



Credit Card ranking*

	2009	3Q 2013
Sberbank	7	1
Russian Standard	1	2
Tinkoff CS	11	3
VTB24	2	4
Alfa-Bank	6	5
OTP Bank	**5**	**6**

* Source: Frank Research. ** Source: company publications. IFRS. Data as of 1H 2013 for Svyaznoy Bank, Renaissance Credit, GE Money Bank and Tinkoff CS are under RAS, for other banks under IFRS.
*** Source: Moody's Research. IFRS. Data as of 1H 2013 for Svyaznoy Bank, Renaissance Credit and GE Money Bank are under RAS, for other banks under IFRS

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A comprehensive Transformation Project has been launched at OTP Bank Russia

Challenges and opportunities

- Challenging risk environment, considerable room for improvement in collection & workout
- Strong position in the already saturating POS loan market, potential for growth in credit card and cash loans
- Potential to increase branch penetration
- Significant additional cross selling potential for more than 10 million clients with credit history

Transformation project (from November 2012)

Improving risk management	• Transformation of the overall credit scoring and collection process • Systemic renewal of the workout activity • Risk-based product optimization
Enhancing cross-selling	• Improving credit card delivery service and activation • Broadening cross selling activity in order to reach new target groups • Automation of cross selling, applying analytical tools
Business process reengineering	• Improving the branch sales and call centre processes, moving away from paper-based solutions, improving client service • Back office rationalisation • Integration of central services formerly provided by four banks
IT-system development	• Introduction of standard, integrated IT-system

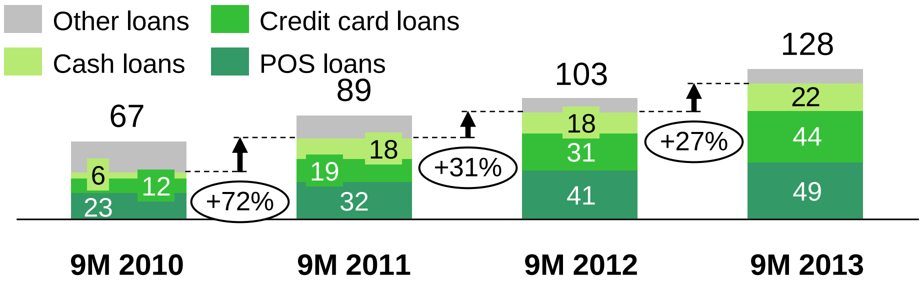
Expected output of the project

- **Improved risk management**
- **Repositioning the bank from a POS lending specialist into a consumer finance focused integrated retail bank**
- **Establishing long-term multi-product client relationships parallel with more diversified distribution network**

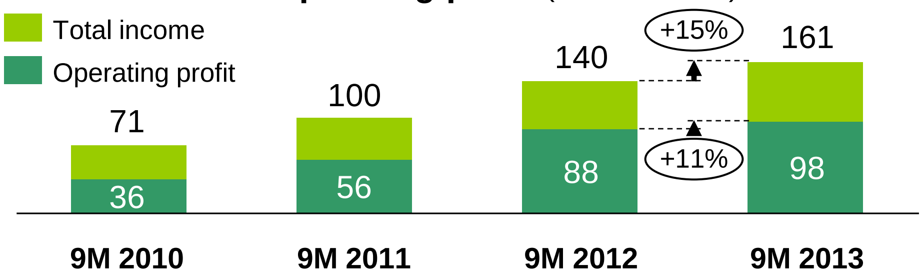
OTP Bank Russia

At OTP Russia loan volumes, revenues and operating profit kept growing, however the profitability deteriorated as a result of higher risk cost

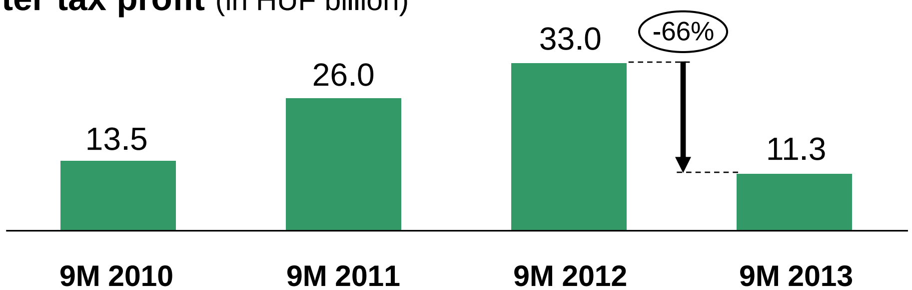
Gross loans (in RUB billion)



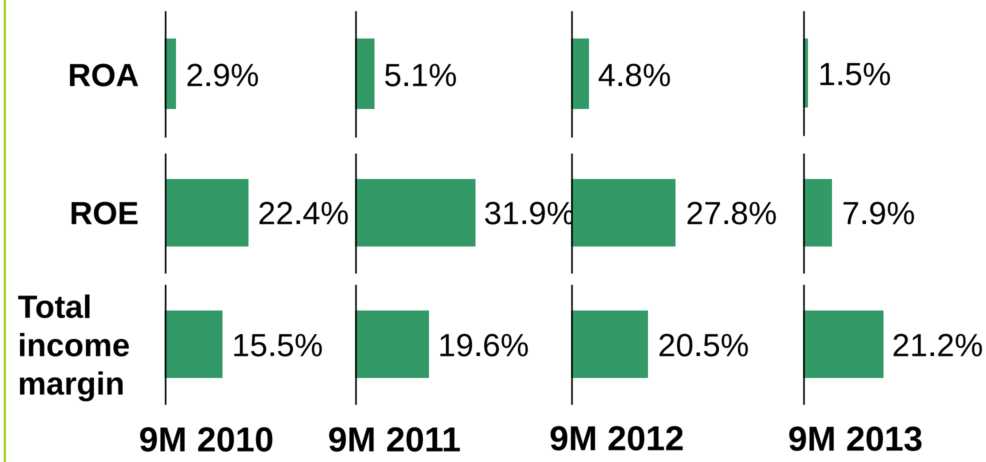
Total income and operating profit (in HUF billion)



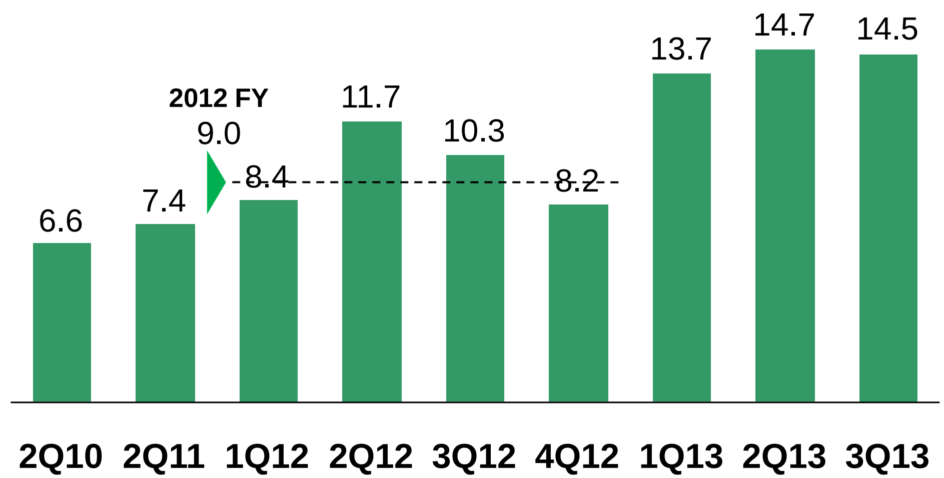
After tax profit (in HUF billion)



Performance indicators (%)



Risk cost rate of consumer loans (%)



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Risk cost rates increased for POS loans and decreased for credit cards; provision coverage rates increased in all 3 segments

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

POS loans

	2009	2010	2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	2012	1Q 2013	2Q 2013	3Q 2013
Risk cost rate	6.2%	7.9%	7.7%	10.7%	13.0%	11.0%	6.2%	9.1%	12.5%	14.5%	15.9%
DPD90+ coverage	88.0%	90.9%	108.3%	113.3%	106.9%	102.2%	97.0%	97.0%	99.6%	98.4%	100.5%

Credit cards

	2009	2010	2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	2012	1Q 2013	2Q 2013	3Q 2013
Risk cost rate	14.5%	6.8%	10.3%	6.3%	12.2%	10.5%	12.3%	10.5%	16.7%	16.0%	14.1%
DPD90+ coverage	85.3%	86.4%	86.9%	89.3%	91.4%	88.1%	89.8%	89.8%	94.5%	95.2%	97.5%

Cash loans

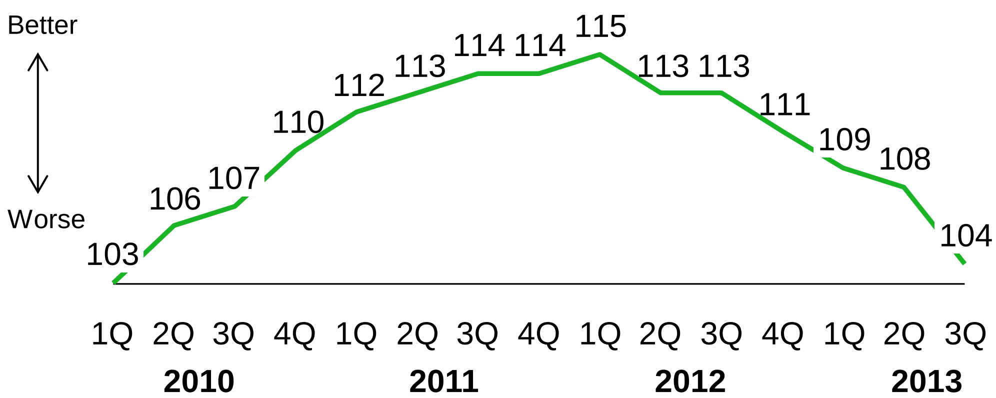
	2009	2010	2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012	2012	1Q 2013	2Q 2013	3Q 2013
Risk cost rate	11.4%	-4.8%	3.7%	6.2%	8.2%	8.2%	6.1%	6.8%	11.2%	12.2%	12.3%
DPD90+ coverage	86.9%	94.1%	92.9%	97.0%	102.4%	104.6%	102.9%	102.9%	106.6%	105.7%	107.3%

Improving soft collection efficiency was in the focus of the Collection Project, strategy setting and preparatory work for hard collection project in 3Q

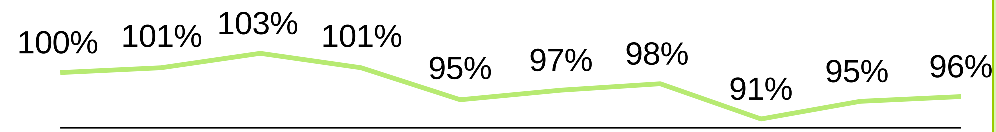
OTP Bank Russia

FICO Credit Health Index of the Russian market

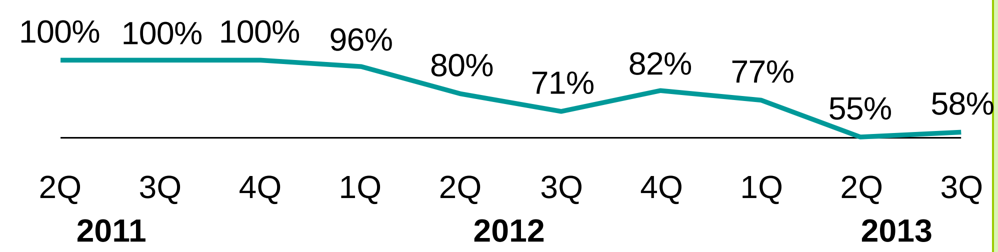
Based on consumer loans' and credit cards' 60 days deliquency reported to National Bureau of Credit Histories



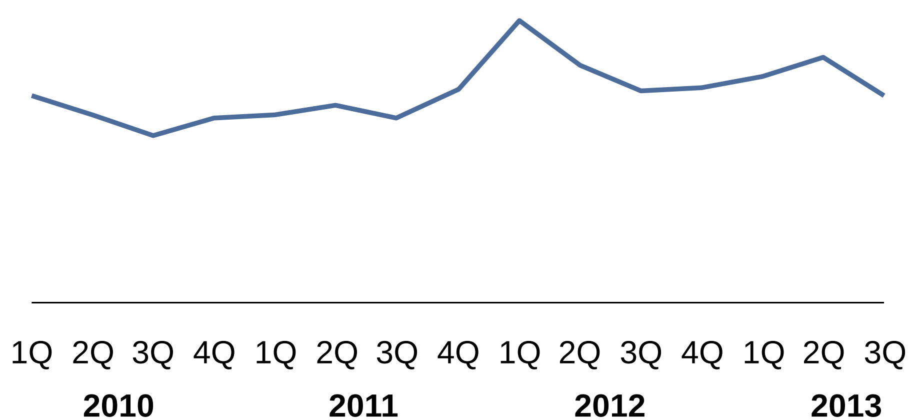
Consumer loan's soft collection efficiency[1] 2Q 2011=100% at OTP Bank Russia



Consumer loan's hard collection efficiency[2] 2Q 2011=100%



7+day First Payment Delinquence (FPD 7+) of POS loans at OTP Bank Russia



Measures taken to improve collection performance

Soft collection was in the focus of the project in 3Q 2013

- Soft collection staff model developed, staff size regularly re-assessed; increased number of soft collectors (+76% during 3Q 2013), more people involved in fraud prevention (+2% during 3Q 2013)
- New processes, trainings, staff incentives, scripts, tools and inbound IVR (interactive voice response)
- Skip tracing introduced
- Staffing the new Call Centre in Omsk done, Omsk team is fully scaled up

Strategy setting and preparatory work for hard collection project:

- Reallocation of volumes among debt collection agencies (DCAs) introduced (the best gets most)
- Rescheduling programs for bad loans are planned to be introduced

Source: FICO, OTP Bank Russia

[1] Measured as 1 minus the multiplication of one-bucket migration rates of deliquency buckets 1-3.

[2] Measured as 1 minus the multiplication of one-bucket migration rates of deliquency buckets 4-13.

Operating cost growth y-o-y was mainly driven by the stronger Russian business activity; the q-o-q improvement is mostly the result of moderating expenses in Hungary

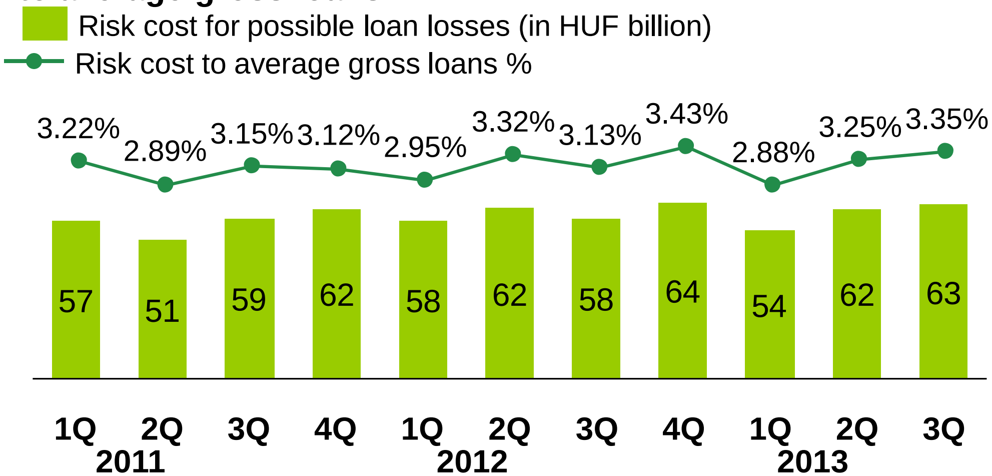
OPERATING COSTS – 9M 2013 (HUF billion)	Share	9M 2013	Y-o-Y (HUF bn)	Y-o-Y (%)	3Q 2013 (HUF billion)	Q-o-Q (HUF bn)	Q-o-Q (%)
OTP Group	100%	310	20	7%	104	-2	-2%
OTP CORE (Hungary)	46%	142	7	5% (1)	47	-2	-4% (1)
OBRU (Russia)	20%	63	11	20% (2)	21	0	-1% (2)
DSK (Bulgaria)	9%	27	1	5%	9	0	3%
OBU (Ukraine)	8%	24	1	5%	8	0	-3%
OBH (Croatia)	4%	11	0	2%	4	0	4%
OBS (Slovakia)	3%	8	0	0%	3	0	-1%
OBR (Romania)	3%	10	0	-2%	3	0	-5%
CKB (Montenegro)	2%	5	0	-3%	2	0	7%
OBSrb (Serbia)	2%	5	0	8%	2	0	0%
Merkantil (Hungary)	1%	5	0	0%	1	0	-6%

1 9M operating costs of OTP Core expanded by 5%, mainly driven by higher personnel expenses due to the technical effect of changing the management compensation scheme in line with CRD3 since 2010. In 3Q 2013 costs declined q-o-q on the back of lower advisory costs and personnel expenses.

2 Operating cost growth was in line with the expansion of consumer lending, as consumer loans grew by 30% y-o-y. Advisory costs of the transformation project raised administrative costs in 2Q and 3Q. In 3Q the Bank opened 24 branches and consumer loans grew by 6% q-o-q.

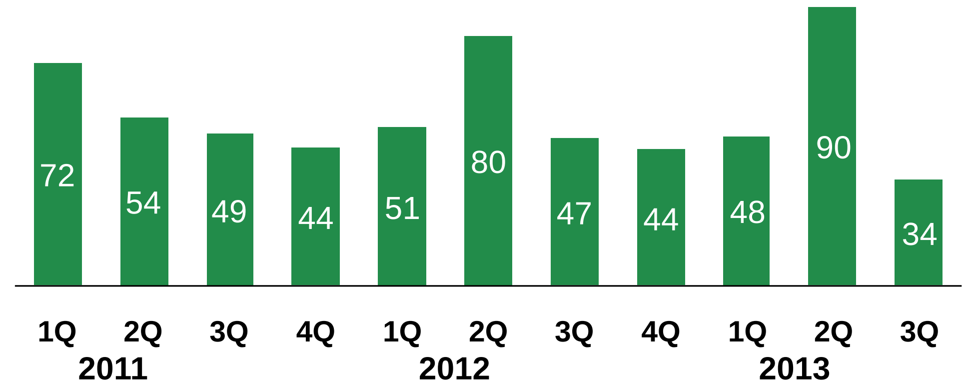
The slowest pace of portfolio deterioration since the beginning of the crisis, due to prudent provisioning the coverage ratio increased further, the ratio of 90+ days overdue loans decreased to 20.6% q-o-q

Consolidated risk cost for possible loan losses and its ratio to average gross loans

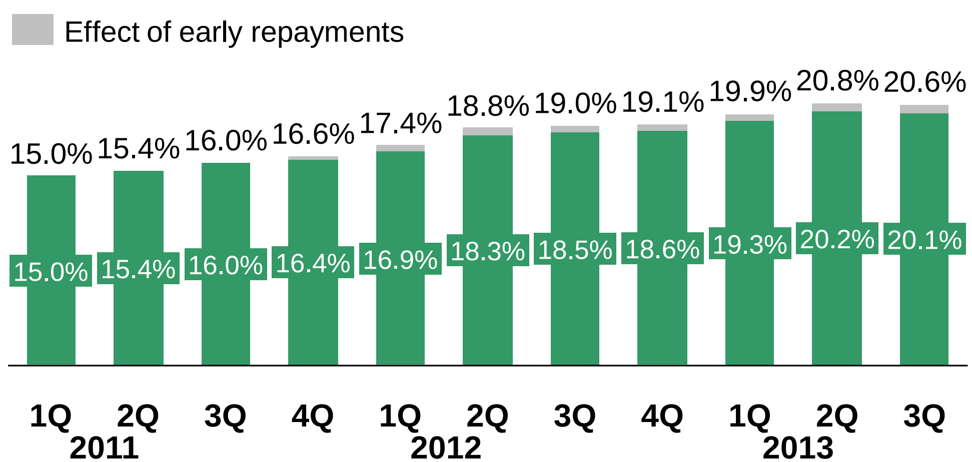


Quarterly change in DPD90+ loan volumes

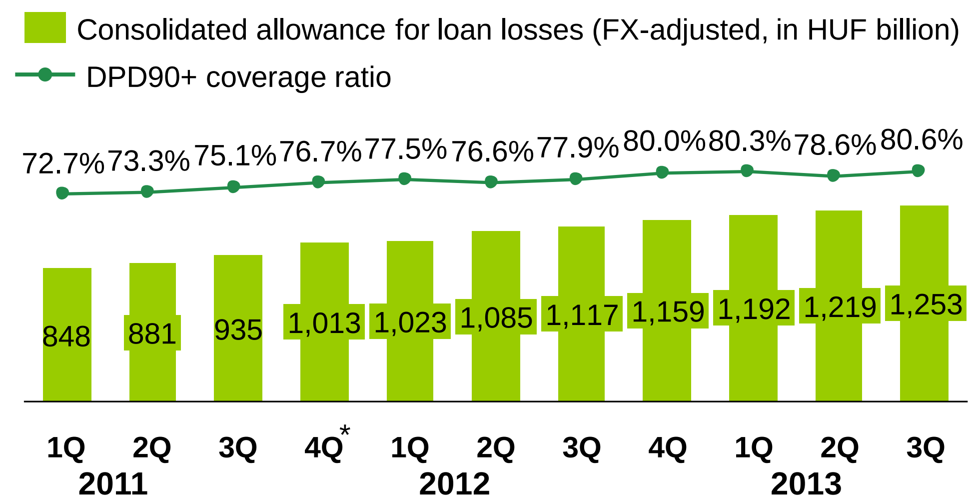
(consolidated, FX-adjusted, in HUF billion)



Ratio of consolidated DPD90+ loans to total loans (%)



Consolidated provision coverage ratio



* Without HUF 36.5 billion provisions accrued for the FX mortgage loan prepayment at end-2011

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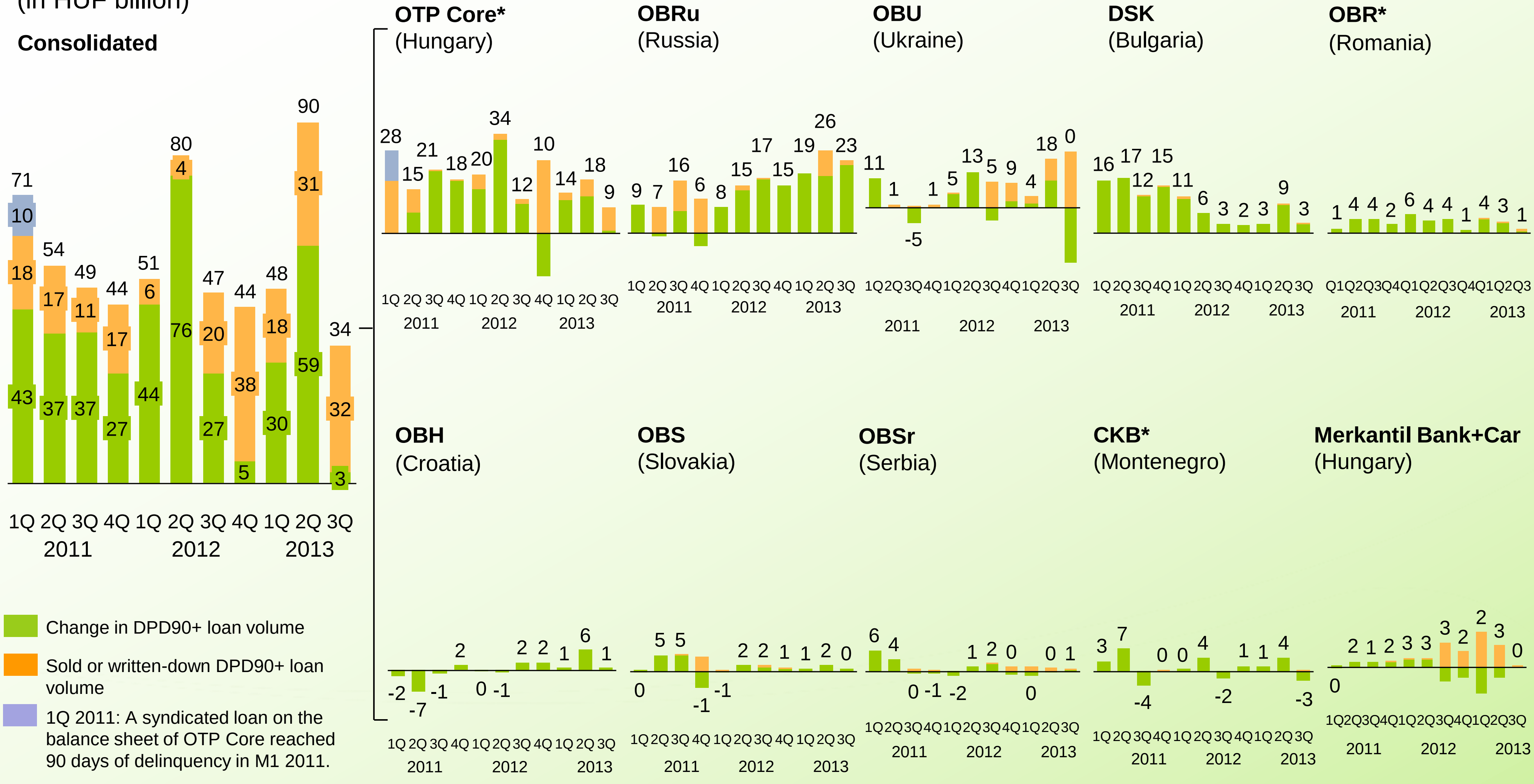
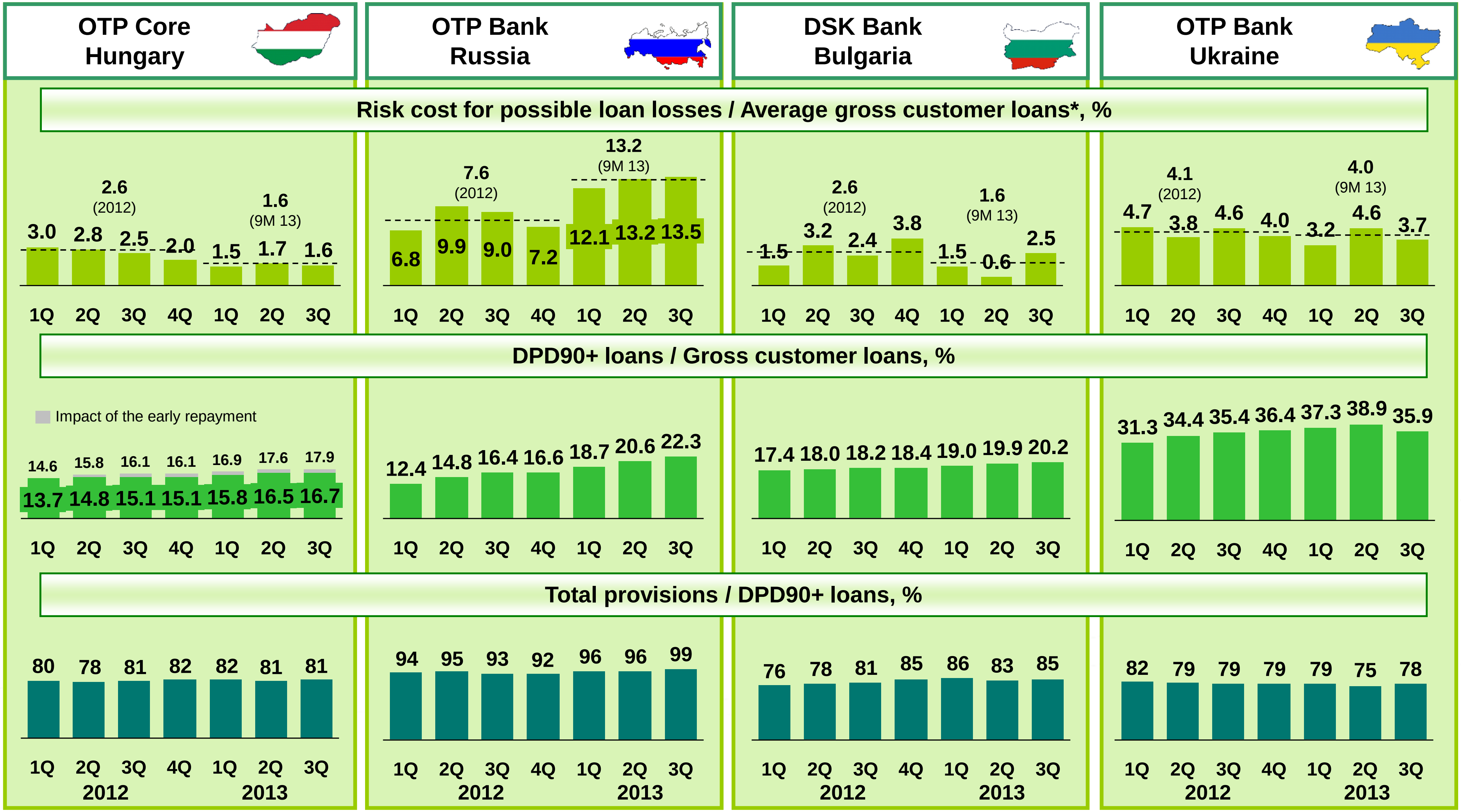
The pace of portfolio deterioration decelerated remarkably across the Group except for Russia. Although the worsening of Russian consumer loans slowed down slightly, it still remained at elevated levels

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



* DPD90+ loan formation statistics of both OTP Core and CKB were adjusted for the effect of a portfolio swap between the two companies in 1Q 2011. From legal aspects the portfolio swap was necessary because of the enforceability of the collaterals behind non-performing loans. Similarly, 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.

Provision coverage of non performing loans improved in case of the 4 biggest group members; the Russian risk cost rate increased further, but coverage ratio edged up, too; in the Ukraine sale of non-performing corporate loans played a role in the decrease of the DPD90+ ratio



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

In Russia within the consumer book the deterioration of the POS segment was the most pronounced, corporate loans improved both in Hungary and in the Ukraine, in Bulgaria the deterioration slowed down in all segments

DPD90+ ratio (%)

OTP Core (Hungary)	3Q 12	4Q 12	1Q 13	2Q 13	3Q 13	Q-o-Q *(%-point)*
Total	**16.1**	**16.1**	**16.9**	**17.6**	**17.9**	***0.3***
Total*	***15.1***	***15.1***	***15.8***	***16.5***	***16.7***	***0.2***
Retail	18.4	19.1	20.5	21.2	21.9	*0.7*
*Retail**	*16.7*	*17.3*	*18.5*	*19.1*	*19.7*	*0.6*
Mortgage	16.9	17.6	19.2	19.9	20.8	*0.9*
*Mortgage**	*14.9*	15.5	16.8	17.5	18.2	*0.7*
Consumer	24.2	24.8	25.5	25.9	25.9	*0.0*
MSE**	13.9	13.8	14.2	14.3	13.0	*-1.3*
Corporate	15.4	13.1	12.7	13.3	12.7	*-0.6*
Municipal	0.3	0.6	0.6	0.5	0.6	*0.1*

DPD90+ ratio (%)

OTP Bank Russia	3Q 12	4Q 12	1Q 13	2Q 13	3Q 13	Q-o-Q *(%-point)*
Total	**16.4**	**16.6**	**18.7**	**20.6**	**22.3**	***1.7***
Mortgage	11.4	12.0	12.7	13.4	14.3	*0.9*
Consumer	16.9	17.0	19.1	21.2	23.1	*1.9*
Credit card	21.3	22.1	23.7	25.8	26.5	*0.7*
POS loan	16.2	15.4	18.1	20.2	23.7	*3.6*
Personal loan	11.1	12.0	13.5	15.1	16.1	*1.0*

DPD90+ ratio (%)

DSK Bank (Bulgaria)	3Q 12	4Q 12	1Q 13	2Q 13	3Q 13	Q-o-Q *(%-point)*
Total	**18.2**	**18.4**	**19.0**	**19.9**	**20.2**	***0.3***
Mortgage	21.3	21.7	22.0	22.8	22.9	*0.2*
Consumer	15.6	15.7	16.0	16.2	16.3	*0.1*
MSE**	40.8	41.2	42.7	42.1	41.8	*-0.3*
Corporate	10.6	11.1	12.4	15.2	16.4	*1.2*

DPD90+ ratio (%)

OTP Bank Ukraine	3Q 12	4Q 12	1Q 13	2Q 13	3Q 13	Q-o-Q *(%-point)*
Total	**35.4**	**36.4**	**37.3**	**38.9**	**35.9**	***-3.0***
Mortgage	51.7	52.8	54.7	55.8	56.9	*1.1*
Consumer	12.3	11.0	8.9	7.9	8.9	*0.9*
SME***	63.3	64.0	67.3	68.9	69.8	*0.9*
Corporate	19.5	22.6	23.4	27.5	21.8	*-5.6*
Car-financing	46.2	43.7	44.6	40.3	39.2	*-1.1*

* Without the effect of early repayment of FX mortgages
** Micro and small enterprises
*** Small and medium enterprises

Restructured retail volumes declined further on group level, representing 2.0% of total retail loans by the end of 3Q 2013

Revised 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 anymore, 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 (their principal was at HUF 158 billion by end-2012).
- 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

	Old methodology		New methodology							
	4Q 2012		4Q 2012		1Q 2013		2Q 2013		3Q 2013	
	HUF mn	*%**	*HUF mn*	*%***	*HUF mn*	*%***	*HUF mn*	*%***	*HUF mn*	*%***
OTP Core (Hungary)	36,410	1.8%	39,814	1.9%	36,065	1.8%	33,406	1.7%	36,231	1.8%
OBRu (Russia)			80	0.0%	86	0.0%	65	0.0%	67	0.0%
DSK (Bulgaria)	48,150	5.9%	21,010	2.6%	20,459	2.4%	19,643	2.4%	21,050	2.5%
OBU (Ukraine)	41,164	18.9%	6,157	2.4%	6,665	2.5%	6,386	2.4%	6,499	2.4%
OBR (Romania)	23,215	9.1%	41,104	16.1%	36,828	13.9%	32,595	12.7%	28,457	10.7%
OBH (Croatia)			872	0.4%	915	0.4%	875	0.4%	1,054	0.5%
OBS (Slovakia)			726	0.5%	644	0.4%	510	0.3%	364	0.2%
OBSr (Serbia)			478	1.7%	701	2.3%	254	0.8%	632	2.0%
CKB (Montenegro)			1,490	2.7%	1,131	1.9%	911	1.6%	712	1.2%
Merkantil (Hungary)			7,573	3.4%	6,499	3.1%	5,378	2.8%	4,379	2.2%
Other leasing*** (Hungary)			65	0.2%	52	0.2%	28	0.1%	11	0.0%
TOTAL	**148,939**	**3.2%**	**119,369**	**2.4%**	**110,044**	**2.2%**	**100,052**	**2.1%**	**99,456**	**2.0%**

* Share out of retail portfolio (without SME)
** Share out of retail + car-financing portfolio (without SME)
*** OTP Flat Lease

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Content

Capital adequacy ratios are significantly above the regulatory minimum both on consolidated and standalone levels. Responding to a change in regulatory environment, the Montenegrin bank received subordinated capital in April 2013

OTP Group consolidated capital adequacy ratio (IFRS)

(Basel 2)	2009	2010	2011	2012	9M 2013
Capital adequacy ratio	17.2%	17.5%	17.3%	19.7%	20.0%
Tier1 ratio	13.7%	14.0%	13.3%	16.0%	17.2%
Core Tier1 ratio	12.0%	12.5%	12.0%	14.7%	15.9% (1)

1. The **consolidated Core Tier1** ratio has improved by 1.2 ppts since the end of 2012, which was explained partly by steadily profitable operation and partly by slightly shrinking risk-weighted assets due to the decline in the loan book.
2. The already implemented measures of the Central Bank of Russia with the intention to slow down the growth of the consumer lending market had negative impact on the **Russian** bank's capital adequacy ratio.
3. At the **Serbian** bank subordinated debt (LT2) of RSD 4.5 billion was converted into ordinary shares in January 2013.
4. The **Montenegrin** bank obtained EUR 10 million subordinated capital in April, the conversion of the subdebt into ordinary shares was executed in 3Q, which resulted in a capital adequacy ratio at 12.7% by end-September.

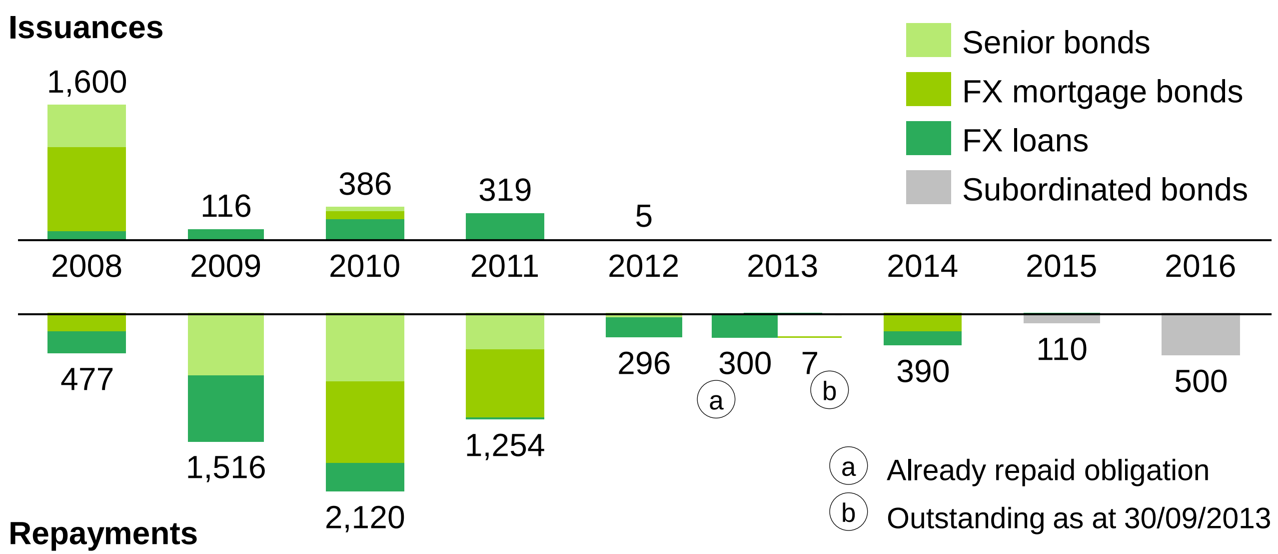
Capital adequacy ratios (under local regulation)

	Min. CAR	2010	2011	2012	9M 2013
OTP Group (IFRS)	**8%**	**17.5%**	**17.3%**	**19.7%**	**20.0%**
Hungary	8%	18.1%	17.9%	20.4%	22.8%
Russia	10%	17.0%	16.2%	16.2%	13.2% (2)
Ukraine	10%	22.1%	21.3%	19.6%	19.5%
Bulgaria	12%	23.7%	20.6%	18.9%	18.9%
Romania	10%	14.0%	13.4%	15.6%	14.5%
Serbia	12%	16.4%	18.1%	16.5%	39.7% (3)
Croatia	12%	15.0%	14.8%	16.0%	15.9%
Slovakia	8%	11.1%	13.1%	12.8%	11.4%
Montenegro	10%	13.9%	13.4%	12.4%	12.7% (4)

The Group's liquidity position remained very strong, swap roll-over needs for 2013 had been already renewed by end-2012

OTP Group net liquidity buffer[1]
(in EUR million, equivalent)

FX denominated wholesale funding transactions at OTP Core level[4] (in EUR mn)



Debt and capital market issuances in 2012 and 9M 2013:

- OTP Bank Russia printed a RUB 6 billion bond in March 2012 with 3 years maturity
- Shrinking Hungarian retail bond portfolio due to strong competition from local government bonds (3Q 2013 volume at HUF 94 billion or EUR 0.3 billion).
- EUR denominated mortgage bond issuances at OTP Mortgage Bank in September 2012, total external obligations grew by EUR 5 million

Repaid debt and capital market instruments in 2012 and 9M 2013:

- On 24 February 2012 OTP Bank paid back a CHF 100 million senior bond issued in 2010
- On 2 July 2012 OTP Bank repaid EUR 250 million syndicated loan
- OTP Bank Russia paid back RUB 3.9 billion bonds in November 2012
- On 17 May 2013 OTP Bank repaid EUR 300 million syndicated loan

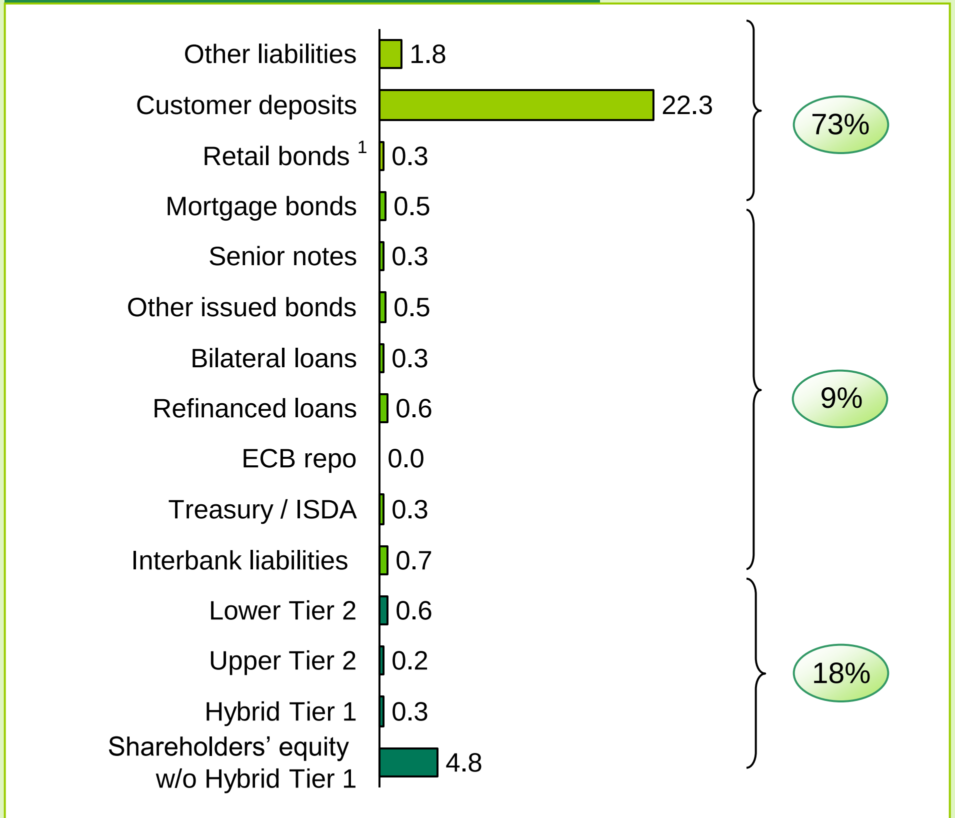
OTP Bank did not participate in the LTRO programs of the European Central Bank.

[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] as at 22/02/2012 [4] wholesale funding transactions do not include intra-group holdings
[5] Does not include CHF 193 million exposure to EIB due to the over 100% colletarization of loans

No significant peaks in the maturity profile of senior debts; refinancing of mortgage bonds solved as a result of the liquidity enhancing measures of the NBH (repo-eligible instruments); minimal maturing sub-debt until 2015

Liability structure of OTP Group, 3Q 2013 (in EUR billion)

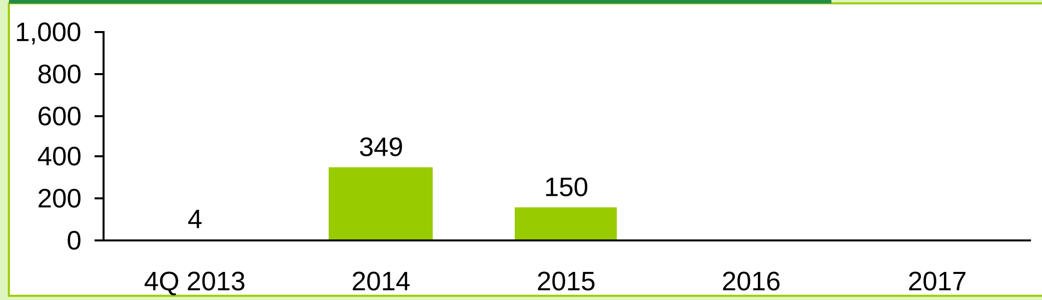
Breakdown of OTP Group liabilities



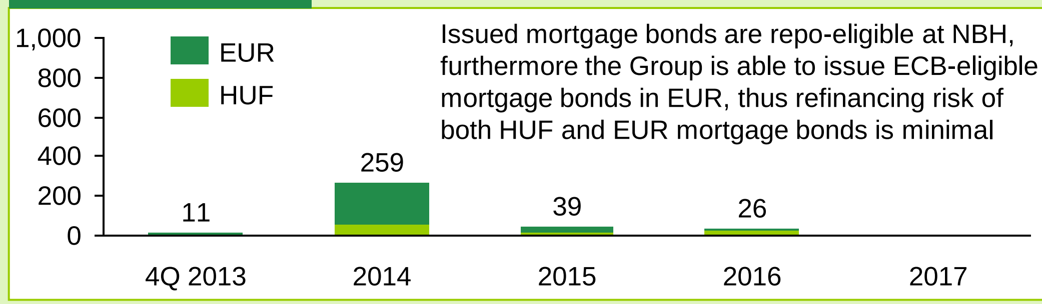
Total Liabilities and Shareholders' Equity	33.7
Net operating liquidity buffer[2]	5.3
Operating liquidity[2]	5.5

Maturity profile of OTP Group[3] until 2017 (in EUR million)

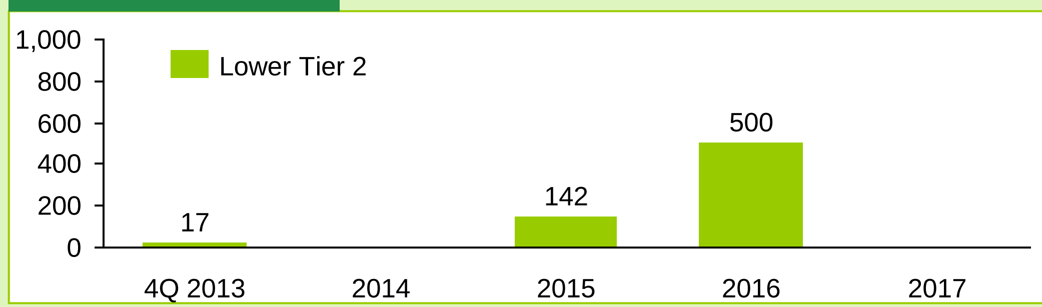
Senior notes and bilateral loans – FX denominated



Mortgage bonds



Subordinated debt



[1] Retail bonds: low refinancing risk, retail customers consider these as alternatives for term deposits
[2] As at 30/09/2013; Net operating liquidity buffer = Operating liquidity – Maturing debt over 1 month within 1 year (excl. mortgage bonds and CHF 193 million exposure to EIB due to the over 100% colletarization of loans)
[3] External obligation of OTP Group as at 30/09/2013

OTP Hungary's outstanding securities and syndicated loans

Type	Principal (million) Outstanding external obligation*/ Outstanding obligation	Date of Issue	Date of Maturity	Lead Manager	FIX/FRN
LT2	EUR 93 / 93	04/03/2005	04/03/2015	JP Morgan	FRN
LT2	EUR 500 / 500	19/09/2006	19/09/2016	Calyon, Citigroup, ABN Amro	FIX
UT2	EUR 249 / 500	07/11/2006	Perpetual	UBS, BNP Paribas	FIX
Mortgage Bond	EUR 198 / 200	15/12/2004	15/12/2014	Deutsche Bank	FIX
Mortgage Bond	EUR 3.5 / 750	18/11/2011	18/11/2013	Citigroup	FRN
Mortgage Bond	EUR 15.5 / 250	10/08/2011	10/08/2014	BNP Paribas	FRN
Mortgage Bond	EUR 5 / 510	06/09/2012	06/03/2015	BNP Paribas	FRN
Mortgage Bond	EUR 0 / 500	24/10/2013	25/10/2016	BNP Paribas	FRN

Mortgage bonds

- OTP Mortgage Bank has a separate domestic and EMTN Programme for mortgage bond issuance
- Certain HUF denominated mortgage bonds are repo eligible at NBH and certain EUR denominated mortgage bonds are repo eligible at ECB
- Mortgage bonds issued by OTP Mortgage Bank held by OTP Bank are eliminated through consolidation, and serve liquidity management purposes at Group level

Domestic retail bonds

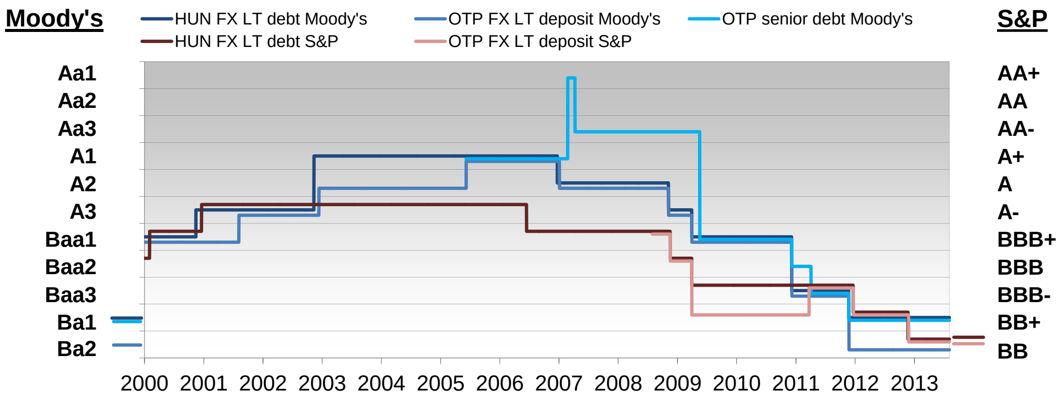
- In 2008 OTP Bank launched a retail targeted Bond programme
- Bonds issued on a weekly base with 1 year maturity
- Outstanding amount reached HUF 94 billion in 3Q 2013
- Outstanding amount of domestic bonds for institutional investors was HUF 96 billion at the end of 3Q 2013

*as at 30/09/2013, except for the mortgage bond, which was issued on 24 October 2013

Despite strong profitability, capital and liquidity position, rating map of countries and subsidiaries in OTP Universe suggest the strong sovereign ceiling effect

(rating outlook)
- \+ positive
- \- negative
- 0 stable
- -* rating under review

Hungarian sovereign and OTP Bank rating



	Moody's	S&P	Fitch
OTP Bank	Ba1 (-)	BB (-)	
OTP Mortgage Bank	Baa3 (-)	BB (-)	
DSK Bank (Bulgaria)*	Ba1 (-)		
OTP Bank Russia	Ba2 (-)		BB (0)
OTP Bank Ukraine	Caa2 (-*)		

Latest Rating News

Fitch downgraded **Ukraine**'s Long-term foreign and local currency Issuer Default Ratings (IDRs) to B- from B. The Outlooks on the Long-term IDRs are Negative. (8 *November 2013)*

S&P lowered the **Ukraine**'s long-term foreign and local currency sovereign credit ratings to B- from B. Also, affirmed the short-term ratings at B. The outlook is negative. *(1 November 2013)*

S&P affirmed **Hungary**'s and **Serbia**'s long and short-term foreign and local currency sovereign credit ratings at BB/B and BB-/B, respectively. The outlooks remain negative. *(25 October 2013)*

Moody's changed **OTP Bank Russia's** outlook on the BFSR to negative from stable. *(08 October 2013)*

Moody's revised the outlook on **Slovakia** to stable from negative. *(04 October 2013)*

Following the sovereign downgrade, Moody's lowered the ratings of several Ukrainian banks. The long-term foreign currency deposit ratings of **OTP Bank Ukraine** changed to Caa2 from Caa1. The ratings are under review for possible downgrade. *(25 September 2013)*

Fitch downgraded **Croatia**'s Long-term foreign currency rating to BB+ from BBB-, the outlook is stable. *(20 September 2013)*

Moody's downgraded **Ukraine**'s government bond rating to Caa1 from B3 and placed the rating on review for downgrade .*(20 September 2013)*

S&P revised the outlook on **Croatia** to negative from stable. At the same time, affirmed the BB+/B long- and short-term sovereign credit ratings on Croatia. *(02 August 2013)*

Moody's assigned B1 local and foreign-currency bond ratings to **Serbia**. The ratings have stable outlook. *(14 July 2013)*

Fitch affirmed **Ukraine**'s Long-term foreign and local currency Issuer Default Ratings (IDRs) at B and revised the Outlooks on the ratings to Negative from Stable. *(28 June 2013)*

Following the sovereign outlook change, S&P revised its outlook on **OTP Bank** and **OTP Mortgage Bank** to negative from stable. At the same time S&P affirmed the banks' ratings. *(22 March 2013)*

Moody's		Standard & Poor's		Fitch	
Aaa		**AAA**		**AAA**	
Aa1		**AA+**		**AA+**	
Aa2		**AA**		**AA**	
Aa3		**AA-**		**AA-**	
A1		**A+**		**A+**	SK(0)
A2	SK(0)	**A**	SK(0)	**A**	
A3		**A-**		**A-**	
Baa1	RU(0)	**BBB+**		**BBB+**	
Baa2	BG(0)	**BBB**	RU(0), BG(0)	**BBB**	RU(0)
Baa3	RO(-)	**BBB-**		**BBB-**	BG(0), RO(0),
Ba1	HU(-), CR(0)	**BB+**	CR(-) RO(0)	**BB+**	HU(0), CR(0)
Ba2		**BB**	HU(-)	**BB**	
Ba3	MN(0)	**BB-**	SRB(-) MN(0)	**BB-**	SRB(-)
B1	SRB(0)	**B+**		**B+**	
B2		**B**		**B**	
B3		**B-**	UA(-)	**B-**	UA(-)
Caa1	UA(-*)	**CCC+**		**CCC+**	

* Unsolicited rating *Last updated: 08/11/2013*
Country ratings: long term foreign currency government bond ratings,
Bank ratings: OTP Bank (Hungary) Moody's rating: long term foreign currency senior unsecured debt rating,
OTP Mortgage Bank Moody's rating: covered bond rating; Other bank ratings: long term foreign currency deposit ratings
Abbreviations: BG - Bulgaria, CR - Croatia, HU - Hungary, MN - Montenegro, RO - Romania, RU - Russia, SRB - Serbia, SK - Slovakia, UA - Ukraine

OTP Group has no exposure to Southern euro-zone countries or to Ireland*

30 September 2013	Exposure	Deal Type	Currency	Bulk of Exposure Due	Longest Maturity
Portugal	EUR 0	-	-	-	-
Ireland	EUR 0	-	-	-	-
Italy	EUR 0	-	-	-	-
Greece	EUR 0	-	-	-	-
Spain	EUR 0	-	-	-	-

*Without the transactions with those banks, whose mother banks are domiciled in GIIPS countries

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Continuously stable, outstanding capital position both on stand-alone and on consolidated levels

OTP Group consolidated CAR (according to Basel 2)

HUF million	3Q 2012	2Q 2013	3Q 2013
CAR = (1) / (5)	**18.2%**	**20.2%**	**20.0%**
Tier1 ratio = ((2) + (4) / 2) / (5)	**15.2%**	**16.6%**	**17.2%**
Core Tier1 ratio = ((2) + (4)/2- (12)) / (5)	**13.9%**	**15.3%**	**15.9%**
Regulatory capital (1) = (2) + (3) + (4)	**1,430,412**	**1,492,259**	**1,472,400**
Tier1 (2)	**1,191,328**	**1,232,015**	**1,271,972**
Tier1 positive elements	1,478,138	1,524,828	1,524,025
Share capital	28,000	28,000	28,000
Retained earnings	702,686	663,498	664,160
Reserves	84,305	76,862	76,187
Changes in equity of subsidiaries	408,511	479,534	479,534
Balance sheet profit	95,794	51,580	62,455
Dividend	-25,200	-20,300	-30,450
Changes because of consolidation	80,025	142,705	142,705
Hybrid Tier1 (12)	104,017	102,949	101,434
Tier1 negative elements	-286,811	-292,813	-252,053
Treasury shares	-53,807	-56,244	-55,945
Goodwil and other intangible assets	-233,004	-236,570	-196,108
Tier2 (3)	**239,457**	**260,589**	**200,772**
Revaluation reserves	-2,154	15,533	2,304
Fair value adjustments	3,759	10,133	11,528
Fair value of share based payments	9,815	13,680	15,061
Fair value adjustment of derivative financial instruments	-1,172	-775	-641
Fair value adjustment of derivative financial instruments designated as cash-flow hedge	-4,968	-7,845	-8,548
Lower Tier2	143,358	138,852	106,669
Upper Tier2	90,818	91,010	74,400
Deductions (4)	**-372**	**-345**	**-344**
Investments	-372	-345	-344
Risk weighted assets (RWA) – Credit & Market & Operational risk (5) = (6) + (7)	**7,846,495**	**7,399,512**	**7,374,856**
Risk weighted assets (RWA) - Credit risk (6)	5,943,779	5,945,498	5,907,281
Risk weighted assets (RWA) - Market & Operational risk (7) = (10) / 0.08 + (11) / 0.08	1,902,716	1,454,014	1,467,575
Capital requirement (8) = (9) + (10) + (11)	**627,720**	**591,961**	**589,988**
Credit risk (9) = (6) * 0.08	475,502	475,640	472,582
Market risk (10)	37,027	40,058	41,514
Operational risk (11)	115,190	76,263	75,892

OTP Bank unconsolidated CAR (according to HAR)

HUF million	3Q 2012	2Q 2013	3Q 2013
Capital adequacy ratio = (1)/(5)	**18.2%**	**22.5%**	**22.8%**
Tier 1 ratio = ((2) + (4) / 2) / (5)	17.0%	21.3%	22.6%
Guarantee capital (1) = (2) + (3) + (4)	**767,628**	**821,443**	**792,247**
Tier1 Capital (2)	940,506	1,008,756	1,017,603
Tier2 Capital (3)	270,526	274,109	237,241
Lower Tier2 Capital	133,519	131,573	101,701
Upper Tier2 Capital	137,007	142,536	135,540
Deductions (4)	-443,405	-461,422	-462,598
investments in financial institutions	-400,447	-418,947	-419,529
cap. req. of limit breaches	-42,958	-42,475	-43,069
Risk weighted assets (RWA) - Credit&Market&Operational risk (5) = (6) + (7)	**4,222,175**	**3,658,247**	**3,479,757**
Risk weighted assets (RWA) - Credit risk (6)	3,036,580	2,918,656	2,718,805
Risk weighted assets (RWA) - Maket & Operational risk (7) = (10) / 0.08 + (11) / 0.08	1,185,595	739,592	760,952
Capital requirement (8) = (9) + (10) + (11)	337,774	292,660	278,381
Credit risk (9) = (6) * 0.08	242,926	233,492	217,504
Operational risk (10)	58,679	23,869	24,539
Market risk (11)	36,169	35,298	36,337

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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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