

**Subsidized retail and corporate loan products and housing subsidies in Hungary - main features and comparison of the most important schemes**

As at 4 January 2024	CSOK - non-refundable grant under the Family Housing Subsidy scheme	CSOK - subsidized mortgage loan under the Family Housing Subsidy scheme <small>(not participating in the NBH's Green Home Programme)</small>	CSOK Plus - subsidized mortgage loan under the Family Housing Subsidy programme	Subsidized baby loan	Gábor Baross Reindustrialization Loan Programme	Loans under the Stáchenyi Card Programme by KAVOSZ	Funding for Growth scheme by the National Bank of Hungary			Subsidized home renovation loan	Interest-free restart loans by the Hungarian Development Bank
							Green Home Programme (GHP)	Subsidized mortgage loan combined with CSOK	Loans under the FGS Go! scheme		
Time frame	started in 2015, open-ended; from 2024 only in settlements with less than 5,000 inhabitants	started in 2016. Pursuant to Govt Decree No. 302/2023 (VII. 11.), from 2024 available only in settlements with less than 5,000 inhabitants; open-ended. <i>(As for settlements with over 5,000 inhabitants, 'CSOK Plus' will be launched from 2024, more details are not yet available)</i>	from 2024	started in 2019, open-ended	February 2023 - 1 July 2024	the 'Go!' phase was available between 1 July 2021 - 30 June 2022; the 'MAX' phase from August to December 2022; the 'MAX+' phase is available from 2023	VOLUME LIMIT EXHAUSTED launched in October 2021; no time limit, but volume limit of HUF 300 billion applied (already exhausted)	Out of the max. HUF 70 million total loan amount available under the GHP, HUF 10 m (in case of 2 children) or HUF 15 m (3 or more kids) can be combined with CSOK, carrying a lower client rate	VOLUME LIMIT FULLY ALLOCATED launched in April 2020, already phased out (volume limit fully allocated)	EXPIRED (1 January 2021 - 31 December 2022 / 31 March 2023 in some cases)	EXPIRED 8 March 2021 - 30 November 2021; also, volume limit applied
Scope of eligible clients / available loan purposes	families who have or commit to have children (for details see relevant Govt Decrees), for new and used homes	families who have or commit to have at least 2 children (for details see relevant Government Decrees), for new and used homes	according to the announcement by the Government, those families will be eligible who commit to have more children, and where the mother is under 41 years, with certain exceptions. The funds can be used for purchasing new and used homes, but cannot be used for land purchase. The CSOK grant and CSOK subsidized mortgage loan shall be repaid in order to take up the CSOK Plus loan.	young married couples who commit to have (more) children; from 2025 only those families will be eligible where the wife is below the age of 30 years; for general purposes	For the original HUF 1,000 billion frame: all domestic companies operating in certain industries and affected by the recent difficulties; for all loan purposes, including working capital and investment loans. The HUF 200 billion frame could be used for investments related to production and service activities, foreign investments of Hungarian companies, as well as for financing logistics, transportation and production equipment; certain sectors are preferred.	domestic MSEs and SMEs; available for various purposes (for loans granted from 2023: investment, working capital, overdraft, loans for micro and agricultural companies and for tourism)	for construction or purchase of new, highly energy-efficient residential real estate	families who have or commit to have at least 2 children and utilize the non-refundable CSOK grant (for details see relevant Govt Decrees), and fulfill the GHP criteria, too	for SME clients; available for investment and working capital purposes, too	families raising or expecting children, for home renovation purposes	companies whose revenues in 2020 plummeted by more than 30%, irrespective of the scope of activities (certain other criteria must be met); for general purposes including wages, overhead costs, general operating expenses, inventory financing
Funding source	the subsidy is channeled through banks and financed from the budget	banks' own funding sources	banks' own funding sources	banks' own funding sources	either granted by banks and refinanced by Eximbank, or granted by Eximbank (with banks acting as selling agents), depending on the loan amount	banks' own funding sources	refinanced by the NBH at 0% rate	refinanced by the NBH at 0% rate	banks' own funding sources	not in commercial banks' books, but distributed by commercial banks	
Maximum amount per client	HUF 0.6-10 million non-refundable grant (HUF 15 million if renovation is also connected to the purchase)	2 children: up to HUF 10 million 3 or more kids: up to HUF 15 million subsidized loan	maximum subsidized loan amounts are based on the number of existing and committed children: 1 child: HUF 15 million, 2 children: HUF 30 million, 3 or more kids: HUF 50 million. There will be 4 years for the birth of the first child, 8 for the second and 10 for the third. For buying first home the upper limit is HUF 80 million, in other cases it will be HUF 150 million. Starting from the second kid, HUF 10 million will be repaid by the state after each newly born child	HUF 10 million (HUF 11 million from 1 Jan 2024).  If the family has two more children, 30% of the outstanding debt is repaid by the state; if the family has three more children, the entire outstanding debt is repaid by the state	there are loan volume limits per client under this scheme relative to revenues, energy bill or funding need; also, total bank loan limit per client set in absolute amount	for loans granted from 2023: HUF 1 million - HUF 1 billion, depending on product	HUF 70 million	HUF 20 billion	HUF 6 million	HUF 10 million	
Total available amount under the scheme	no limit set by the Government	no limit set by the Government	no limit set by the Government	no limit set by the Government	up from HUF 1,000 billion to 1,200 billion (including the Supplementary Loan Programmes, too)	no limit set by the Government and KAVOSZ	Initially the GHP envelope was HUF 200 billion, later it was enlarged to HUF 300 billion	HUF 3,000 billion, already allocated	no limit set by the Government	HUF 100 billion	
Maximum loan tenor	-	25 years	25 years; not necessary to pay principal in the first year, only interest must be paid; payment moratorium is an option for one year after the birth of each child	20 years at origination; upon the birth of first child the principal repayment is suspended for 3 years and the maturity is lengthened accordingly. After the birth of the second child, another 3-year suspension can be requested, however the term of the loan won't be further extended	10 years for green loans and investment loans, 3 years for revolving loans and 2 years for non-revolving loans	for loans granted from 2023: 1-10 years, depending on product	25 years	20 years (working capital loans: 3 years)	10 years	10 years; servicing of the loan starts after a 3 year grace period	
Collateral / guarantee	-	mortgage	mortgage	uncollateralized loan, but 100% state guaranteed	any type of collateral which is acceptable by the bank	collaterals can vary by products and clients and are laid down in the scheme's general terms; also, these loans are typically partially secured by guarantee institutions	mortgage	usual collaterals according to banks' internal regulations; also, these loans are typically secured by guarantee institutions in exchange for a certain guarantee fee	mortgage	-	
Client interest rate	-	fixed 3%	fixed 3%. If the couple does not complete the childbearing by the deadline, it must pay back the amount of the interest subsidy used with a penalty interest of base rate + 5%	free of interest for the client in the first five years. If a baby is born within 5 years, the loan remains free of interest for the client for the whole maturity; if not, a punitive rate will be applied, payable by the client. Also, clients have to pay a guarantee fee of 0.5% p.a.	2023: depends on products, 6-12% for HUF loans (5% for green investment loans) and 3.5-8% for EUR loans; from 2024: 5% for HUF loans and 3% for EUR loans	for loans granted from February 2023: 5% fixed (except the agricultural loans where 1M BUBOR )	max. 2.5% fixed rate	max. 2.5% fixed rate	fixed 3%	0%	
Interest subsidy paid by the State	-	max. 5Y Government bond yield * 1.3. Pursuant to Govt Decree No. 302/2023 (VII. 11.), for new contracts after 1 January 2024: max. 5Y yield * 1.15	(5Y Government bond average auction yield * 1.1 + 1%) - 3%, pursuant to Govt Decree No. 518/2023 (XI. 30.)	difference between the total and client rate	the difference between the client interest rate and the refinancing rate depends on currencies and products (refinancing rates are not publicly available)	for loans granted from February 2023: 7.5% - 10%, depending on product (for loans issued before February 2023: 10.5%)	-	max. 2.5%	-	max. 5Y Government bond yield * 1.3	-
Total interest received by the banks	-	max. 5Y Government bond yield * 1.3 + 3%. Pursuant to Govt Decree No. 302/2023 (VII. 11.), for new contracts after 1 January 2024: max. 5Y yield * 1.15 + 1%	5Y Government bond average auction yield * 1.1 + 1%	For new contracts after 29 April 2022: max. 5Y yield * 1.3 + 1%. A punitive rate applies if the first new baby is not born within 5 years or the couple divorces. Pursuant to Govt Decree No. 303/2023 (VII. 11.), for new contracts after 1 January 2024: max. 5Y yield * 1.1 + 1%. From 2024 the interest rate of newly contracted baby loans will be fixed for 1 year during the first 2 years, then the baby loans will have a 3-year rate fixation period	2023: depends on products, 6-12% for HUF loans (5% for green investment loans) and 3.5-8% for EUR loans; from 2024: 5% for HUF loans and 3% for EUR loans	for loans granted from February 2023: 12.5% - 15.0%, depending on product (for loans issued before February 2023: 15.5%)	max. 2.5%	max. 2.5%	max. 2.5% fixed rate	max. 5Y Government bond yield * 1.3 + 3%	not in commercial banks' books, but distributed by commercial banks
Related fees received by the banks	until 28 April 2022: intermediation fee of 2% of the non-refundable subsidy amount paid by the State; from 29 April 2022: fixed HUF 80,000 in the case of building new home, and fixed HUF 40,000 in the case of buying new or used home	See relevant decrees	See relevant decrees	in case of loan requests submitted from 29 April 2022: opening support fee of fixed HUF 50,000 paid by the Government to banks (from 2024: HUF 51,000); no handling fee	varying by products, as set in the relevant terms and conditions	varying by products, as set in the relevant terms and conditions	-	commission amounting to 1.5% of the disbursed loan amount	-	commission amounting to 1.5% of the disbursed loan amount	distribution fee of 1.5% of the disbursed loan amount at origination; annual management fee of 1.5% of the average outstanding portfolio

**OTP's participation in the above schemes - key figures**

New flow	2021: HUF 107 bn, 2022: HUF 97 bn, 9M 2023: HUF 62 bn application submitted to OTP Bank	Disbursement: 2021: HUF 99 billion, 2022: HUF 73 billion, 9M 2023: HUF 42 billion	-	Contractual amount: 2021: HUF 232 billion, 2022: HUF 186 billion, 9M 2023: HUF 67 billion	Contractual amount since the start of the programme until 9M 2023, cumulated: HUF 115 billion	Contractual amount at OTP Bank and Merkantil: from the start of the schemes until 9M 2023, cumulated: HUF 925 billion	Green mortgage applications, 4Q 2021: HUF 38 billion, 9M 2022: HUF 138 billion	Contracted amount at OTP Bank and Merkantil Group: HUF 827 billion	Cumulated disbursement 4Q 2021-1Q 2023: HUF 85 billion	Applications approved in 2021: HUF 36 billion
Outstanding stock	-	3Q 2023: HUF 337 billion	-	3Q 2023: HUF 878 billion	3Q 2023: HUF 72 billion	3Q 2023: HUF 267 bn (OTP Bank + Merkantil)	Green mortgage stock, 3Q 2023: HUF 69 billion	3Q 2023: HUF 369 billion (OTP Bank + Merkantil)	3Q 2023: HUF 19 billion	n/a
Market share	n/a	n/a	-	Contractual amount: 2021: 42.1%, 2022: 40.6%, 9M 2023: 39.9%	-	New flow: under the 'MAX+' phase: 41%; under the 'MAX' phase: 26% (OTP Bank)	-	Contractual amount: 28% (OTP Bank + Merkantil)	-	2021, number of approved applications: 37.1%

**General note and disclaimer:** these conditions may be subject to changes. OTP Bank does not guarantee the accuracy and fullness of the above summary. The purpose of this summary was to inform equity analysts and investors about the main conditions of certain housing and other subsidies and subsidized loan programmes that influence the banks' operating environment in Hungary. Therefore the above information cannot be regarded as full and exhaustive. For more details, see the relevant regulations and other official documents. This communication is not intended as investment advice, an offer or solicitation for the purchase or sale of any financial instrument, and it does not constitute legal, tax or accounting advice. Please seek for competent, independent (legal etc.) advice on this matter to be able to fully understand and estimate all the concerning relevant issues, thus you must consult your own advisers prior to making any decision in respect of the information contained herein in order to be capable of making a well-advised decision.