



OTP Bank

**First 9 Months 2004 Performance
Based on HAR**

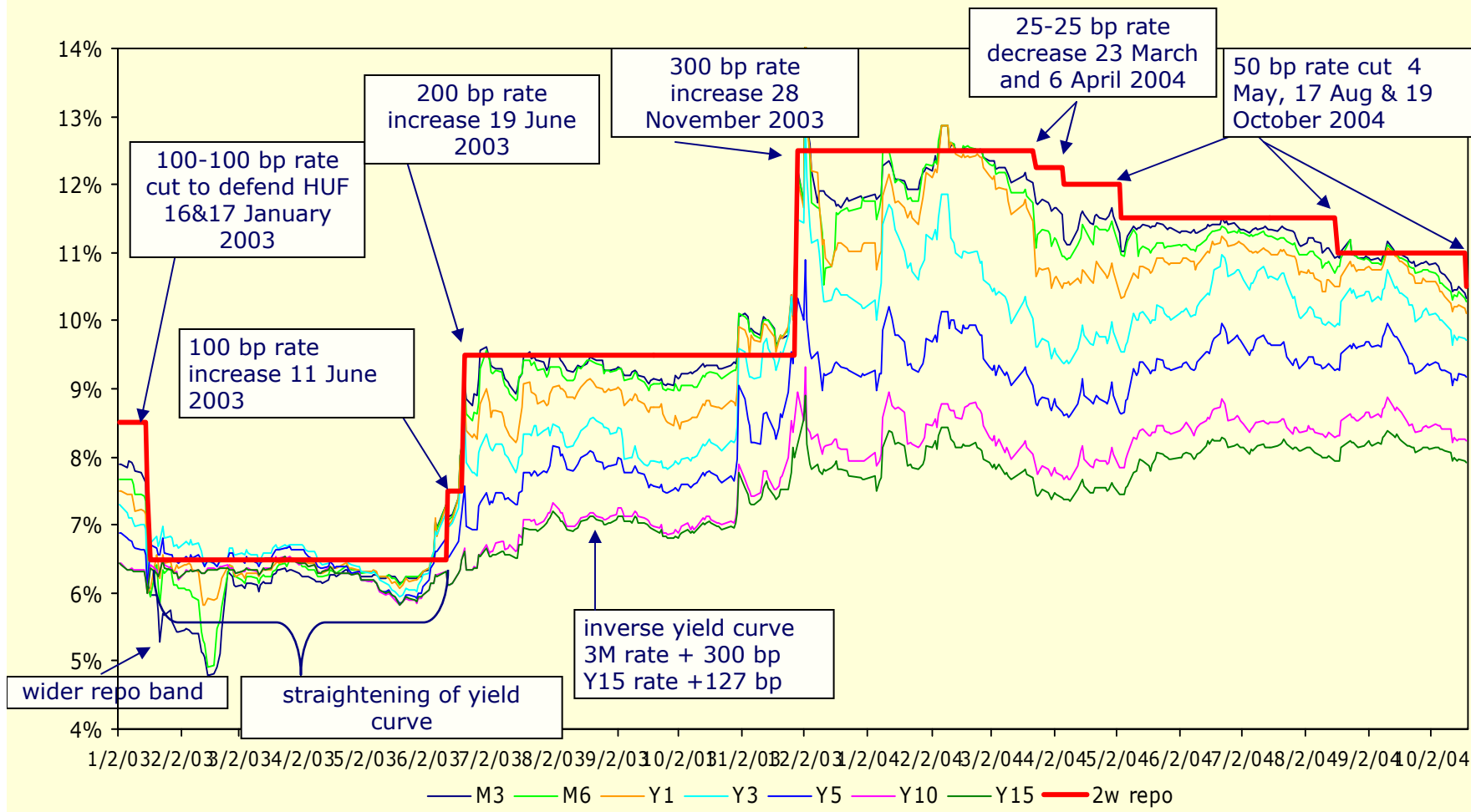
**Presented by:
Dr. Zoltán Spéder CFO**

November 2004

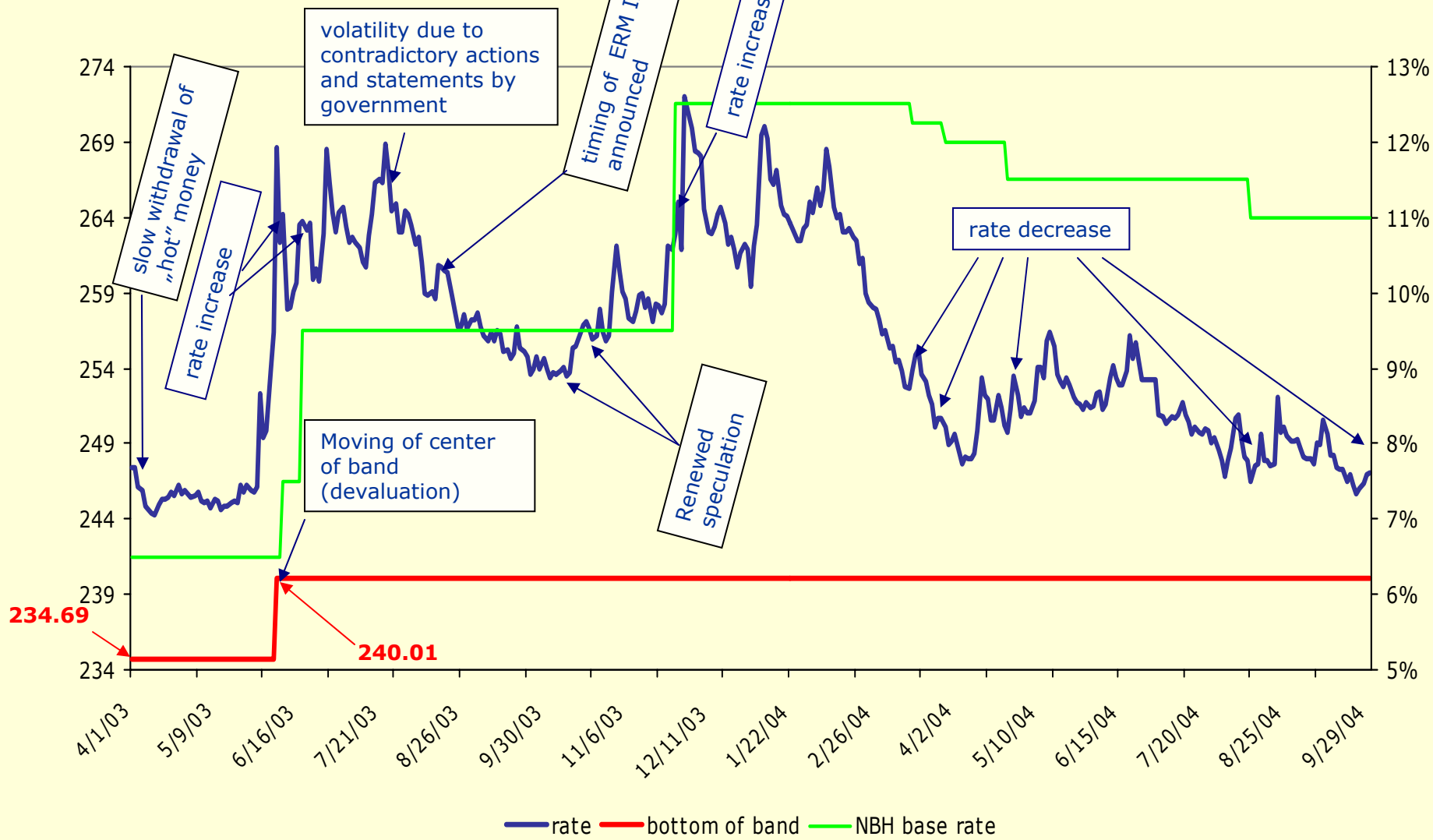
Forward looking statements

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 profit forecast.

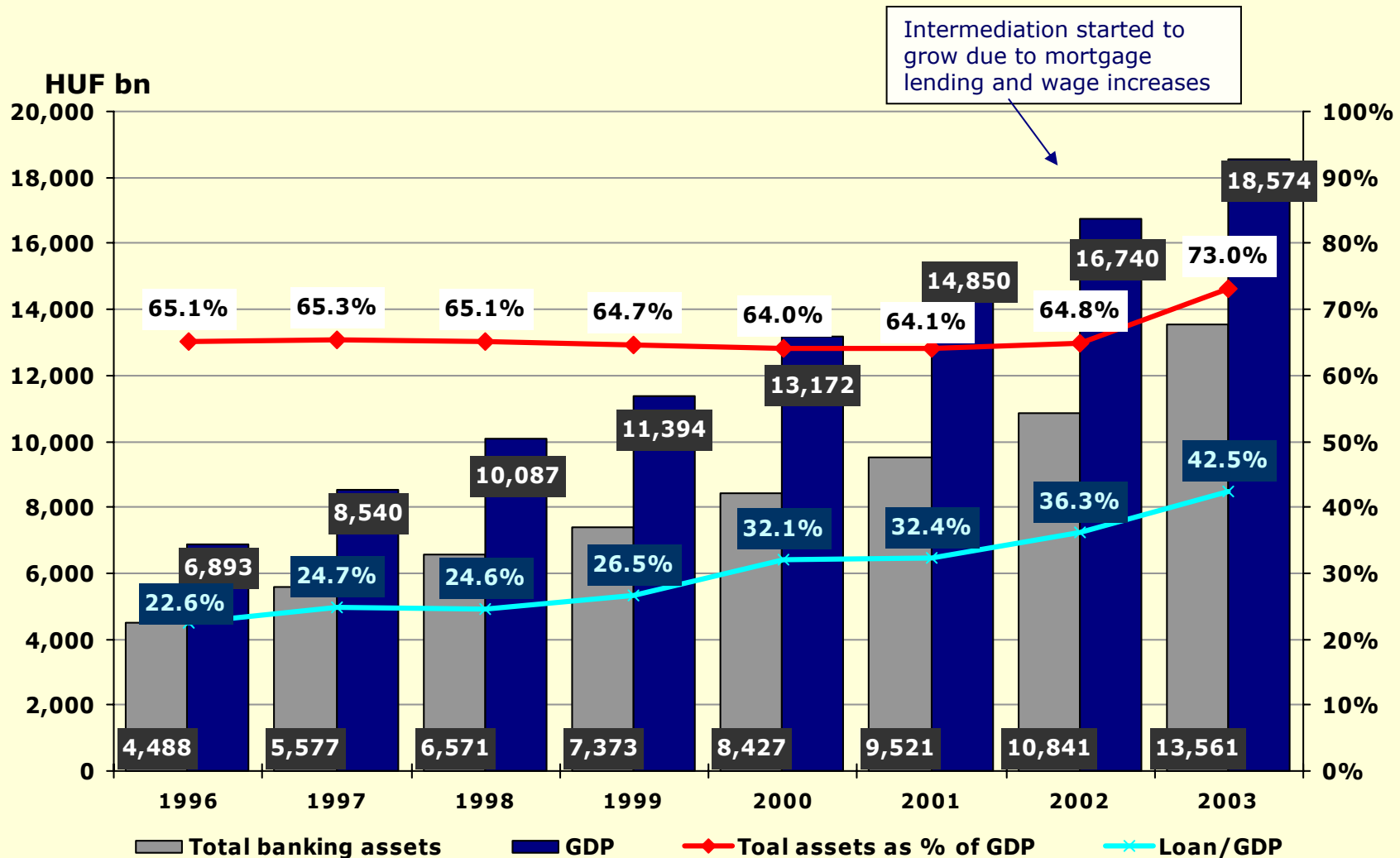
Interest rate environment 2003-2004



EUR/HUF environment 2003-2004



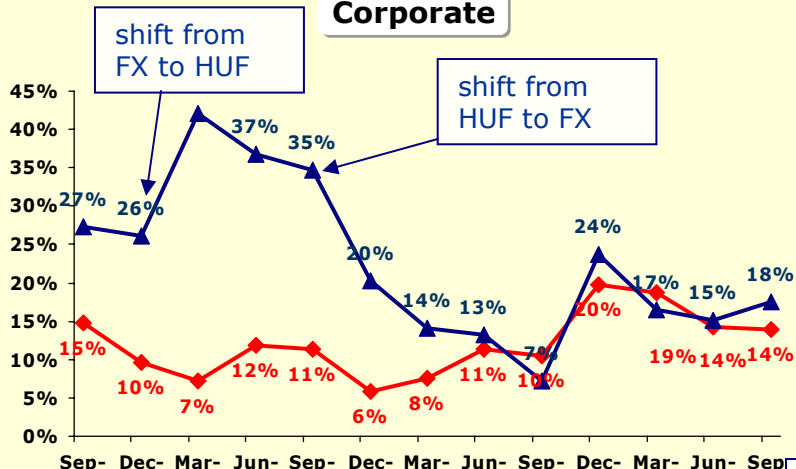
Evolution of banking system



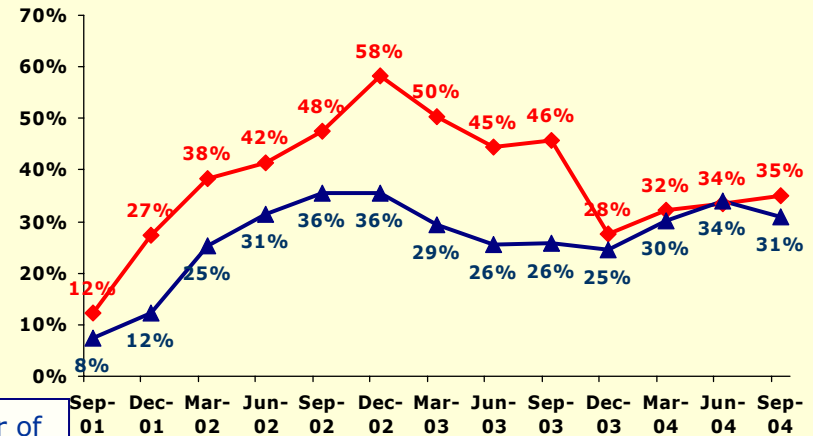
Source: NBH, NSB, OTP

Loan growth* (Y-on-Y)

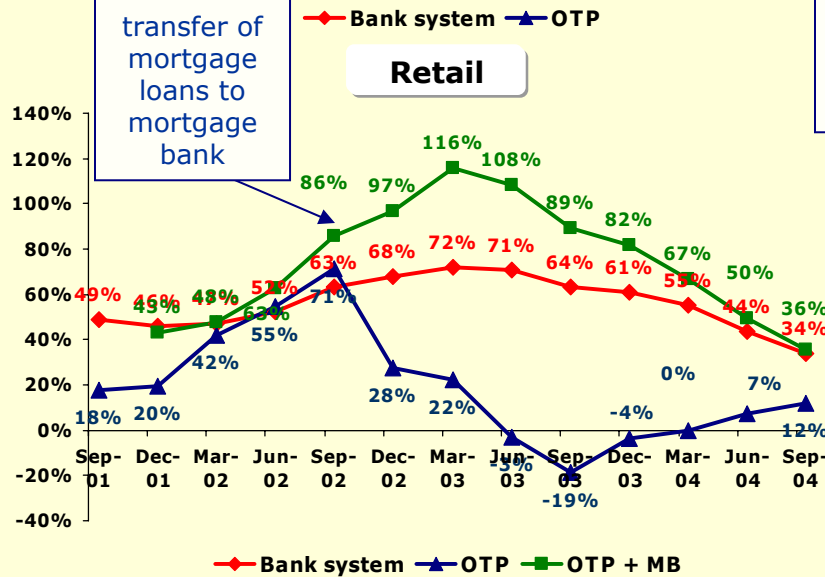
Corporate



Municipality

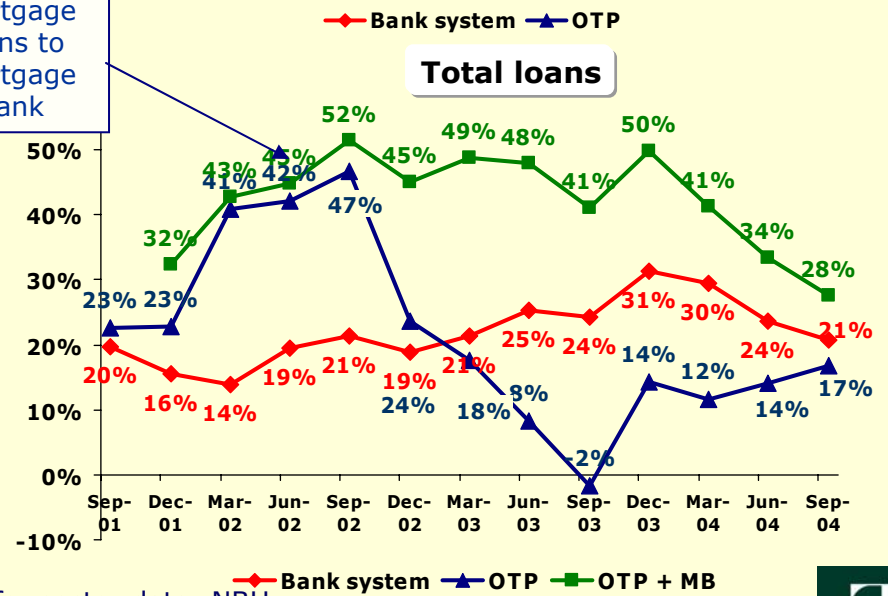


Retail



transfer of mortgage loans to mortgage bank

Total loans

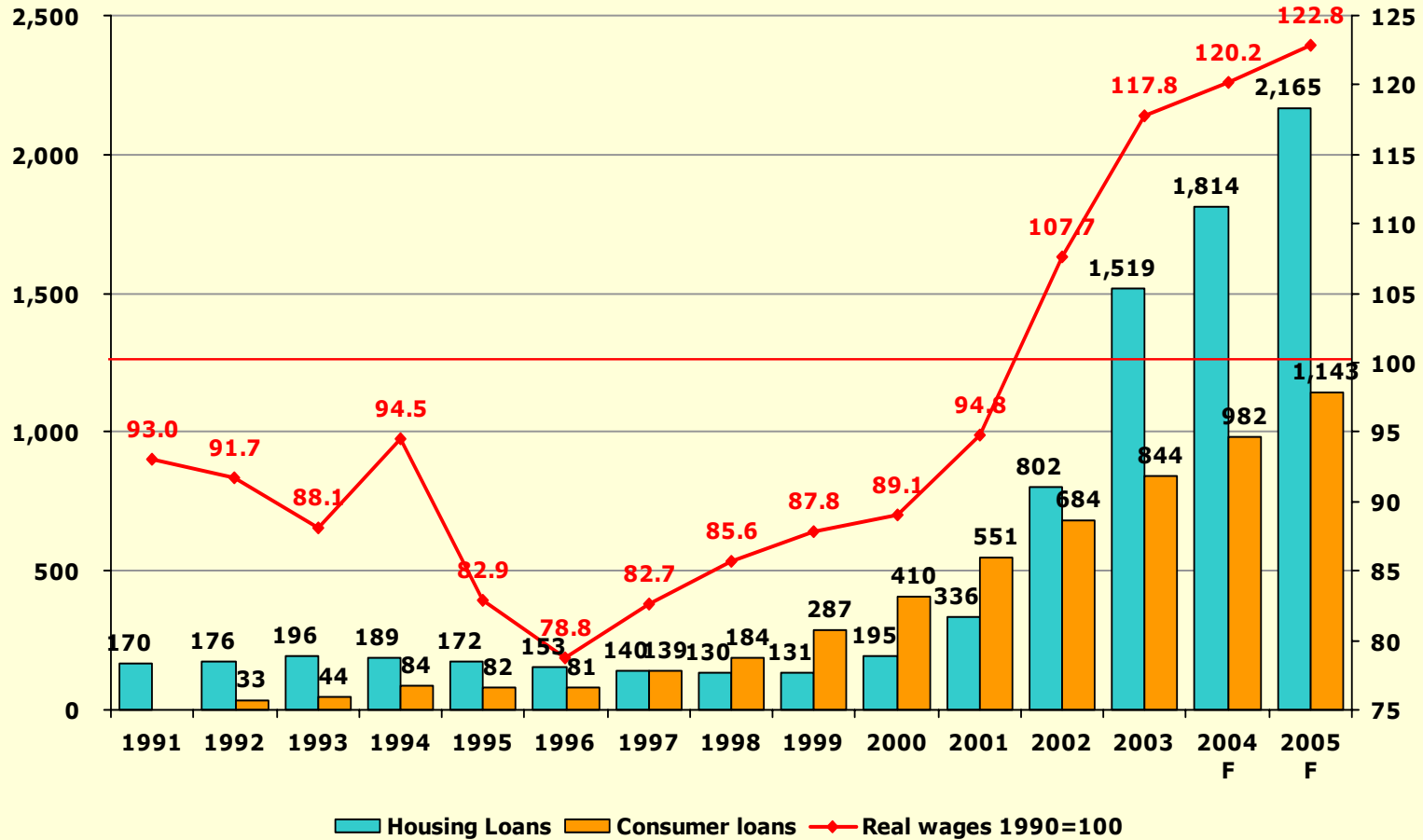


*Based on new NBH specification used since 1 January 2000. Source for sector data: NBH

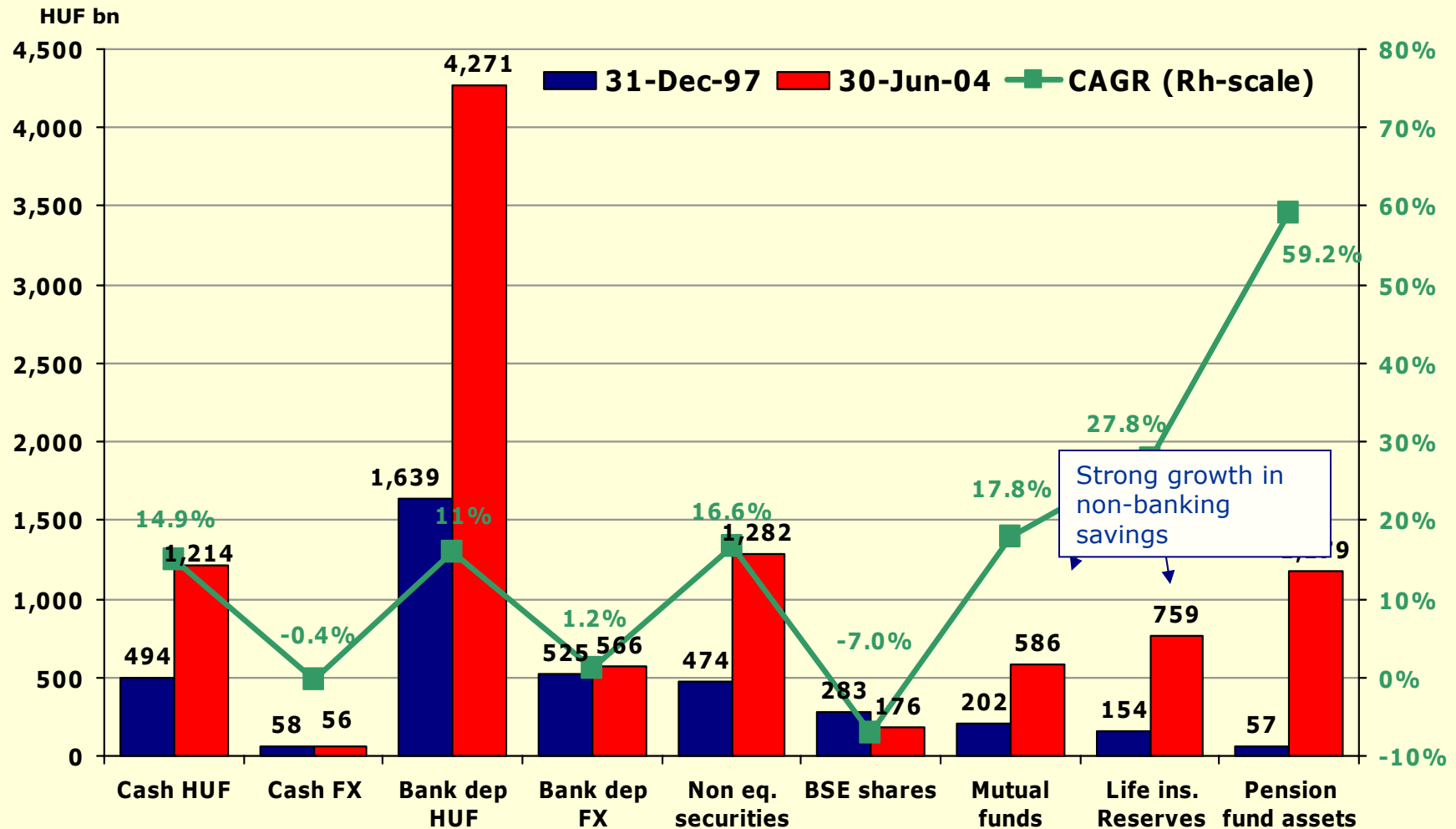


Rising Real Wages

Retail Loans Outstanding (HUF billion) vs. Real Wage Growth



Macro: Selected components of RFA



Macro assessment

	2003	2004F	2005F
Real GDP growth	2.9%	3.7%	3.6%
Household consumption	6.5%	2.7%	2.8%
Public consumption	1.9%	0.2%	0.0%
Investment growth	3.0%	11.3%	7.5%
Final consumption	5.9%	2.3%	1.9%
Exports	7.2%	12.9%	9.6%
Imports	10.3%	13.5%	9.4%
Budgeted deficit (cash flow based) as a % of GDP	HUF -1,064 bn -5.7%	HUF -1,305 bn -6.3%	HUF -1,045 bn -4.8%
Budgeted deficit (ESA) as a % of GDP	HUF -1,102 bn -5.9%	HUF -1,050 bn -5.2%	HUF -1,045 bn -4.8%
Current Account Balance* as a % of GDP	EUR -6.5 bn -8.9%	EUR -7.4 bn -9.3%	EUR -7.8 bn -8.7%
Nominal wage increase	14.3%	7.0%	6.0%
Inflation (Dec. over Dec.)	5.7%	6.1%	4.6%
Inflation (average)	4.7%	6.9%	4.5%
NBH base rate (year end)	12.5%	10.0%	8.3%
1yr T-bill yield (average)	8.0%	11.0%	8.0%
1yr T-bill yield (year end)	11.2%	9.5%	7.9%
EUR/HUF (average)	254.00	255.00	255.00
EUR/HUF (year end)	262.00	250.00	255.00

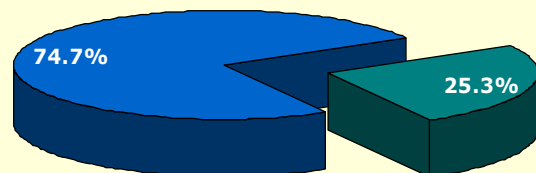
* Reinvested earnings calculated as FDI

Prepared by OTP Research Center in August 2004 based on sources from NCSO, NBH

OTP's position on HU banking market

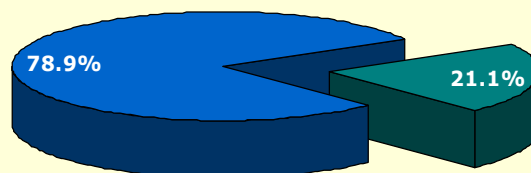
September 30, 2004

Total assets



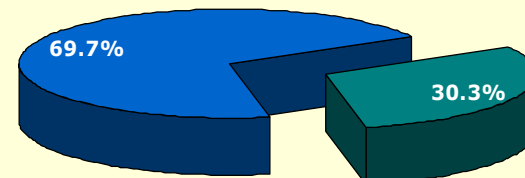
■ OTP Group ■ Other banks

Loans



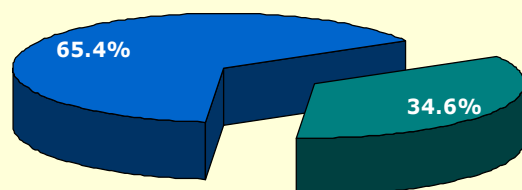
■ OTP Group ■ Other banks

Deposits



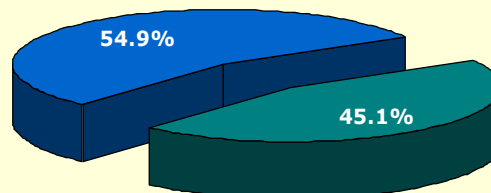
■ OTP Group ■ Other banks

Net interest income*



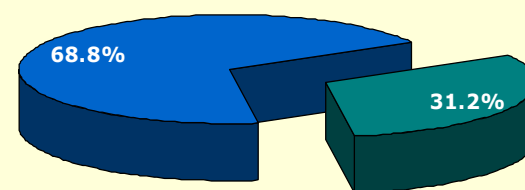
■ OTP Group ■ Other banks

Pretax profits*



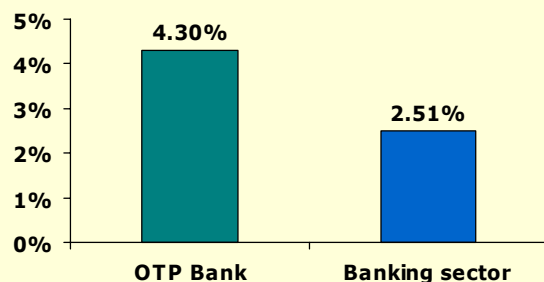
■ OTP Group ■ Other banks

Average employees*

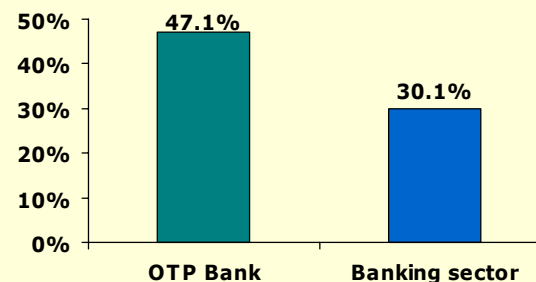


■ OTP Group ■ Other banks

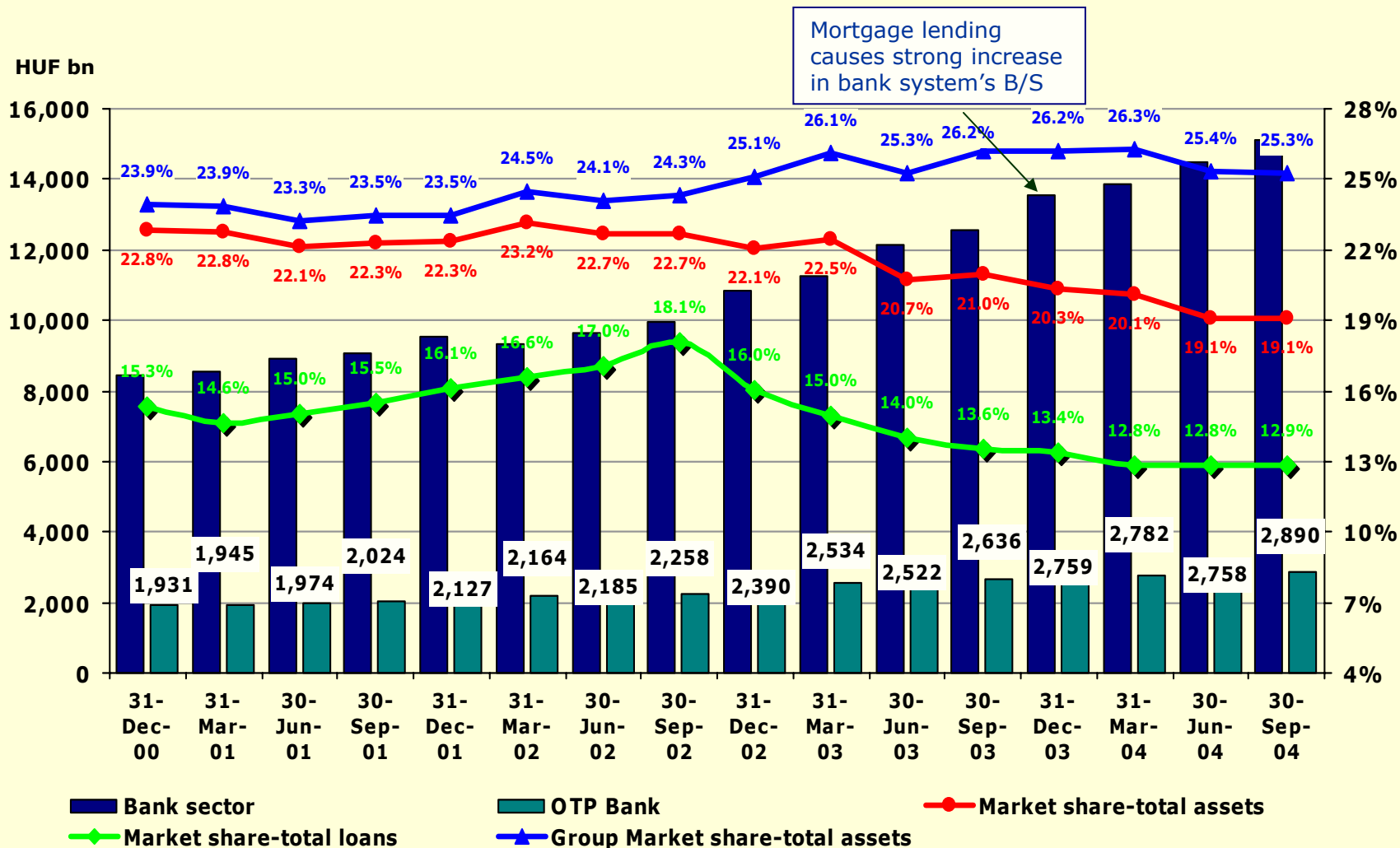
Pretax ROA*



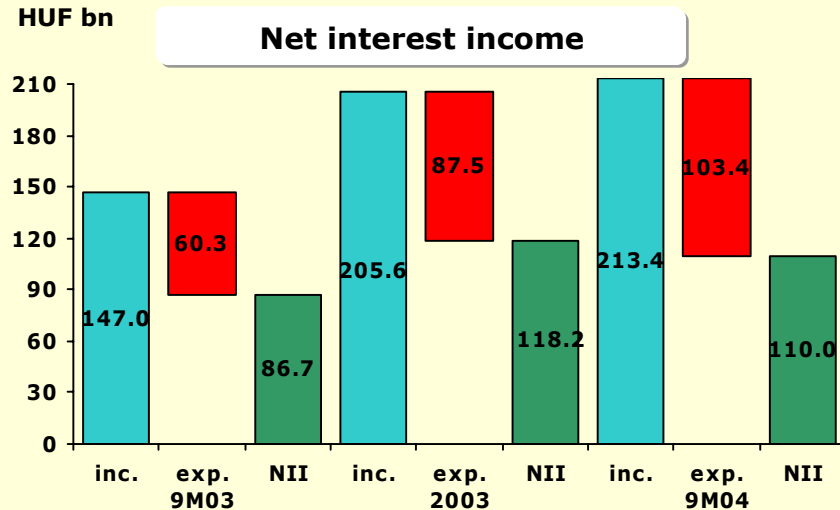
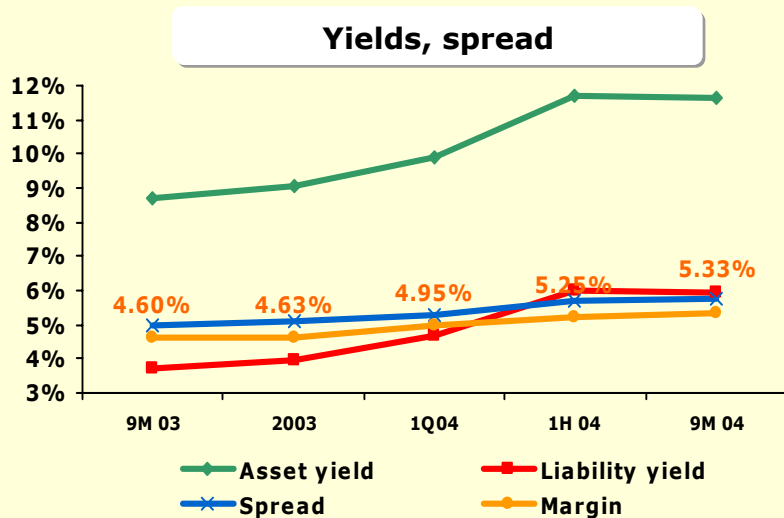
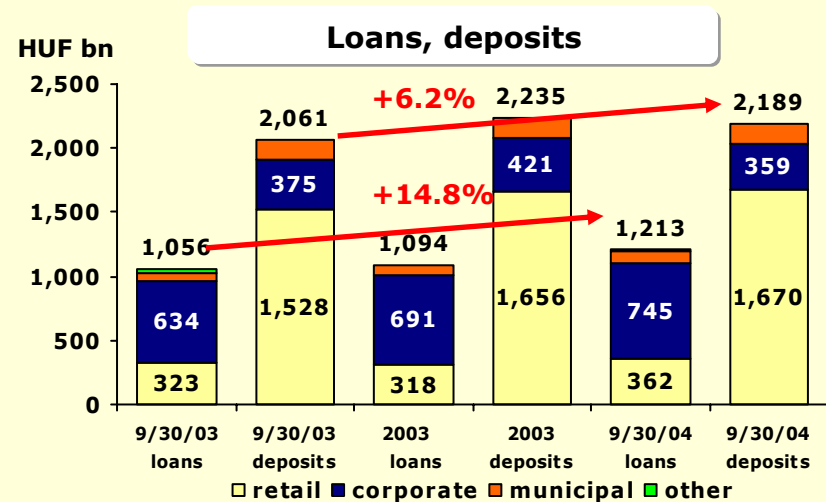
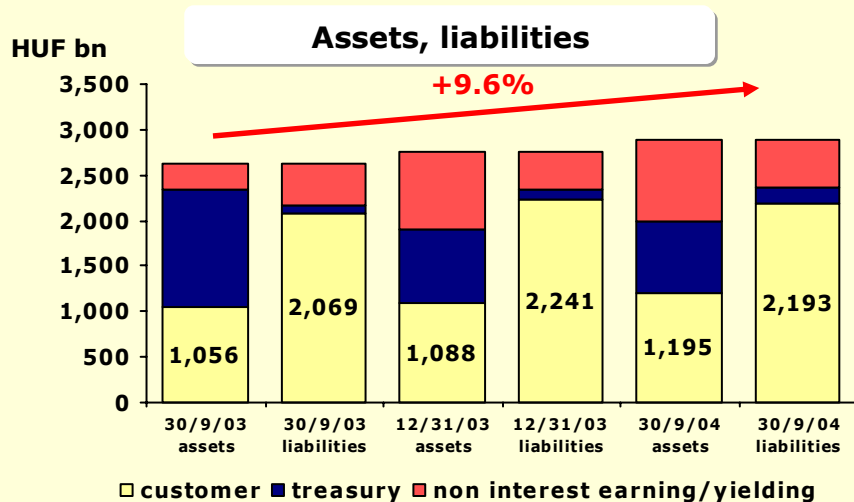
Pretax ROE*



Market share–total assets

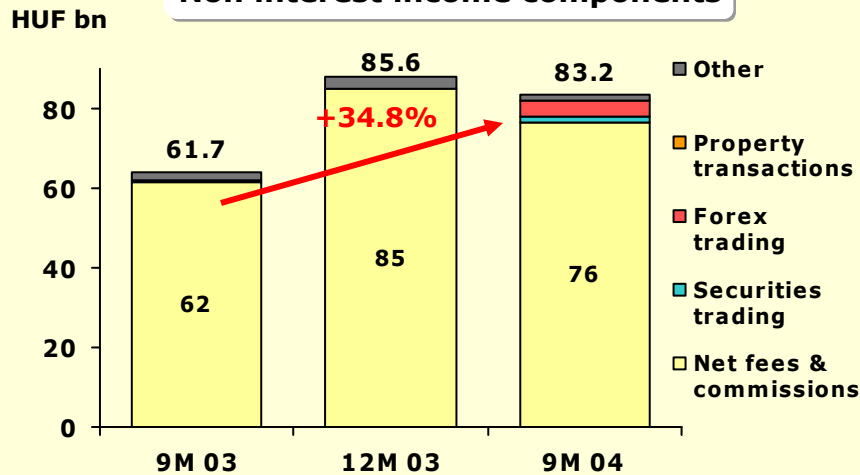


Balance sheet, interest income

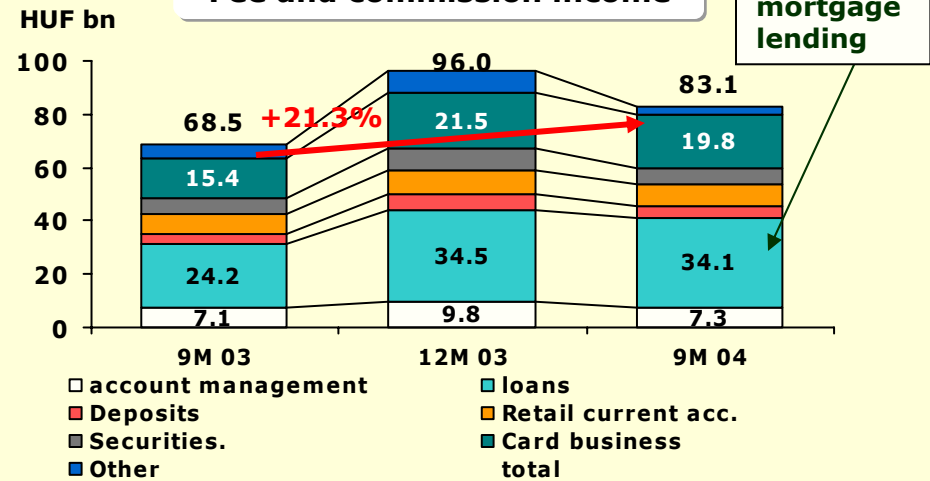


Non interest income

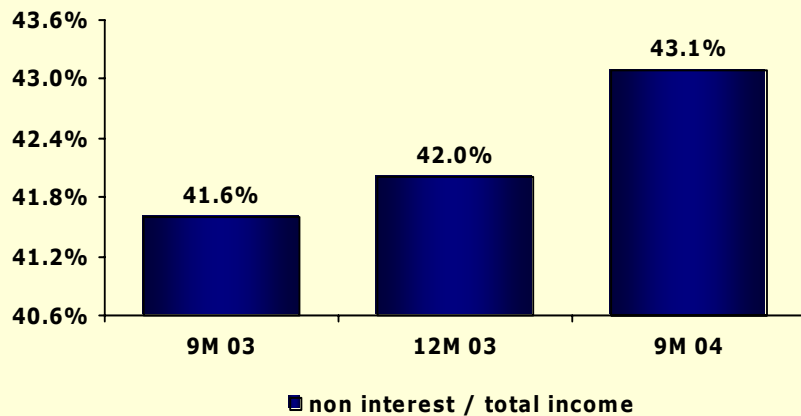
Non interest income components



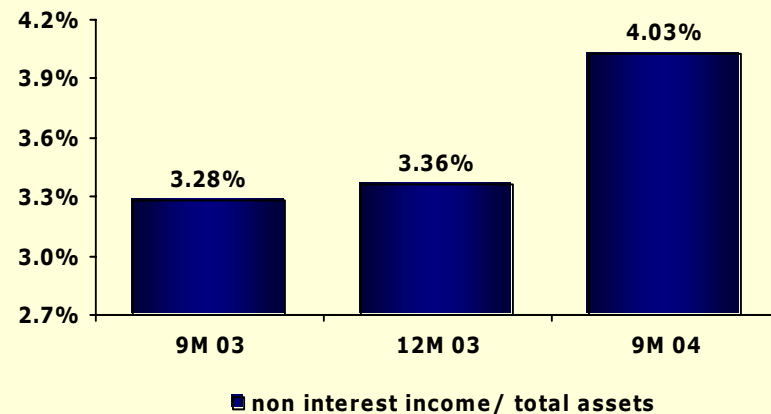
Fee and commission income



Non int. income/Total income

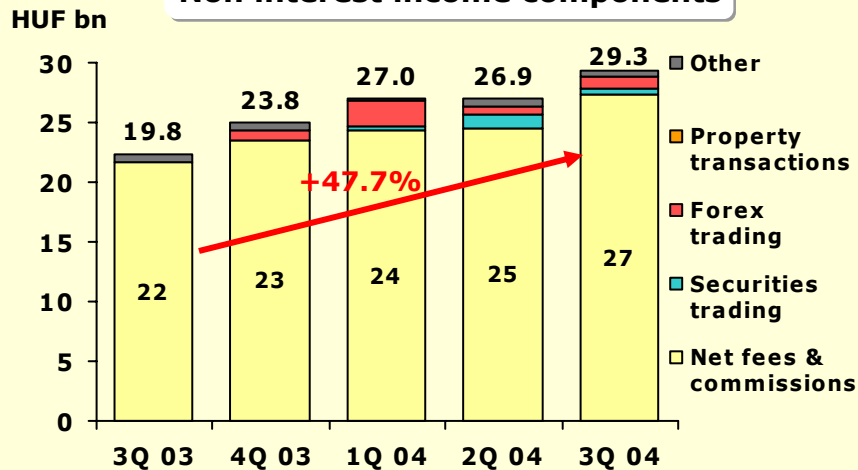


Non int. income/Average total assets

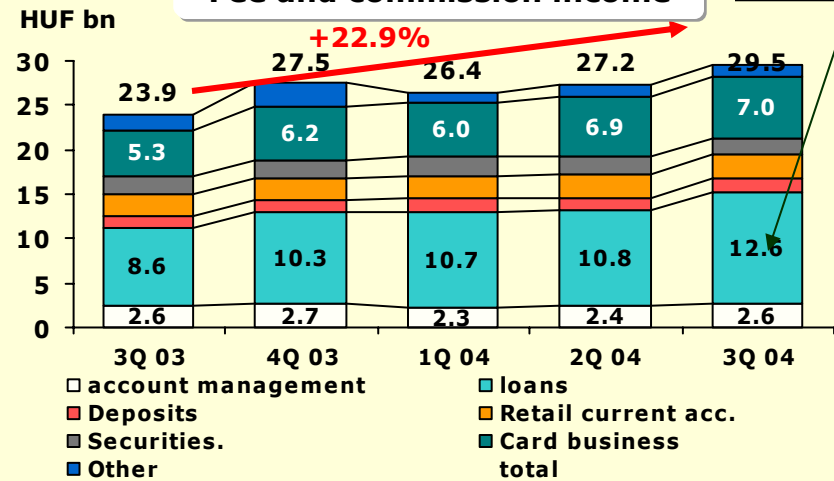


Non interest income

Non interest income components

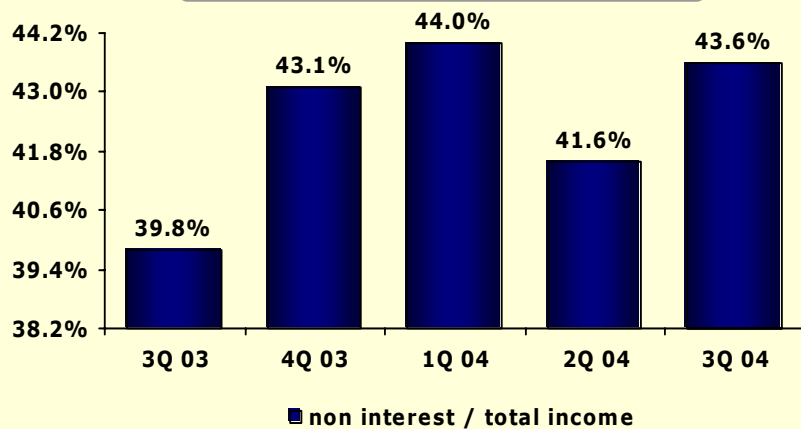


Fee and commission income

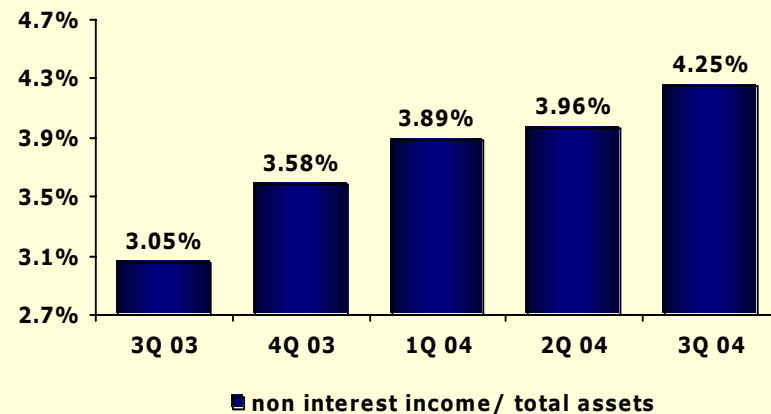


Driver: mortgage lending

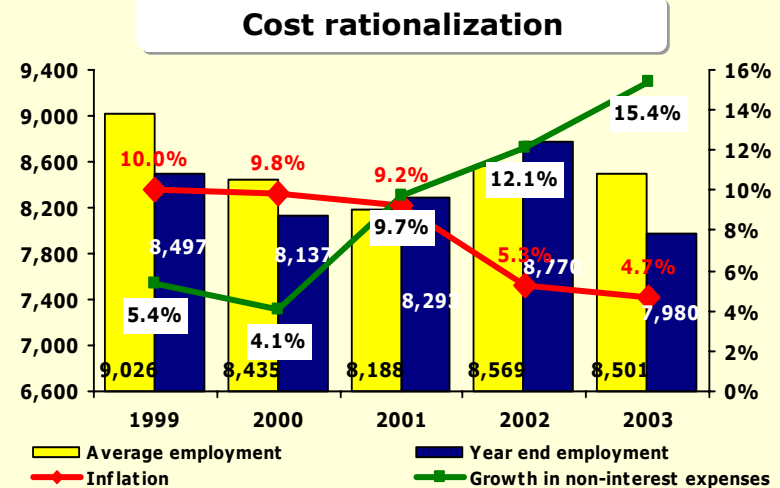
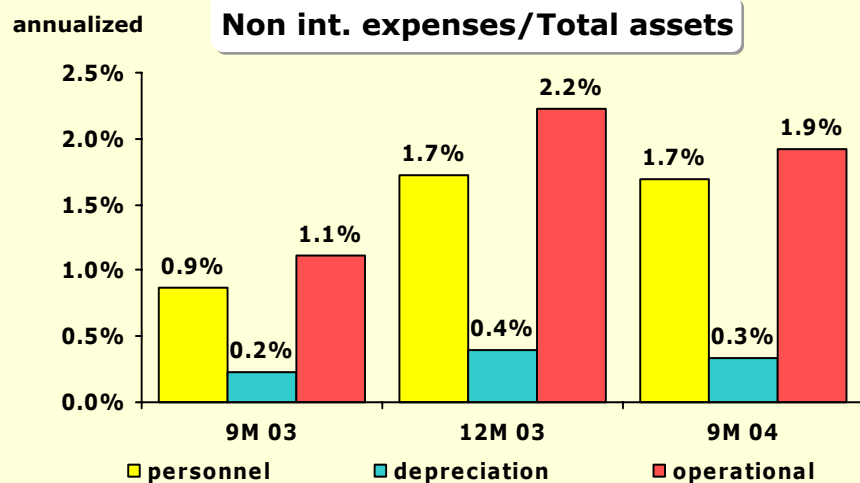
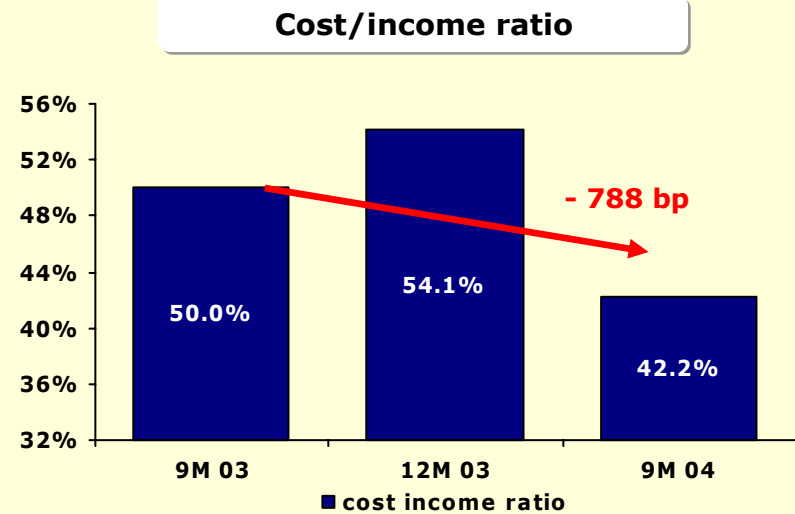
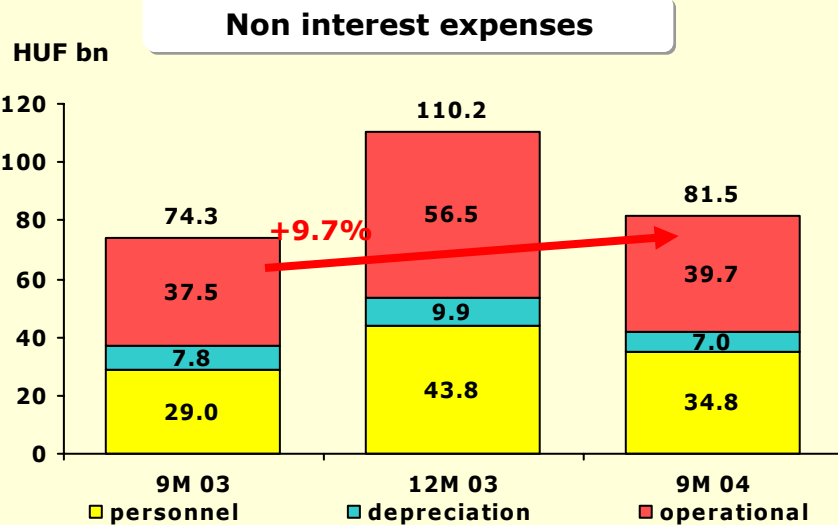
Non int. income/Total income



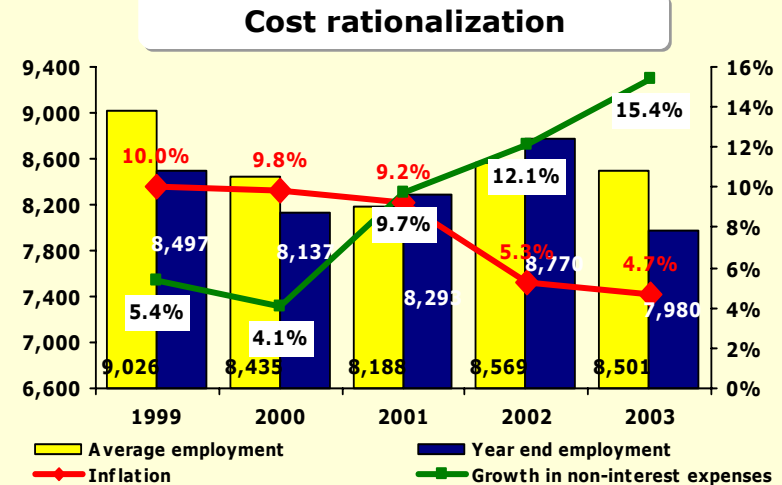
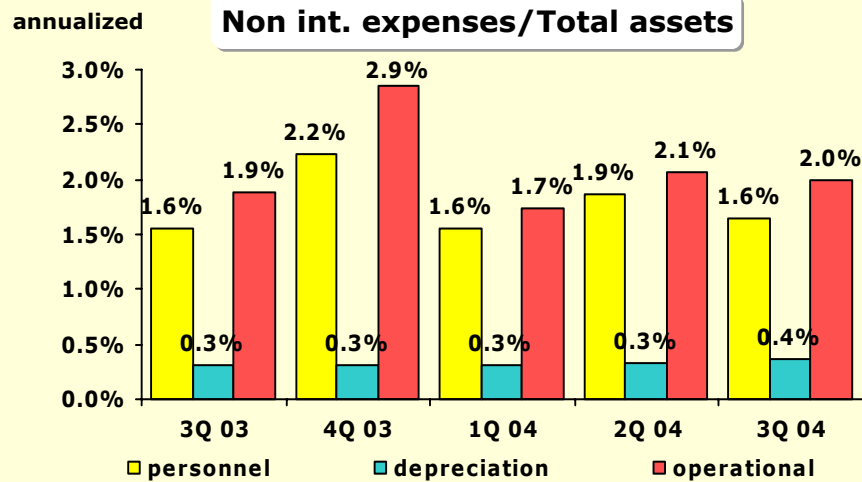
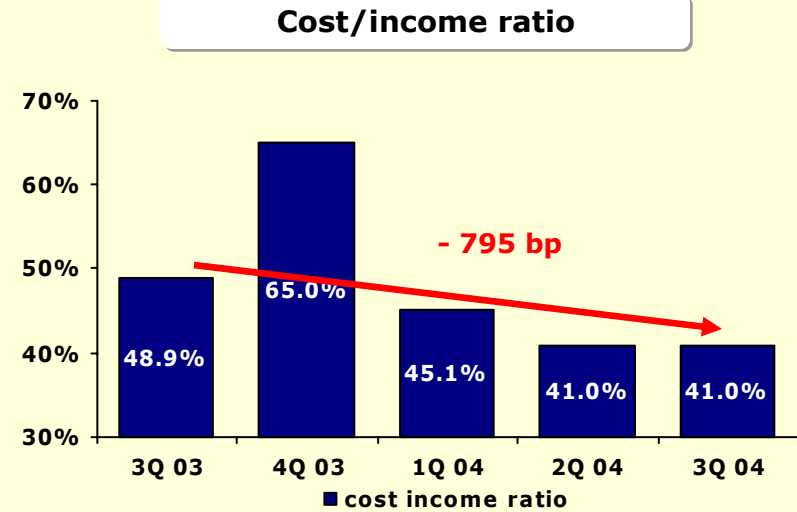
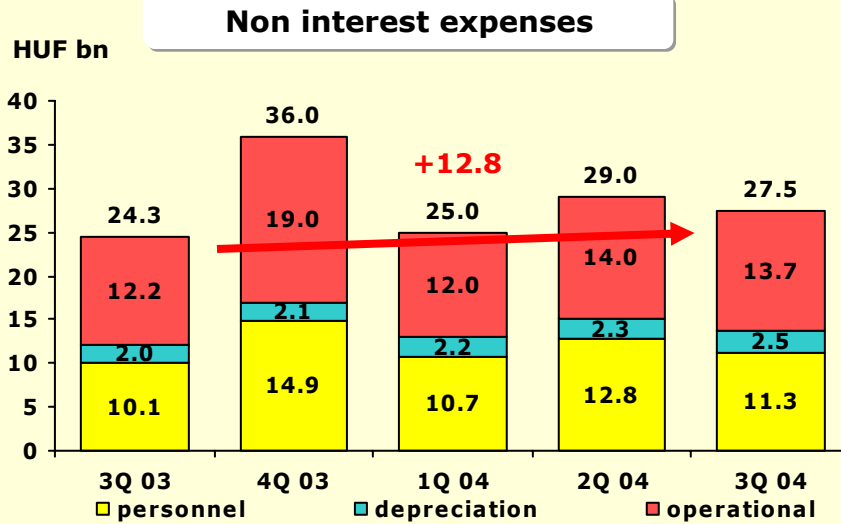
Non int. income/Average total assets



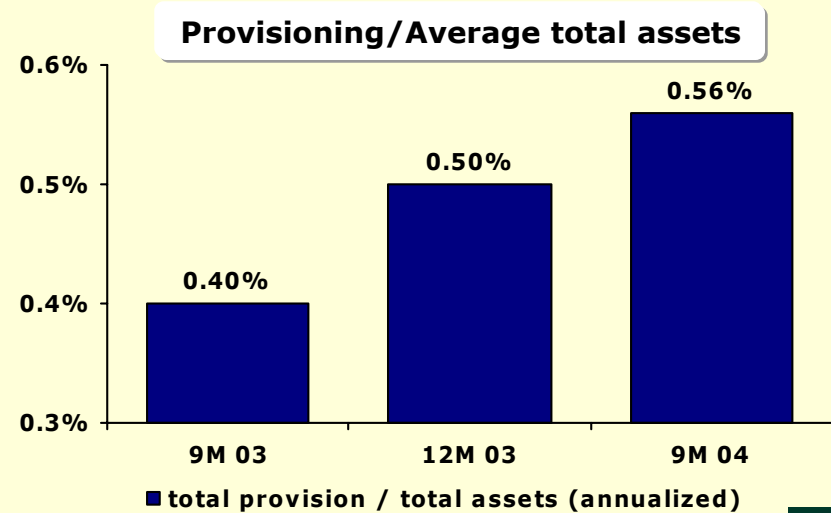
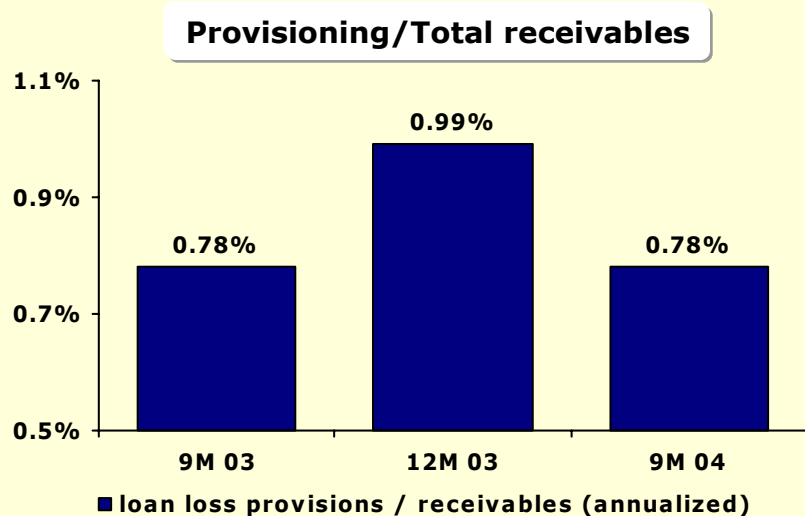
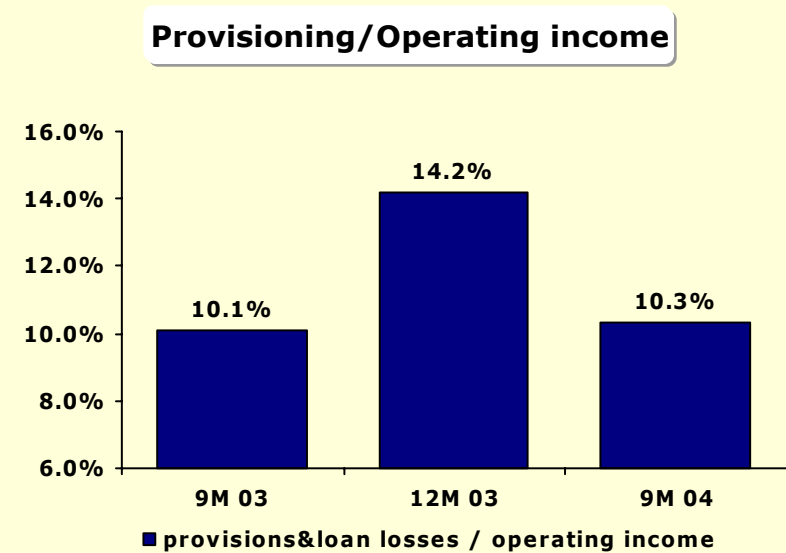
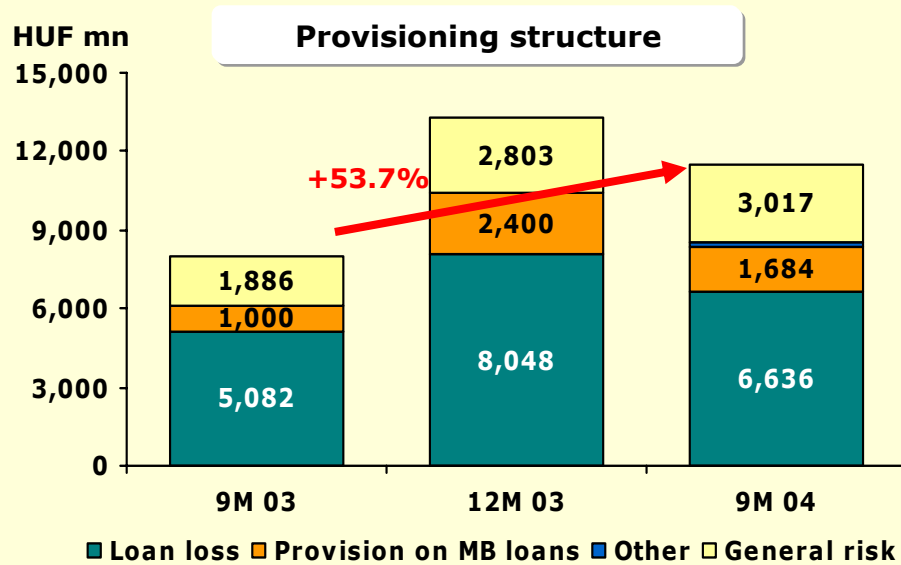
Non interest expenses



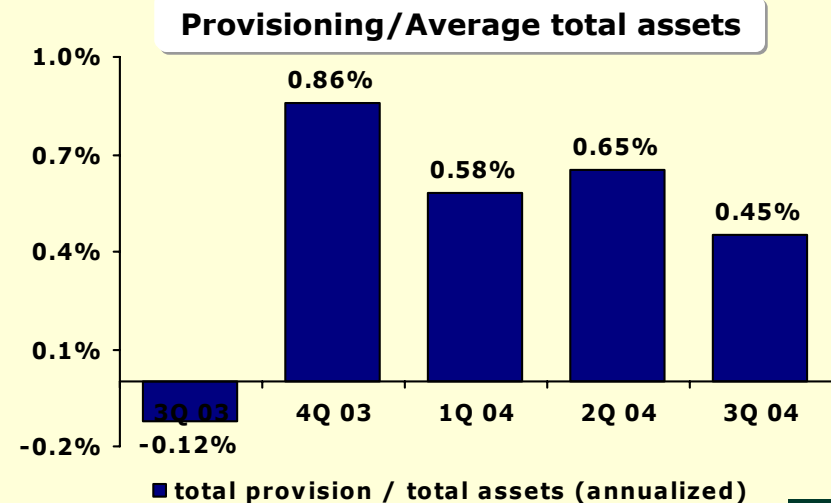
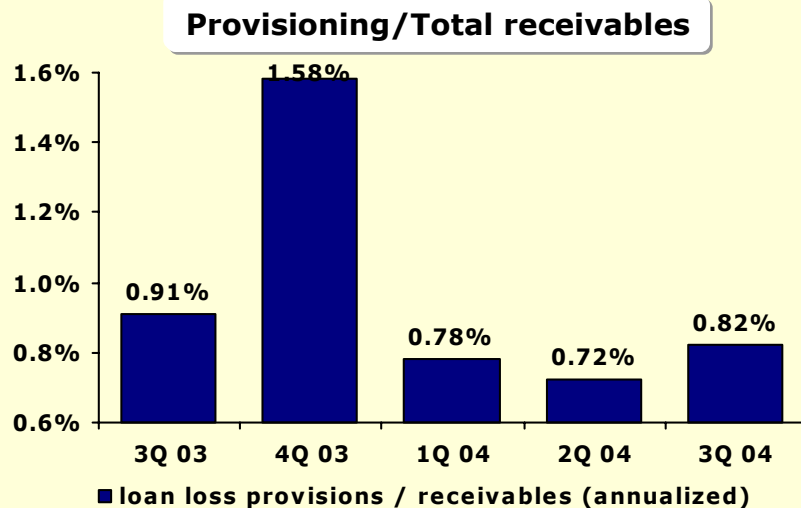
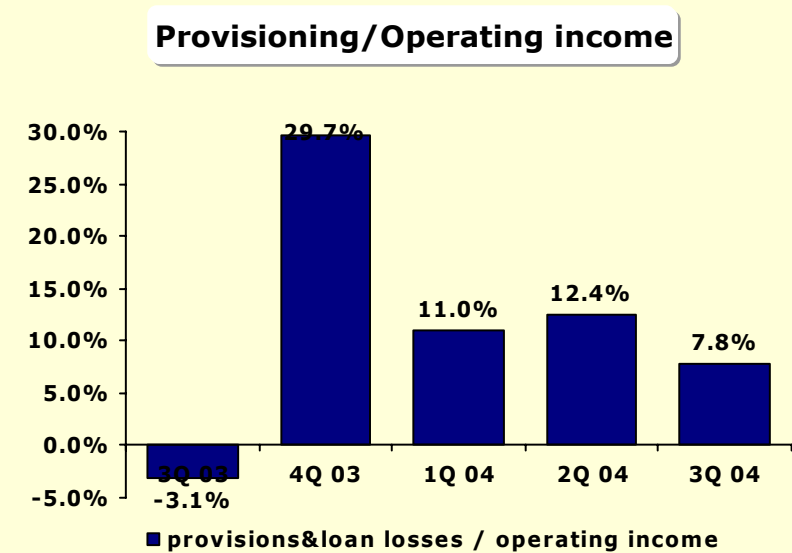
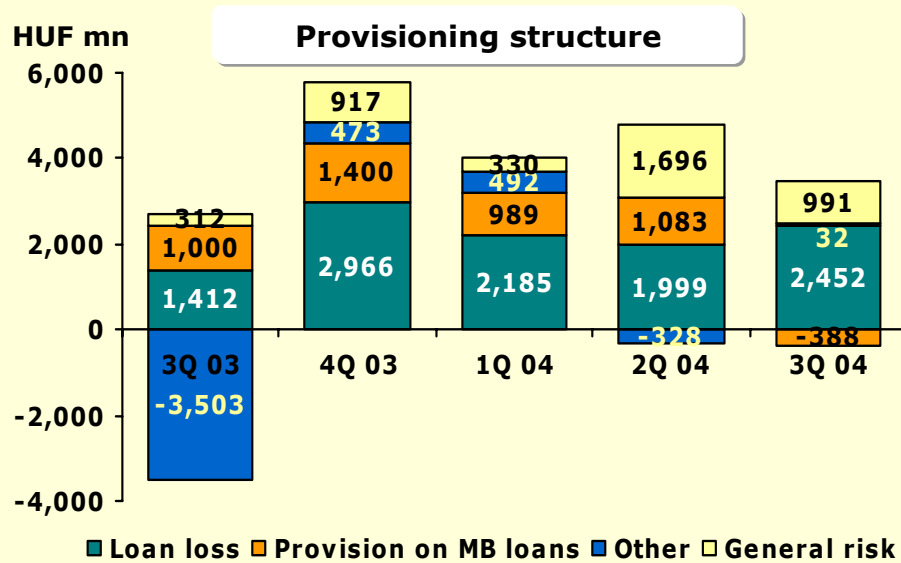
Non interest expenses



Provisioning/loan losses

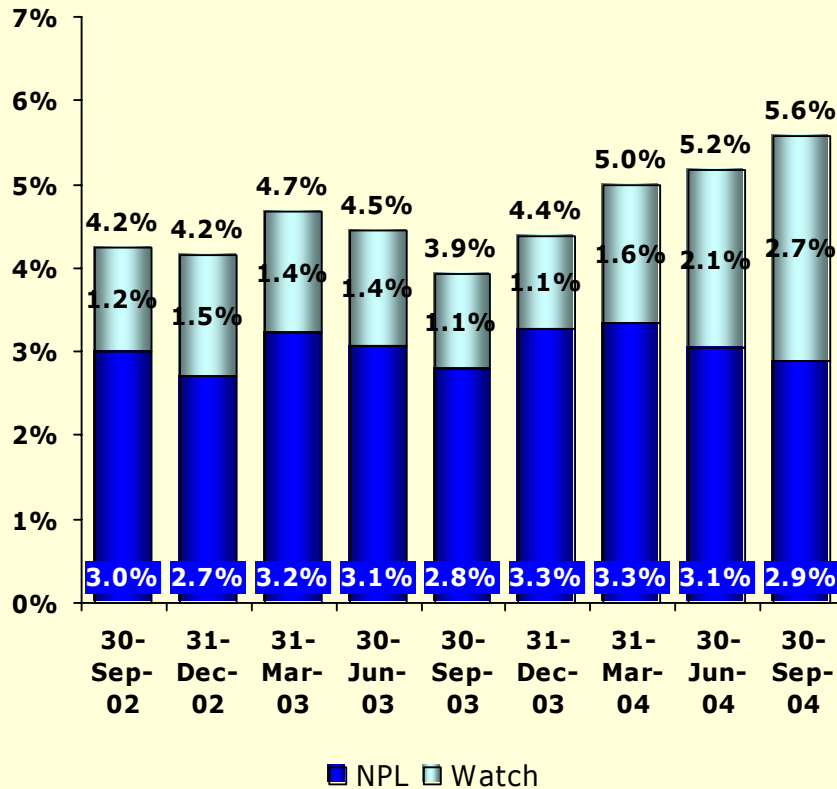


Provisioning/loan losses

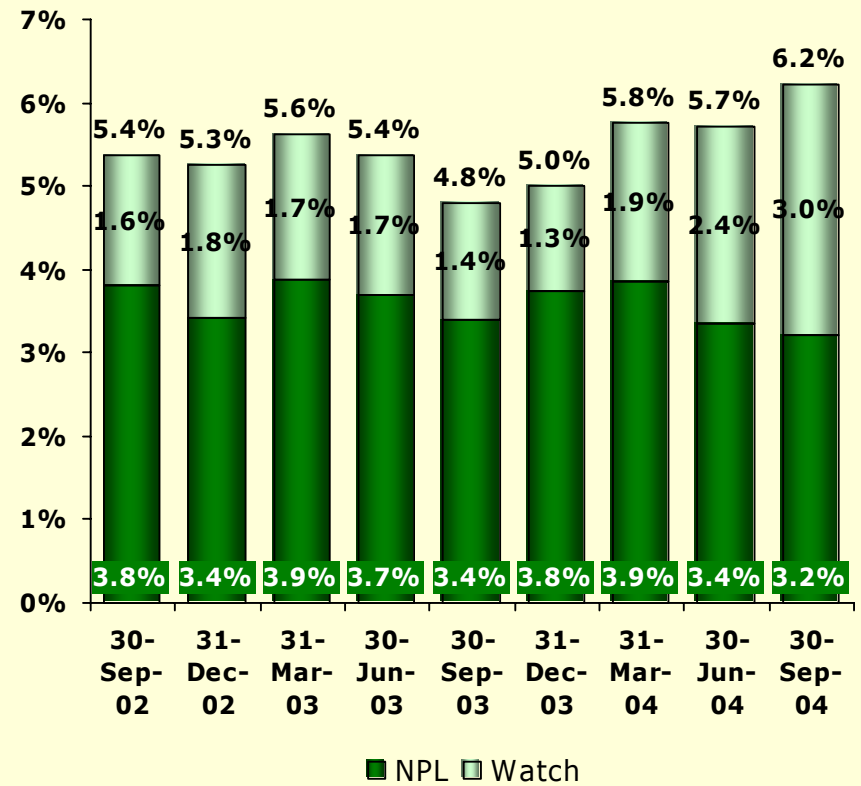


Loan quality

Qualified receivables as % of total receivables



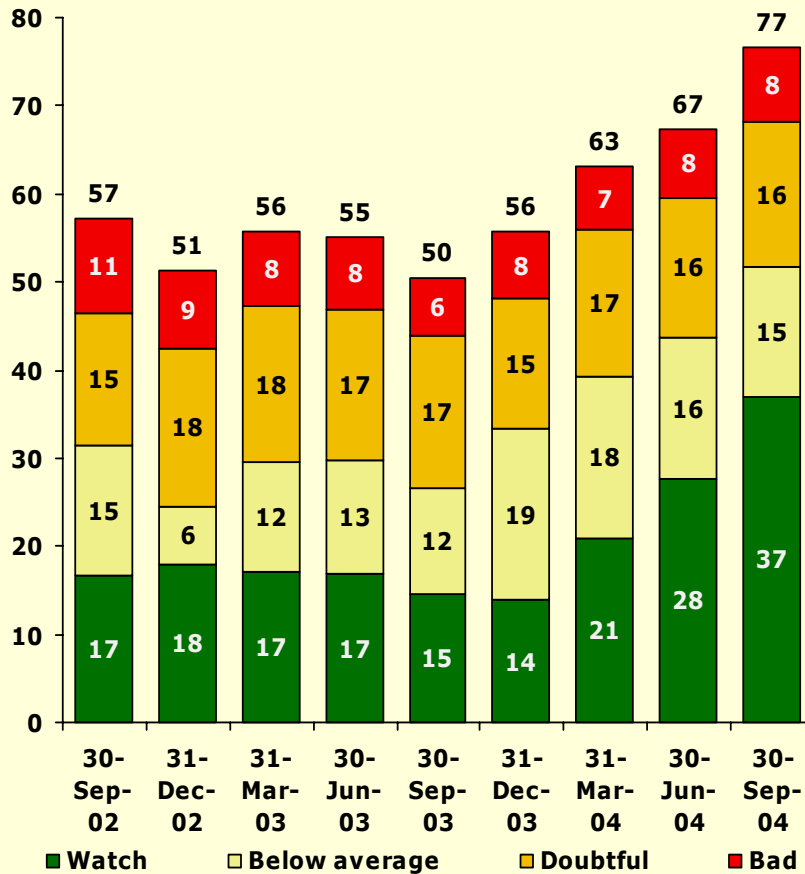
Qualified receivables as % of customer receivables



Loan quality

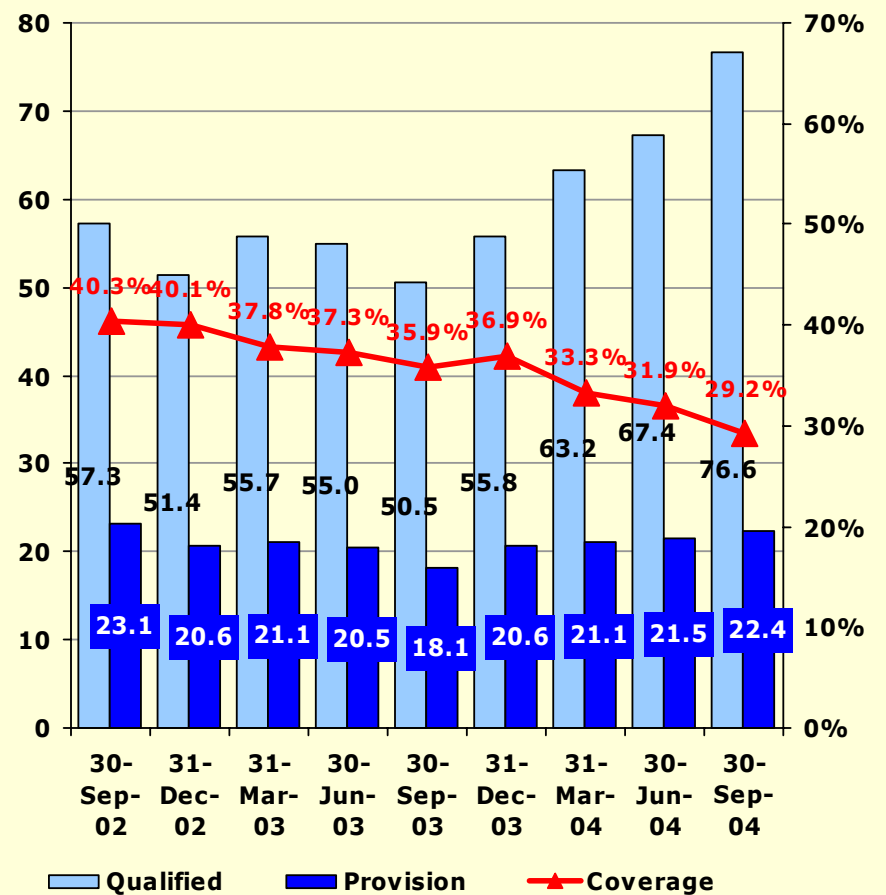
Qualified loans

HUF bn



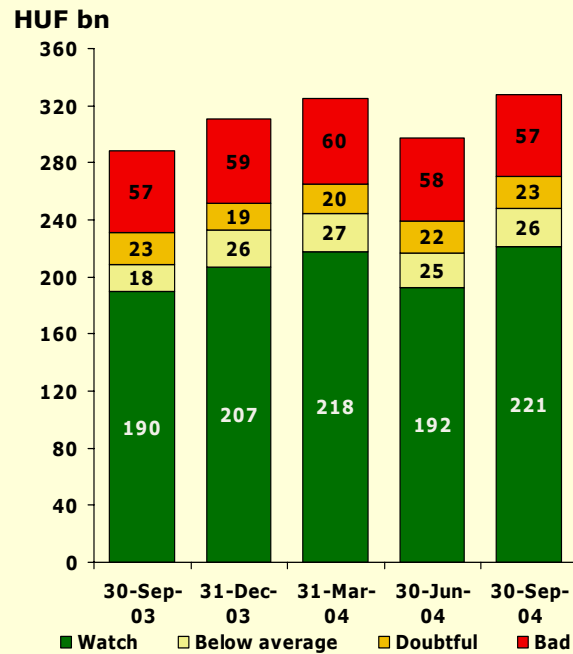
Provisions, coverage

HUF bn

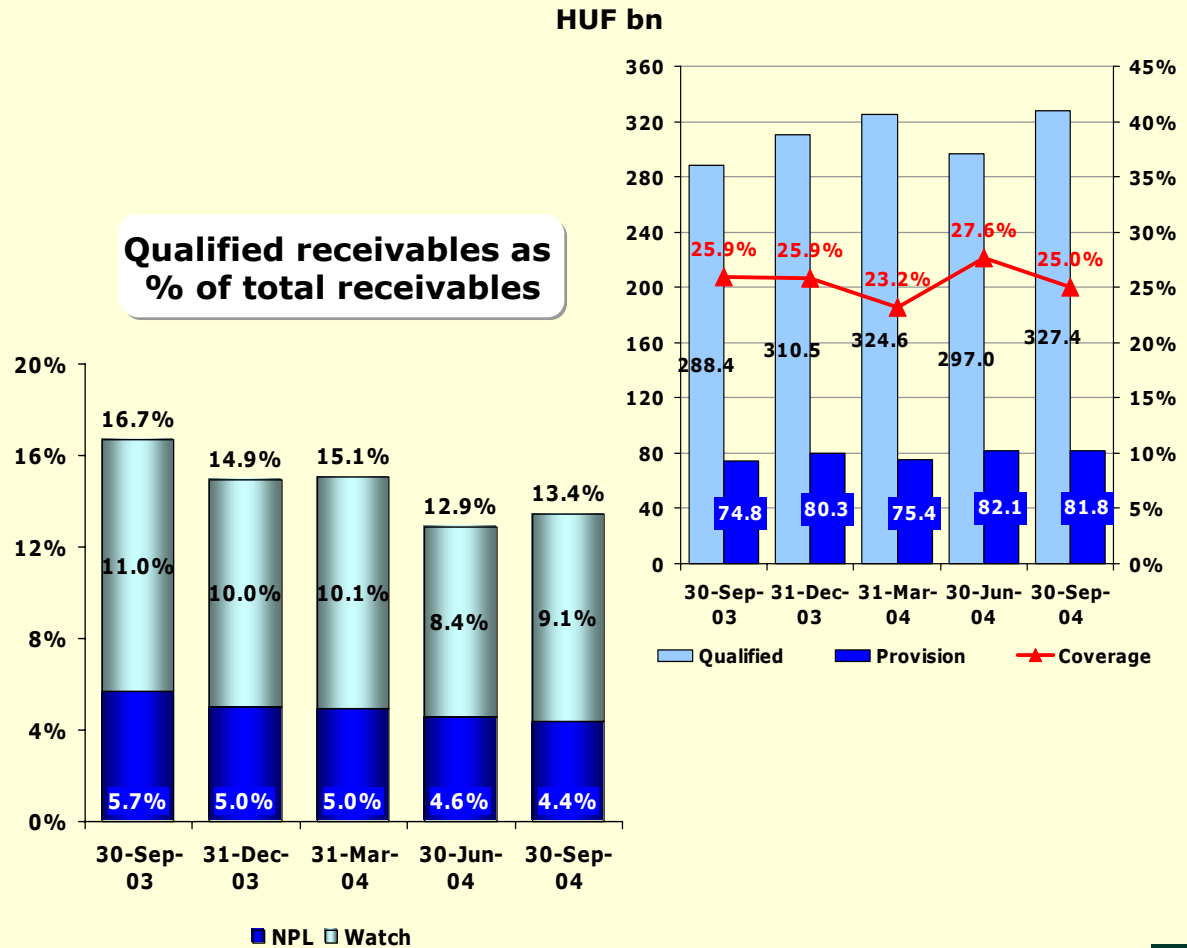


Quality of consolidated loans

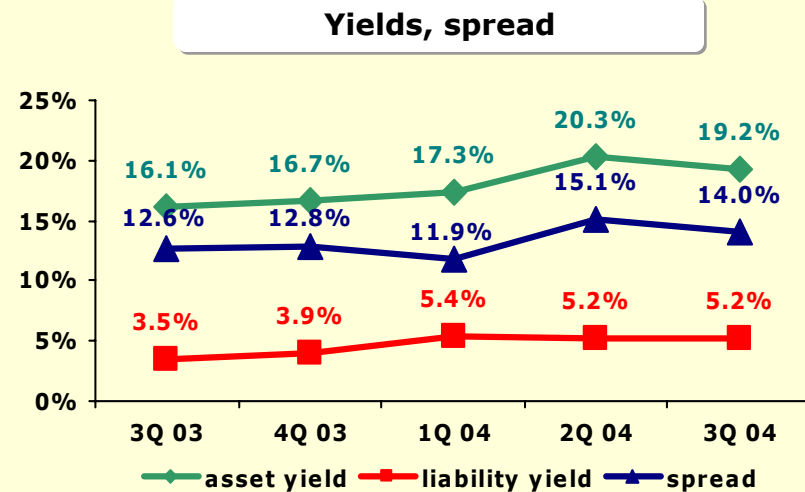
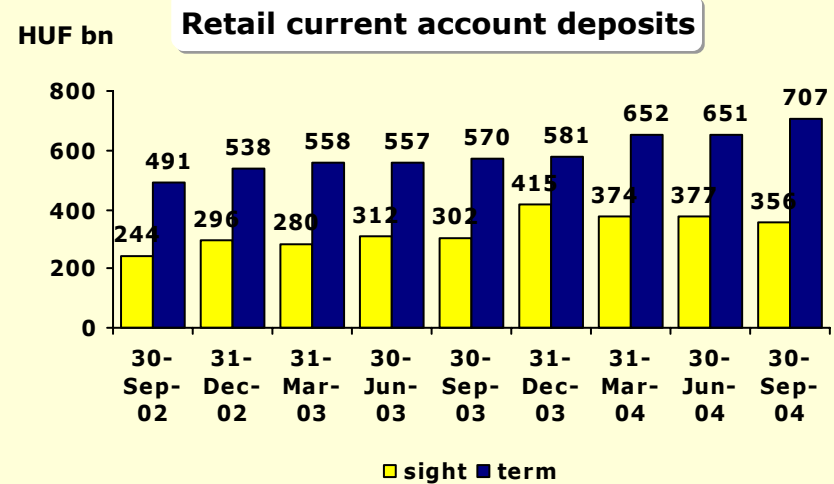
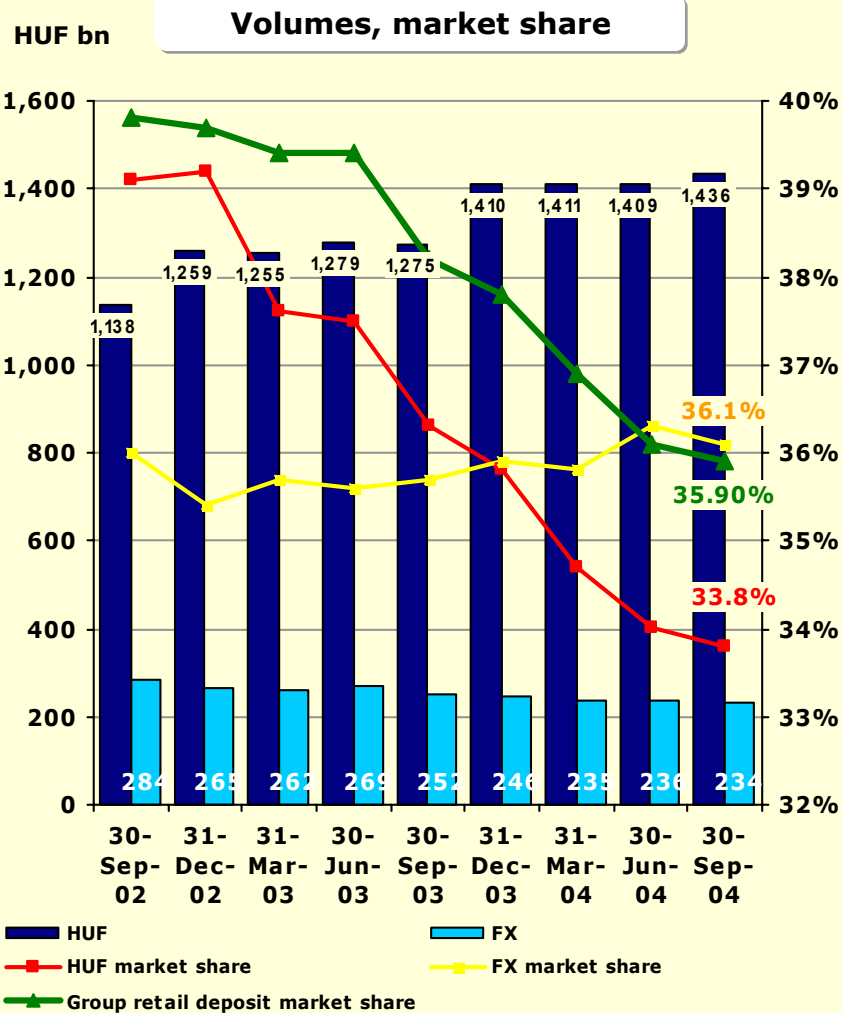
Consolidated qualified loans



Provisions, coverage

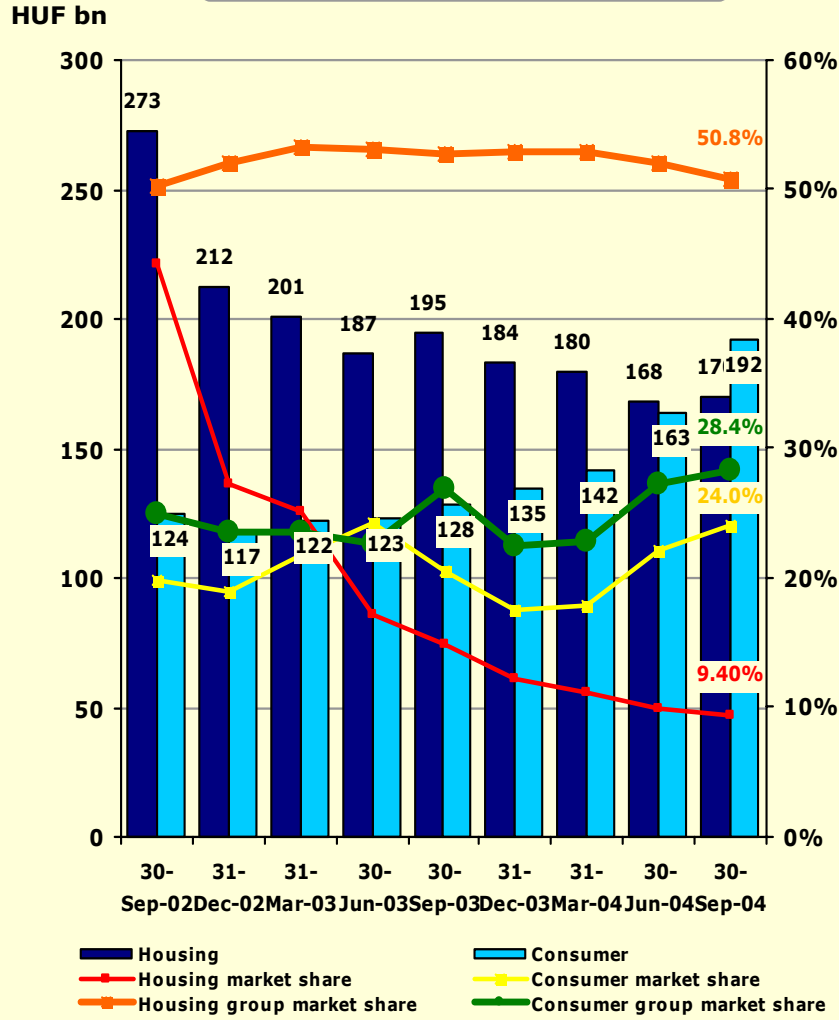


Retail deposits



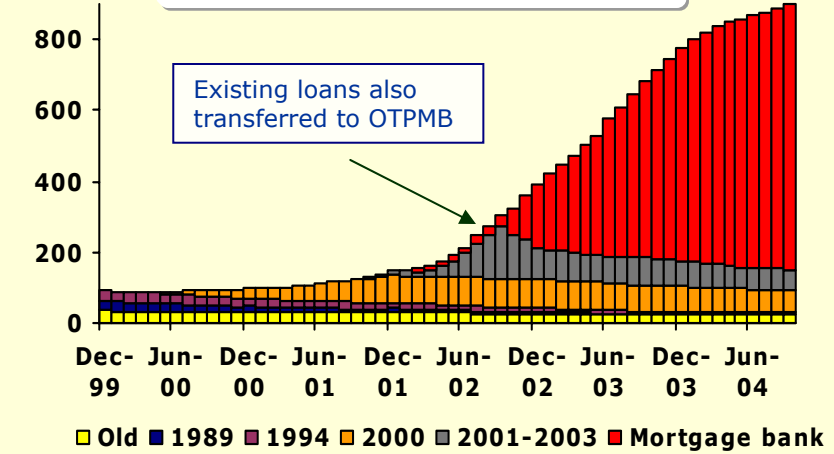
Retail loans

Volumes, market share



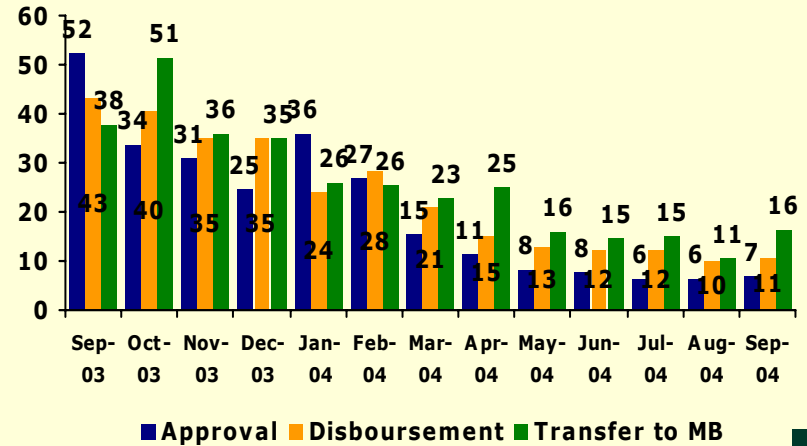
HUF bn

Housing loans

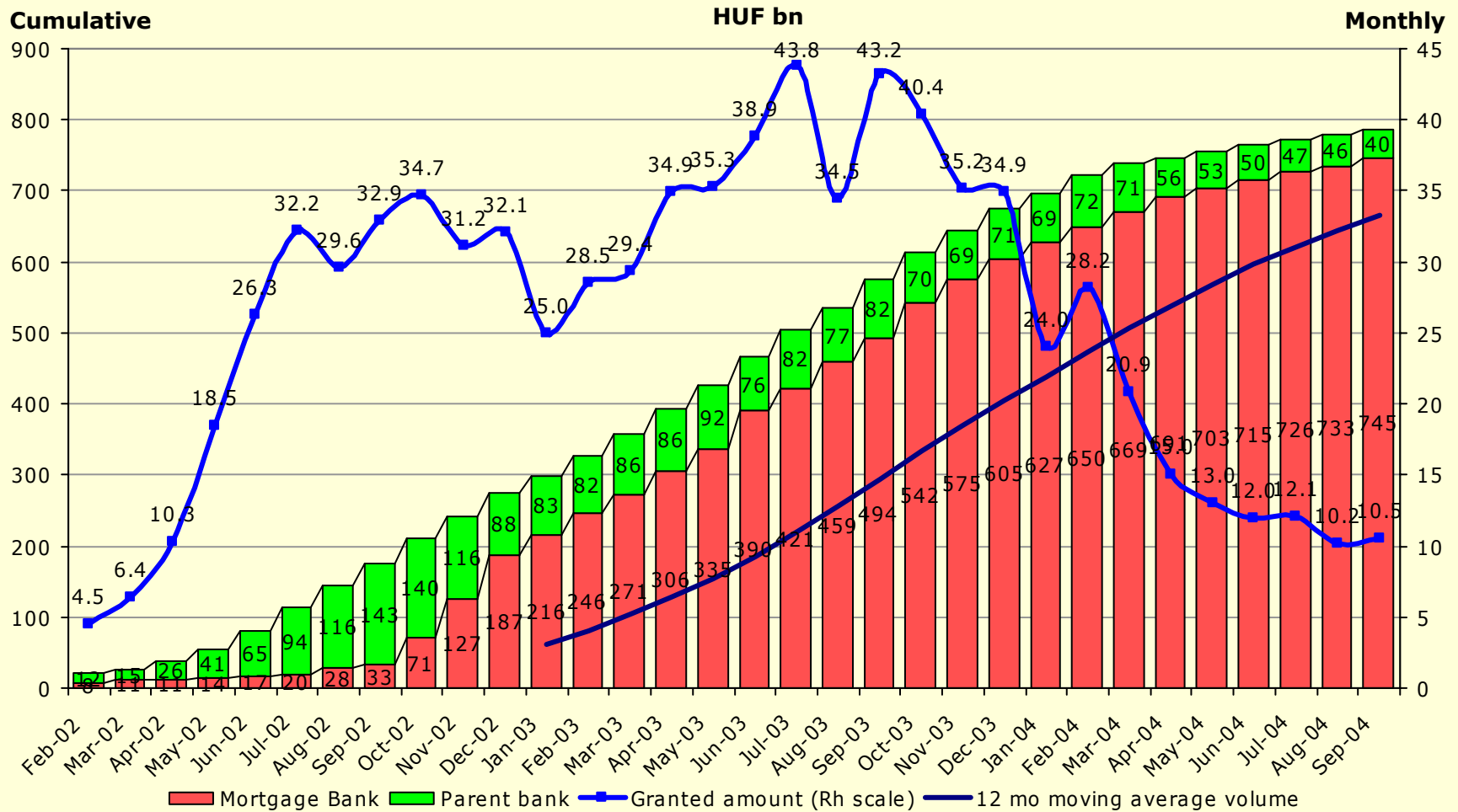


HUF bn

Subsidized housing loans



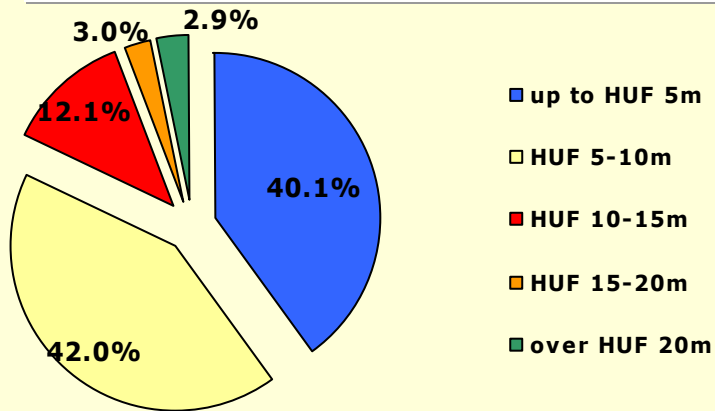
Mortgage Loans at OTP Group



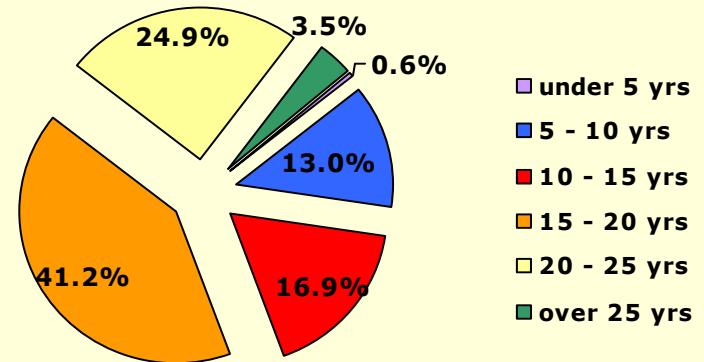
OTP Mortgage Bank selected data

All data as of September 30, 2004

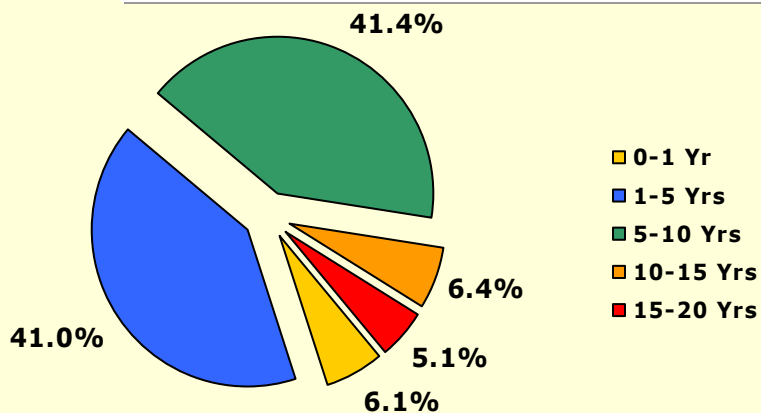
Distribution of mortgage portfolio by size



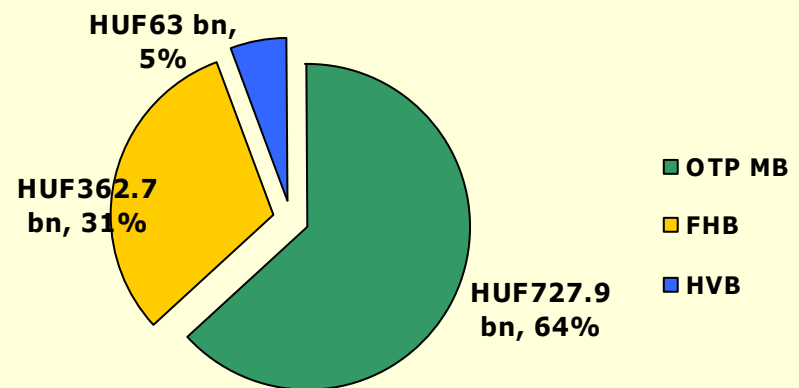
Distribution of portfolio by maturity



Mortgage bond maturity distribution



Market share of mortgage banks



Representative margin on mortgage loans

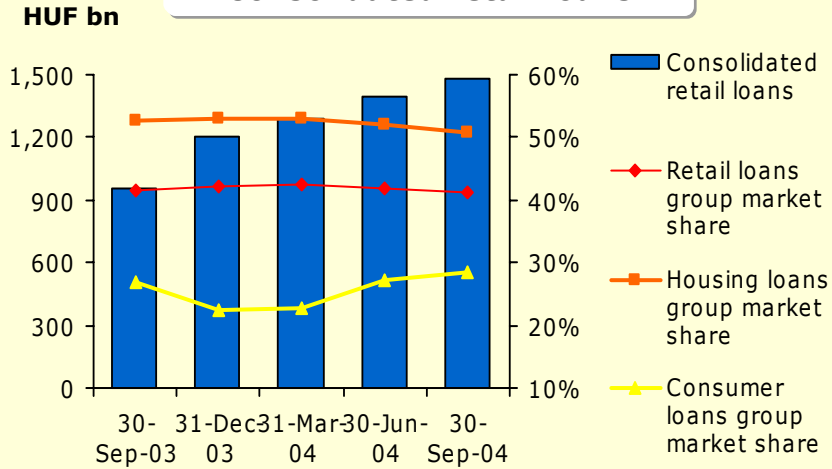
Validity	before 16 June 2003	after 16 June 2003	after 22 December 2003
Rate paid by customer	6% (4+2%) max.	5% (3+2%) max.	8%** (max. GBBY * 1.1 + 4% - GBBY * 0.6)
Liability side subsidy	10% (CMB coupon + 2% but max. 10%)	9.03% (GBBY * 1.05)	5.16% (GBBY* 0.6)
Total bank interest income	16% max.	14.03% max.	13.46% (max GBBY * 1.1 +4%)
GBBY	8.60%	8.60%	8.60%
CMB spread over GBBY	100 bp.	100 bp.	100 bp.
Coupon of CMB	8%	8%	8%
Funding cost (Yield of CMB)	9.6% (8.6% + 1%)	9.6% (8.6% + 1%)	9.6% (8.6% + 1%)
Margin (asset side, CMB funded)	6.40%	4.43%	3.86%
Loan volume at MBank 30 June 2004	HUF499.3 bn	HUF147.1 bn	HUF13.1 bn

*GBBY = Government Bond Benchmark Yield based on CMB maturity

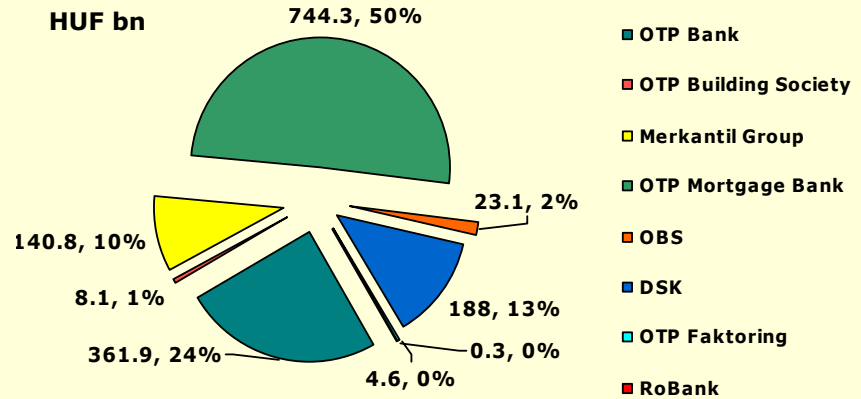
** for new lending varies monthly

Consolidated retail business

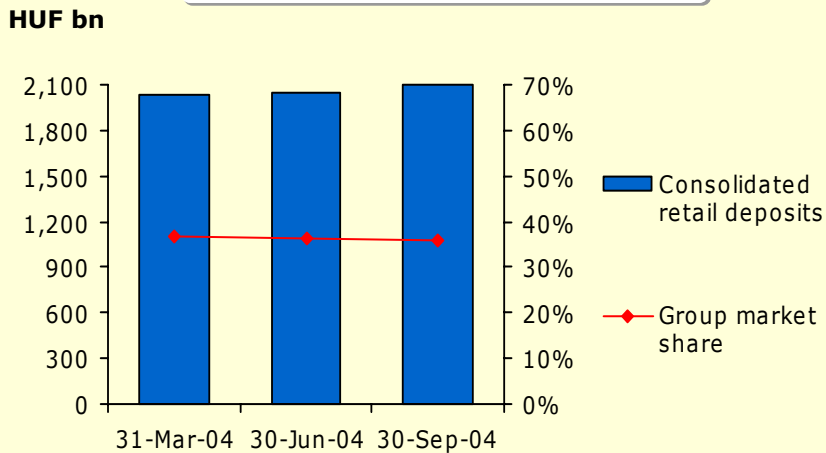
Consolidated retail loans



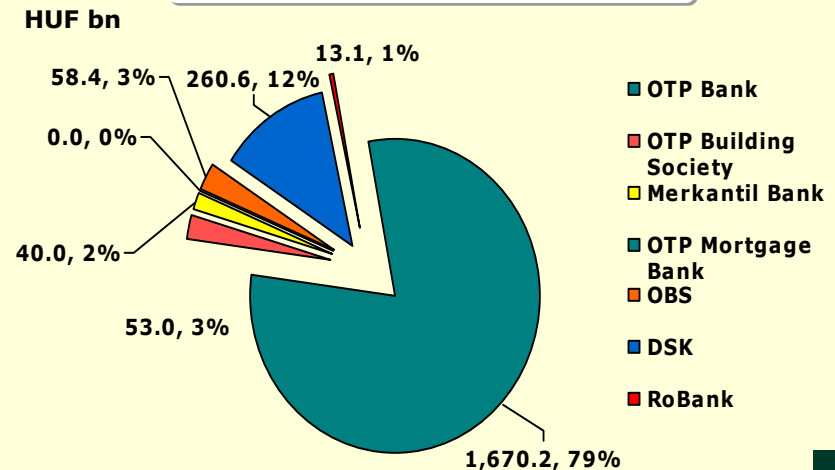
Group retail loans*



Consolidated retail deposits

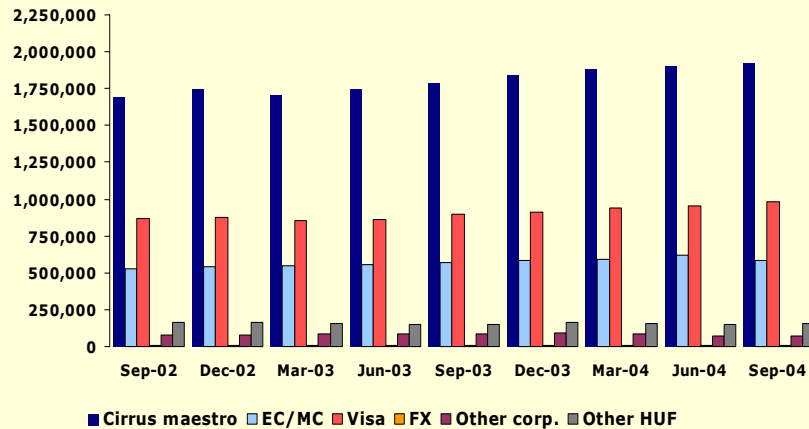


Group retail deposits*

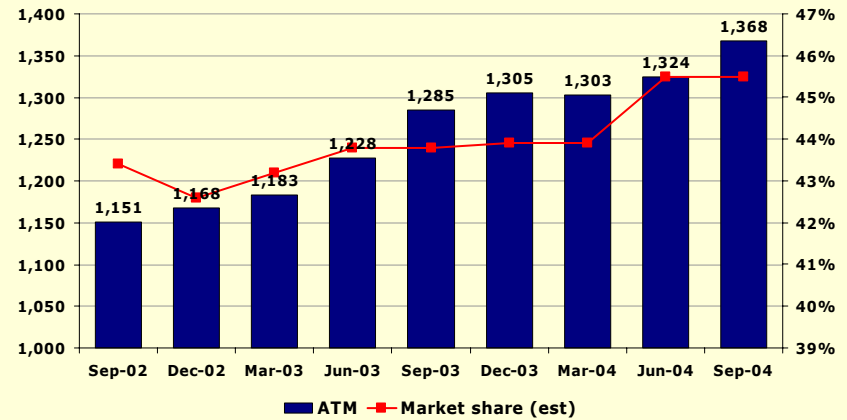


Distribution technology

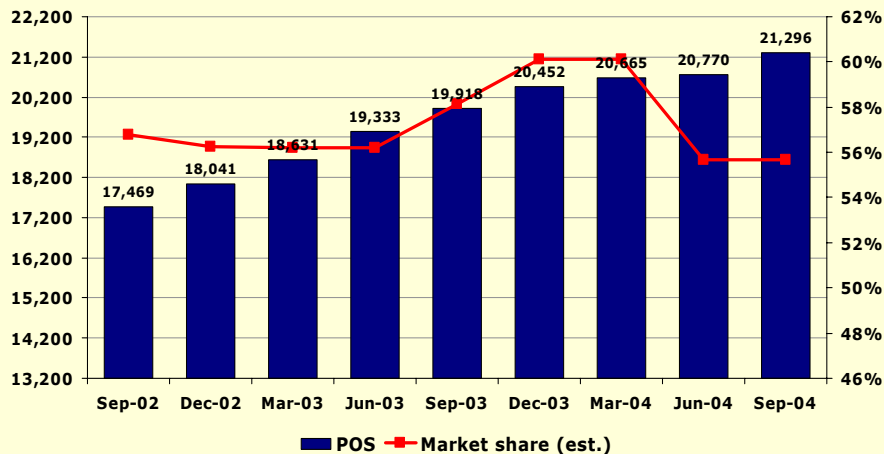
Bank cards



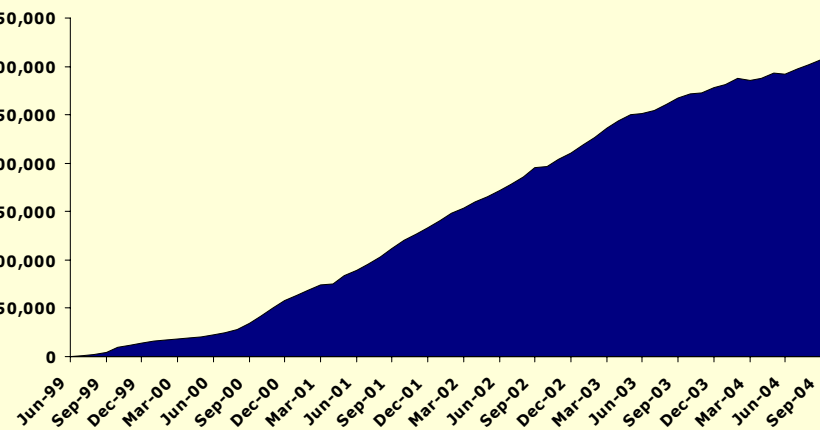
ATMs



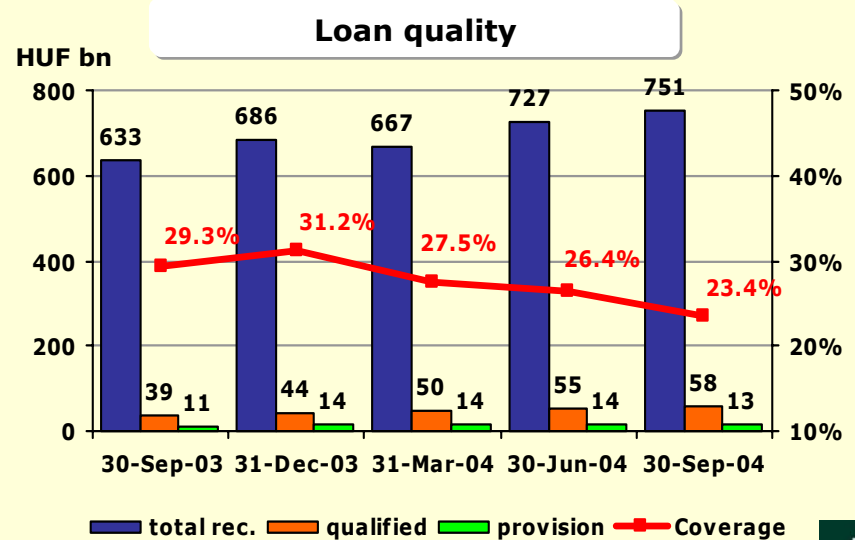
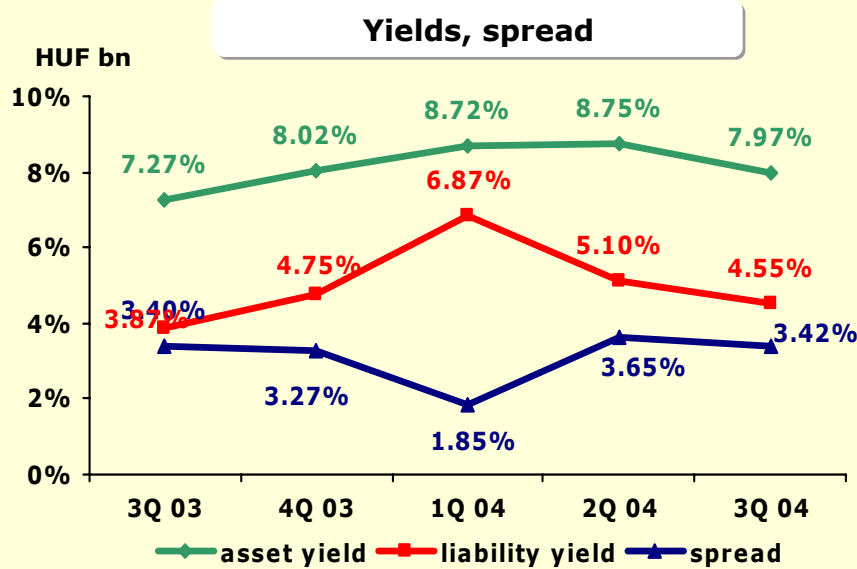
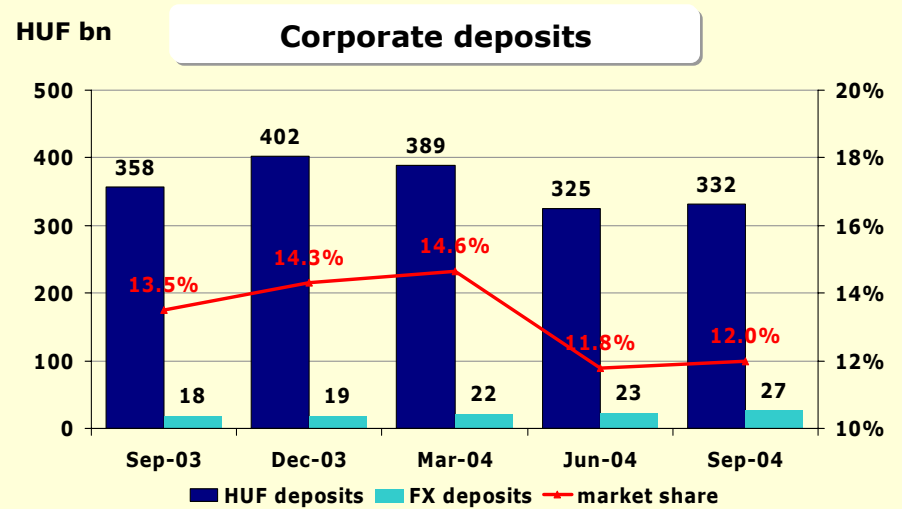
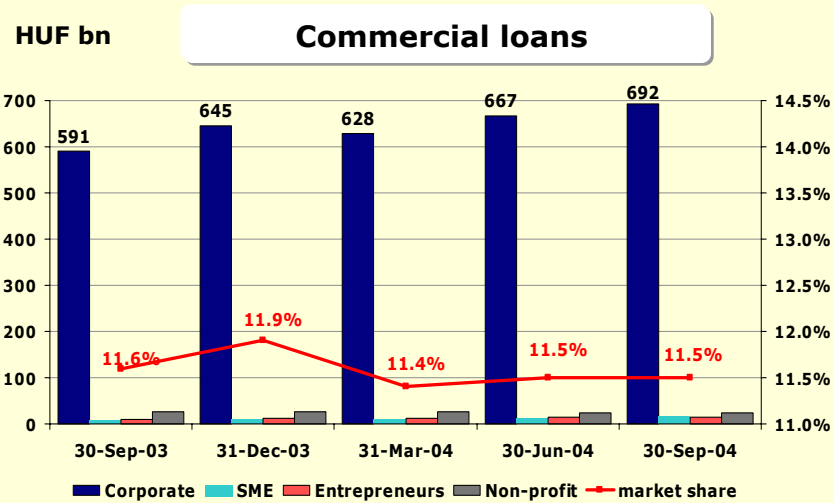
POS terminals



HáziB@NK users



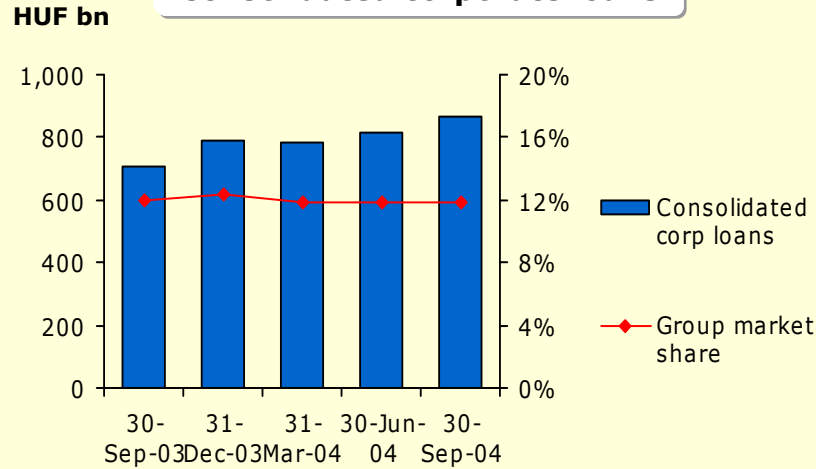
Corporate business



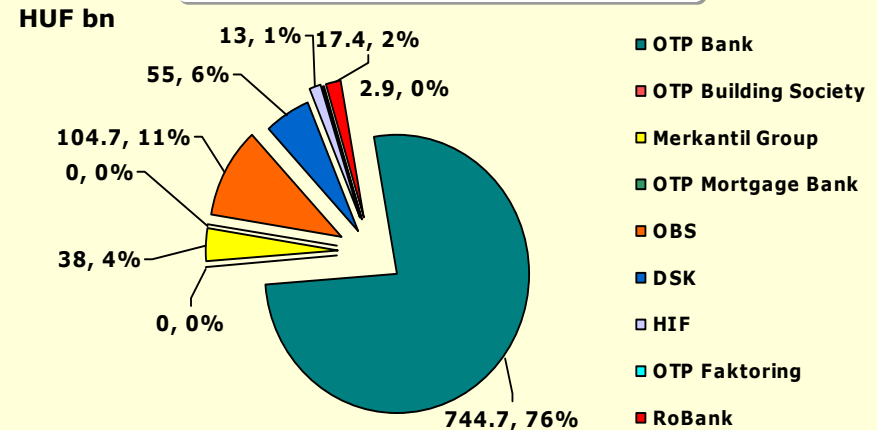
OTP Bank First 9 Months 2004 results

Consolidated corporate business

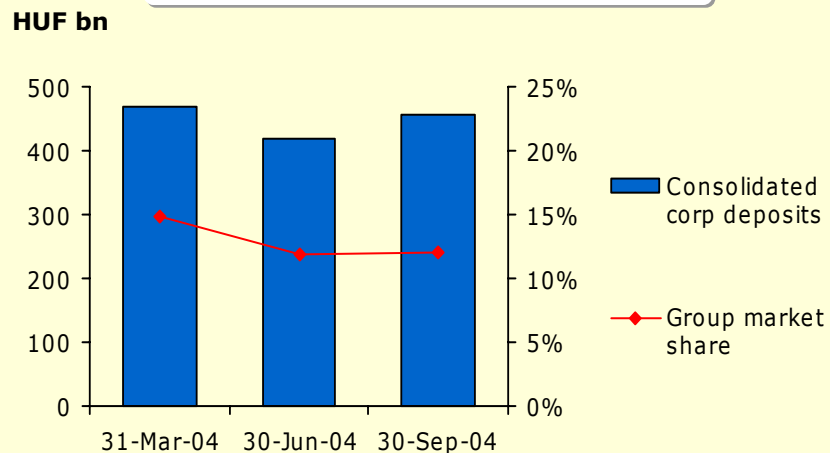
Consolidated corporate loans



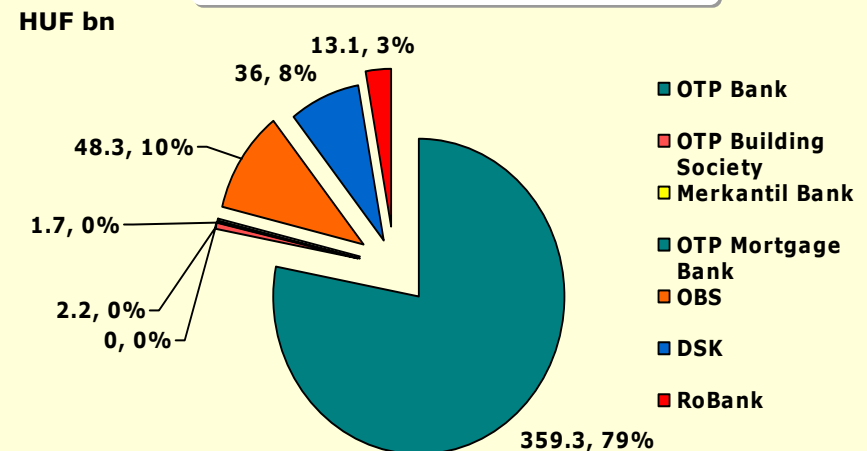
Group corporate loans*



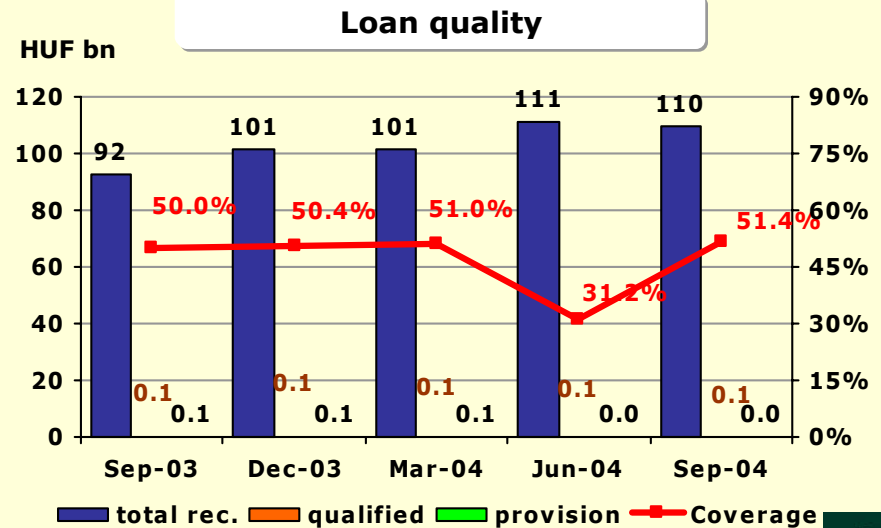
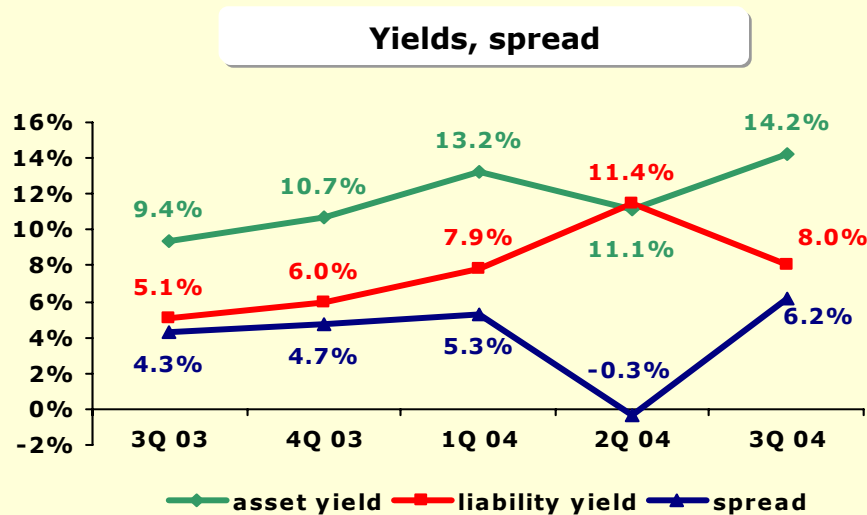
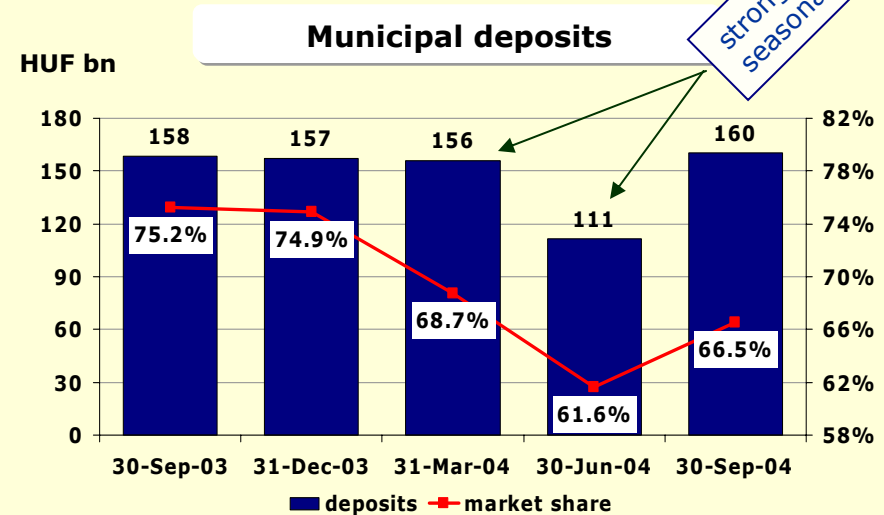
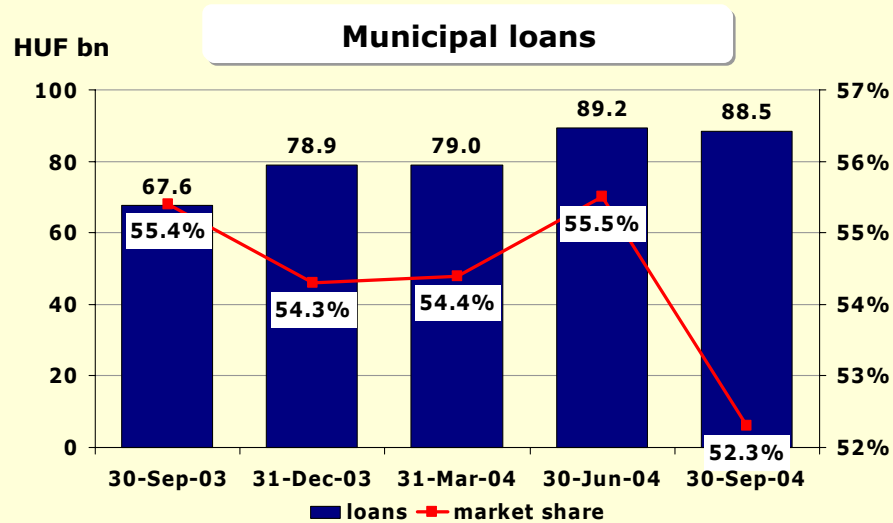
Consolidated corporate deposits



Group corporate deposits*

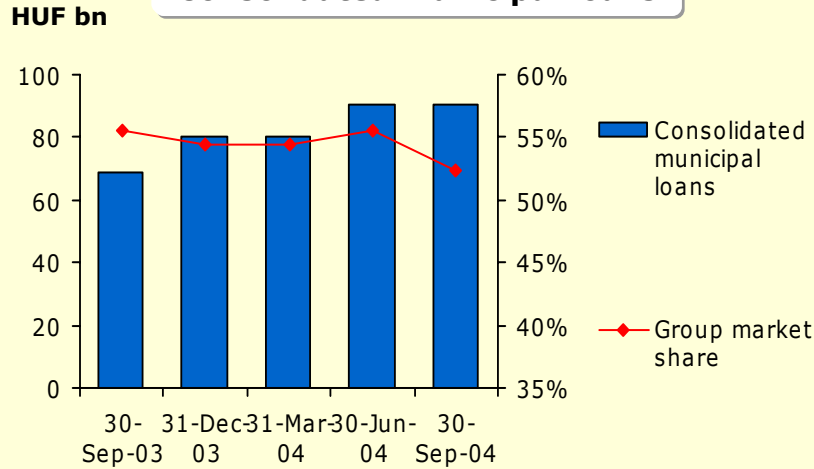


Municipality business

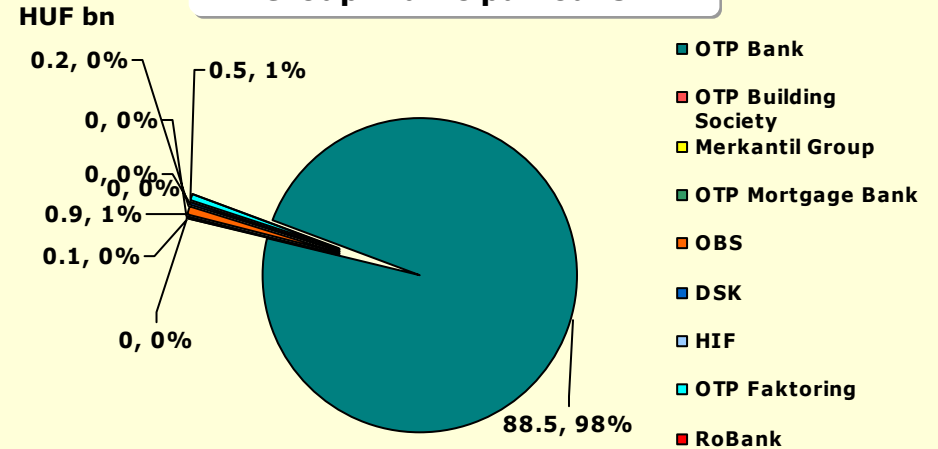


Consolidated municipal business

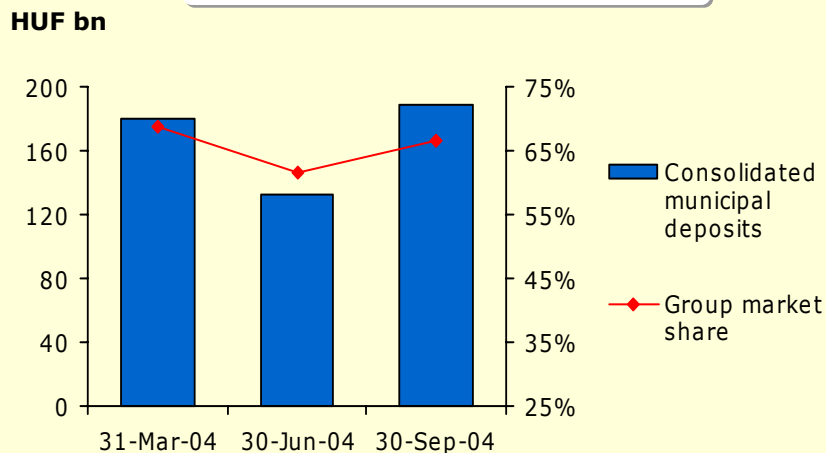
Consolidated municipal loans



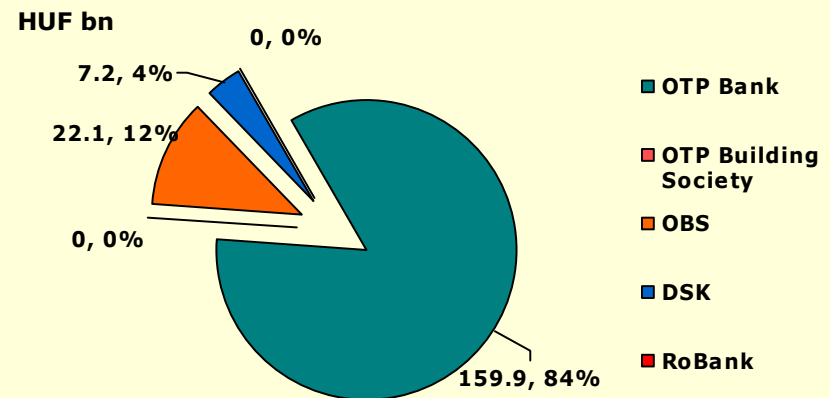
Group municipal loans*



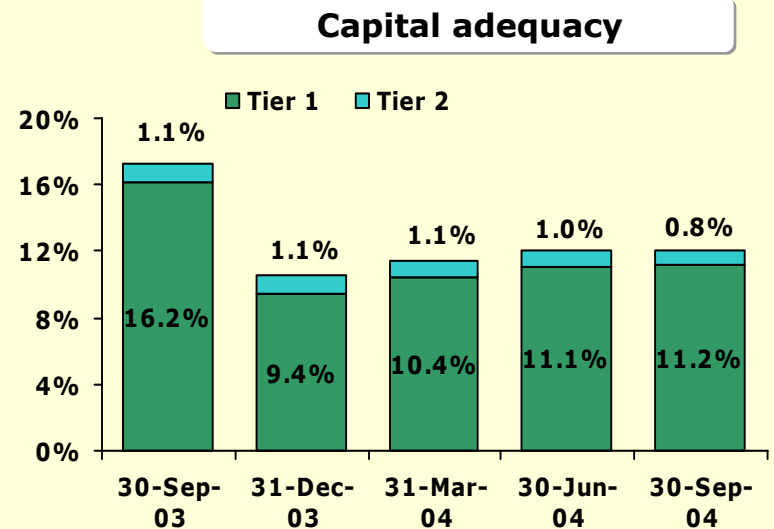
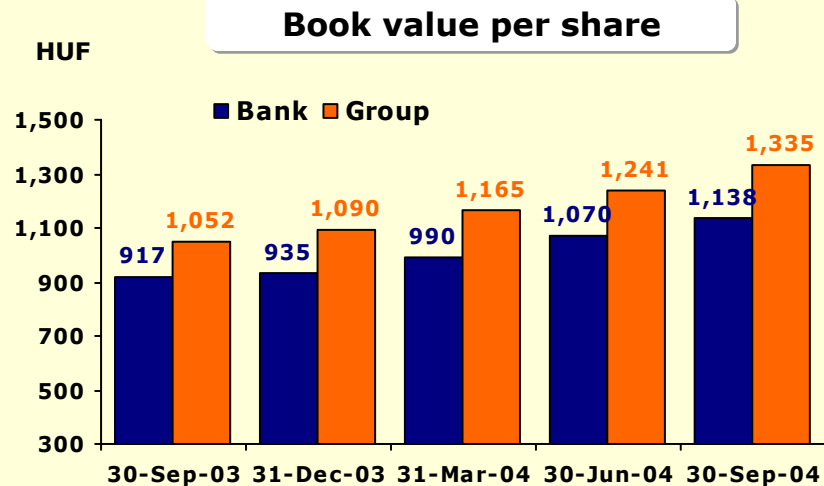
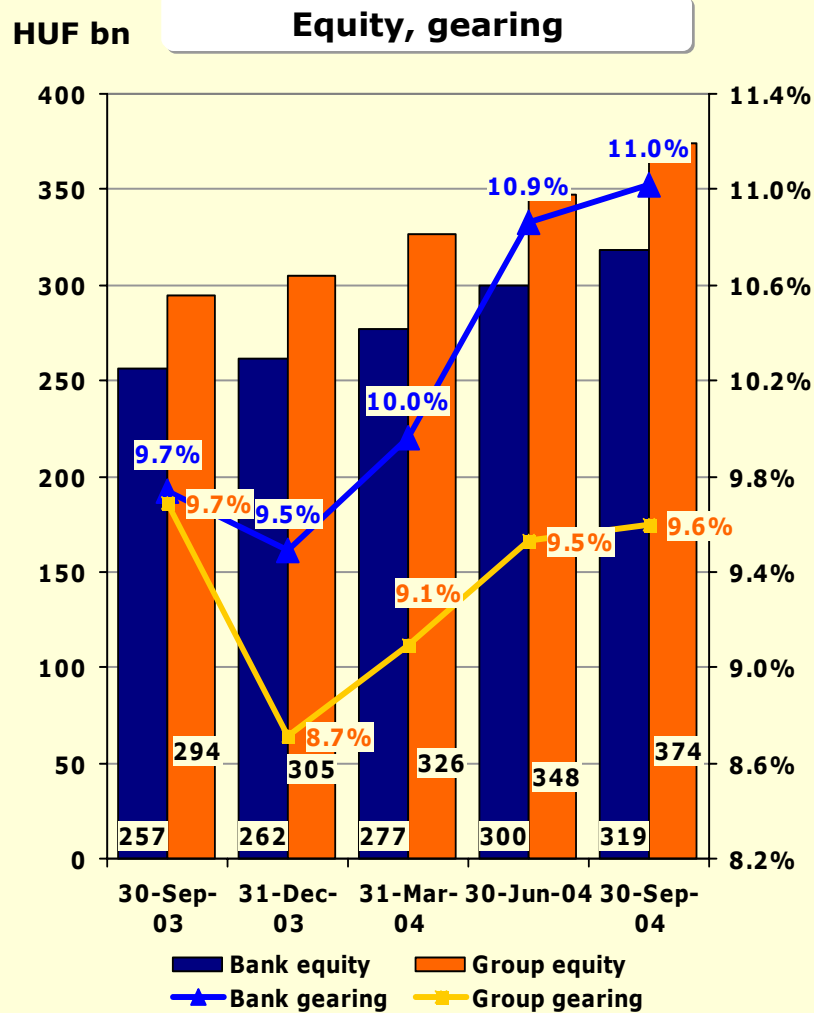
Consolidated municipal deposits



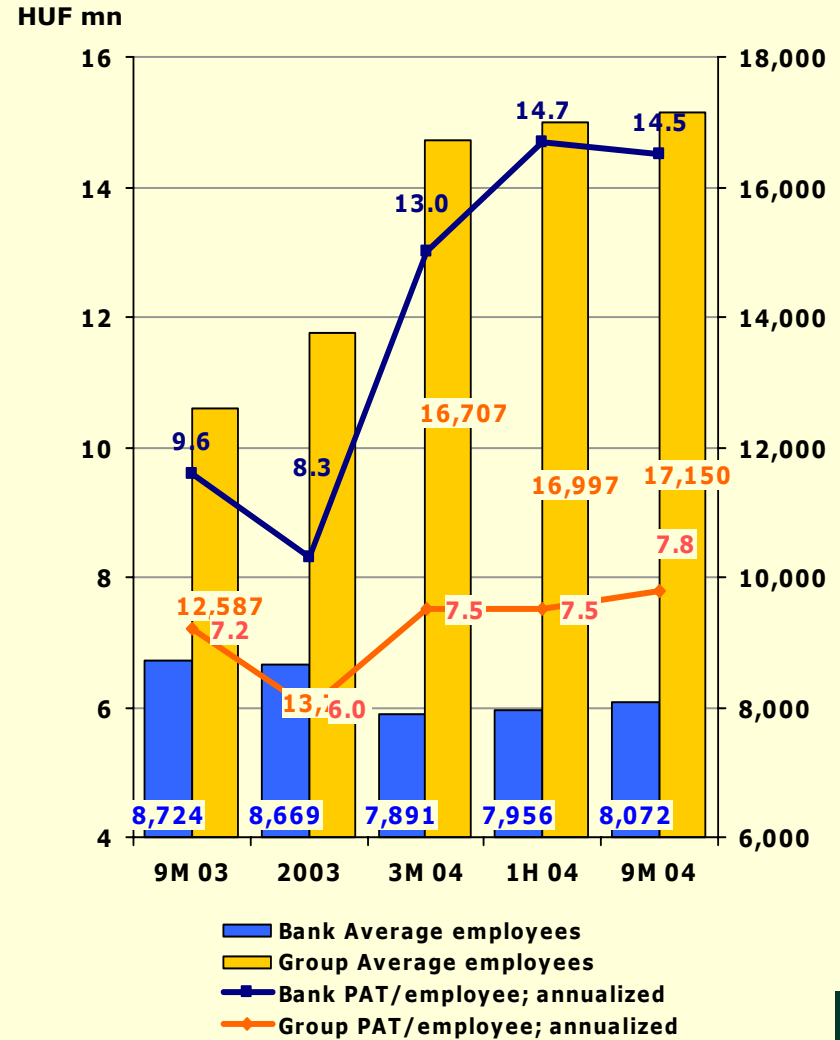
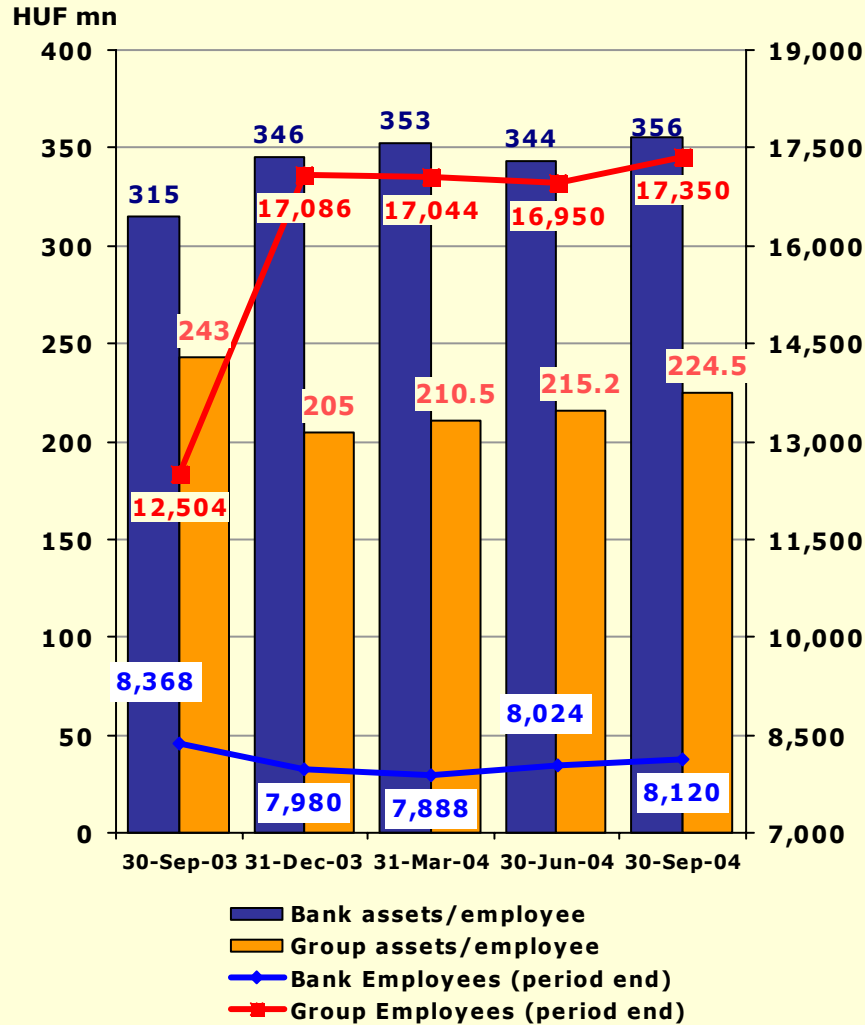
Group municipal deposits*



Equity, CAR



Efficiency, productivity



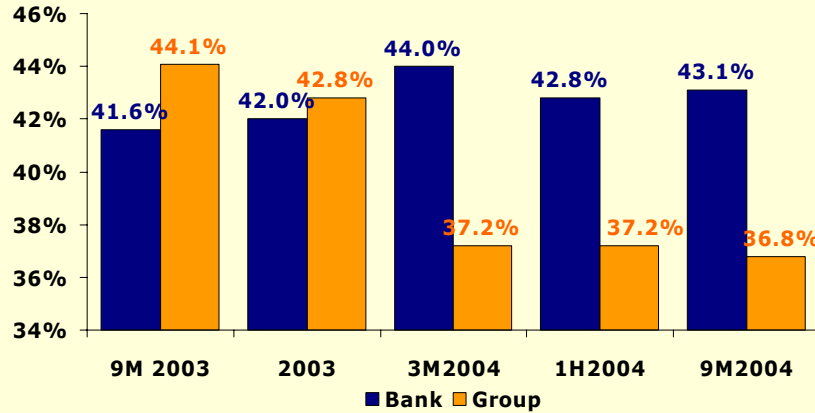
OTP Bank First 9 Months 2004 results

34

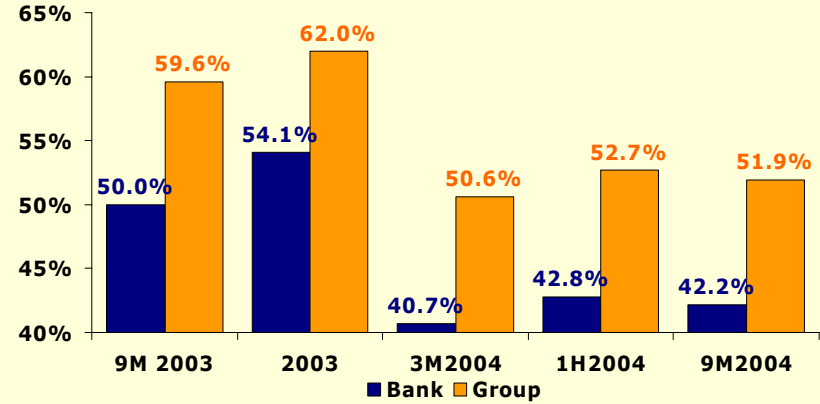


Performance indicators

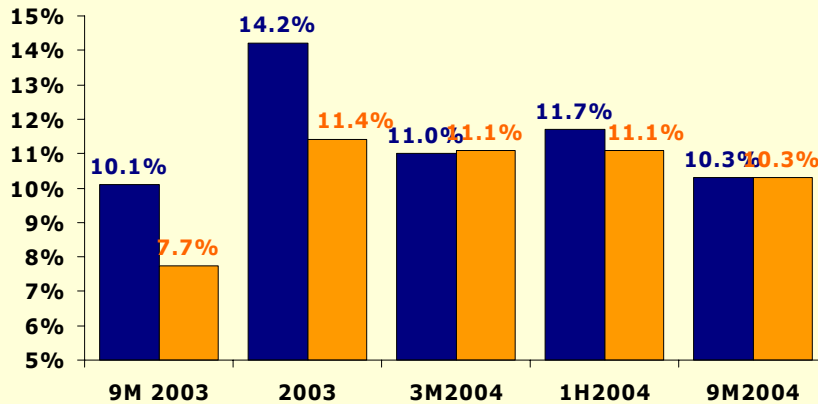
Non-interest vs. total income



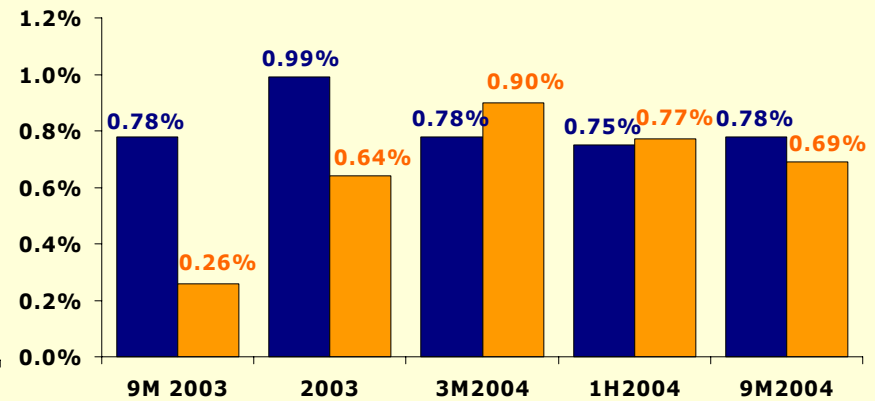
Cost income ratio



Provisioning vs. operating income

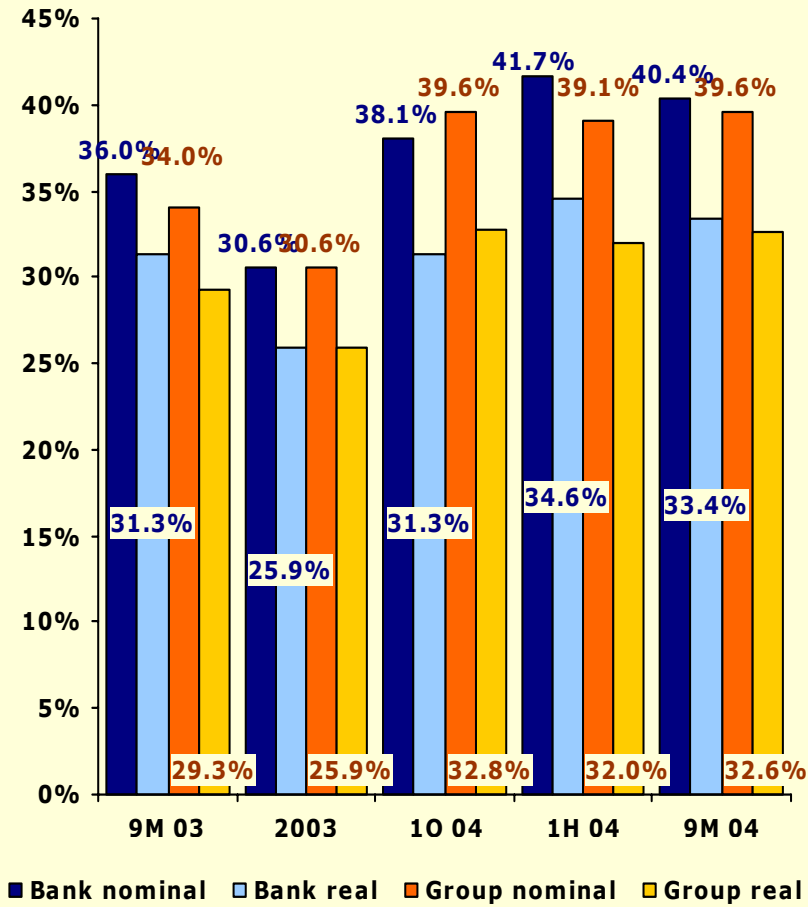


Provisioning vs. customer receivables

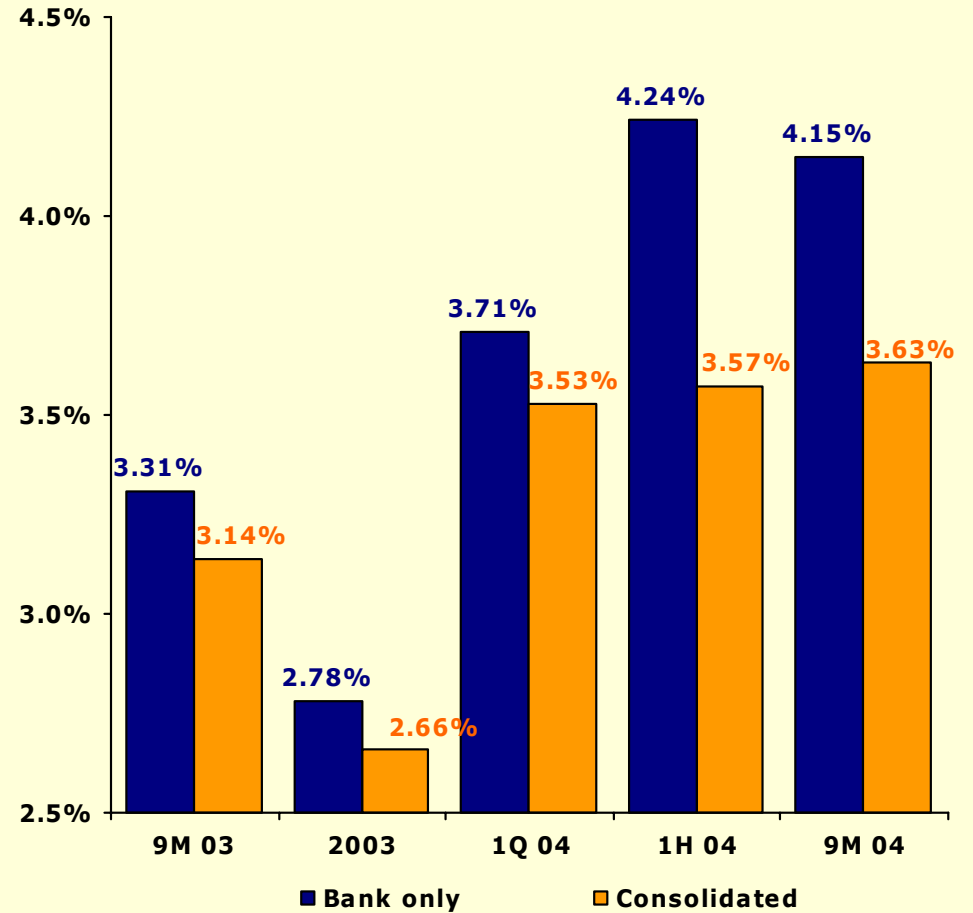


ROA, ROE

ROAE annualized



ROAA annualized



Consolidated subsidiaries

<i>in HUF million</i>	3Q 2003	2Q 2004	3Q 2004	Change Y-o-Y	9M 2003	9M 2004	Change Y-o-Y
<i>Merkantil Bank Ltd.</i>	787	1,082	702	-10.8%	1,898	2,390	25.9%
<i>Merkantil-Car Ltd.</i>	493	175	275	-44.2%	998	1,247	24.9%
<i>Merkantil Bérlet Ltd.</i>	39	185	56	43.6%	110	311	182.7%
<i>NIMO 2002 Ltd.</i>	--	-	3	--	--	4	--
Merkantil Group	1,319	1,442	1,036	-21.5%	3,006	3,952	31.5%
OTP Building Society Ltd.	38	243	286	652.6%	372	630	69.4%
OTP Mortgage Bank Ltd.	2,530	3,526	3,646	44.1%	6,041	9,023	49.4%
OTP Banka Slovensko a. s. ⁽¹⁾	(198)	255	227	-214.6%	(96)	574	--
<i>DSK Bank EAD</i>	--	2,988	2,653	--	--	8,379	--
<i>DSK subsidiaries</i>	--	(39)	(51)	--	--	(117)	--
DSK Group ⁽²⁾	--	2,949	2,602	--	--	8,262	--
OTP-Garancia Insurance Ltd.	529	830	1,144	116.3%	1,561	2,734	75.1%
OTP Fund Management Ltd.	1,101	1,011	658	-40.2%	3,169	2,308	-27.2%
HIF Ltd.	31	31	48	54.8%	179	127	-29.1%
OTP Real Estate Ltd.	350	192	133	-62.0%	999	616	-38.3%
<i>OTP Factoring Management Ltd.</i>	15	25	(2)	-113.3%	39	2	-94.9%
<i>OTP Factoring Ltd.</i>	57	178	215	277.2%	439	582	32.6%
OTP Factoring Group	72	203	213	195.8%	478	584	22.2%
Bank Center No. I. Ltd.	23	43	41	78.3%	65	123	89.2%
OTP Fund Servicing and Consulting Ltd.	190	60	17	-91.1%	210	98	-53.3%
OTP Mérleg Ltd.	17	36	(12)	-170.6%	70	24	-65.7%
Inga Ltd.'s	29	73	35	20.7%	78	108	38.5%
Concordia Info Ltd.	(10)	46	9	-190.0%	163	55	-66.3%
OTP Card Manufacturing Ltd.					--	57	--
<i>Other subsidiaries</i>		74		--			--
Subsidiaries total	6,021	10,859	10,140	68.4%	16,295	29,275	79.7%
Consolidated pre-tax profits	32,604	39,042	43,952	34.8%	83,378	120,839	44.9%
Subsidiaries' proportion	18.5%	27.8%	23.1%	4.6%	19.5%	24.2%	4.7%

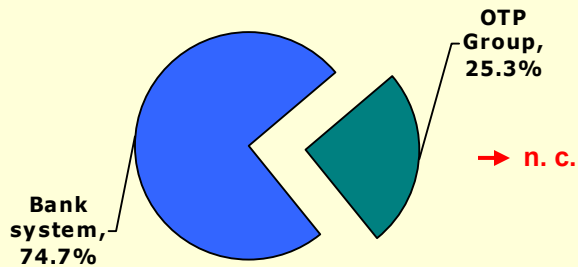
⁽¹⁾ Pre-tax profit of OBS according to Slovakian GAAP for first 9 months 2004 reached HUF830 million and HUF83 in 9M 2003.

⁽²⁾ Pre-tax profits of DSK Group, consisting of DSK Bank, POK DSK-Rodina, DSK Trans Security EOOD and DSK Tours EOOD were for 9M 2004 according to Bulgarian GAAP HUF8,174 million.

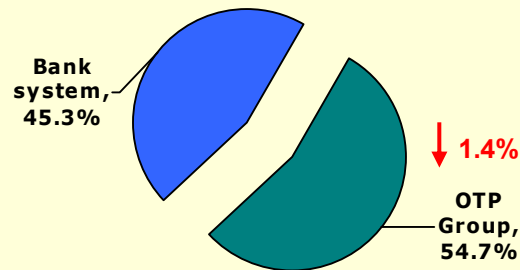
Consolidated market shares (1)

(at September 30, 2004)

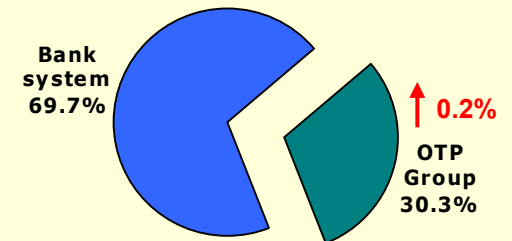
Total assets



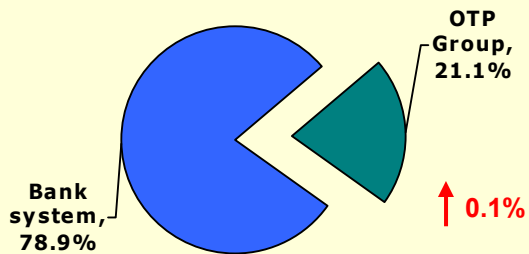
Housing and mortgage loans



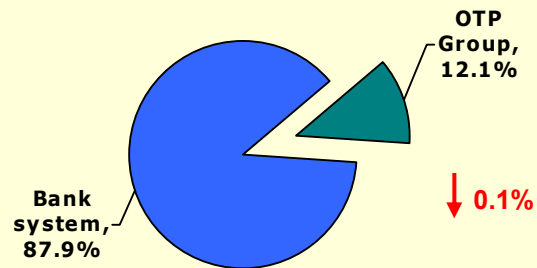
Total deposits



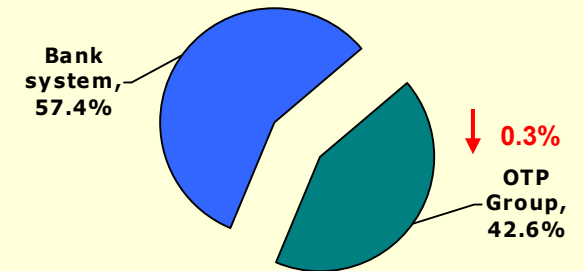
Total loans



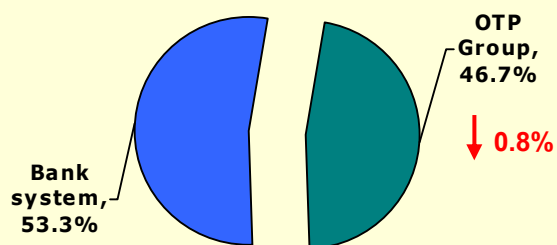
Corporate loans



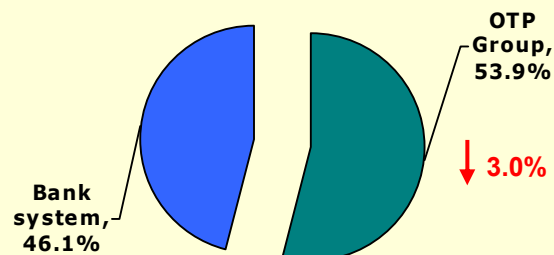
Total retail deposits



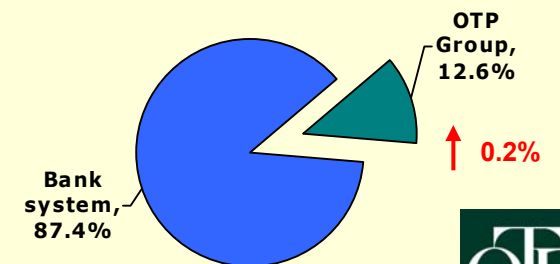
Total retail loans



Municipal loans



Corporate deposits



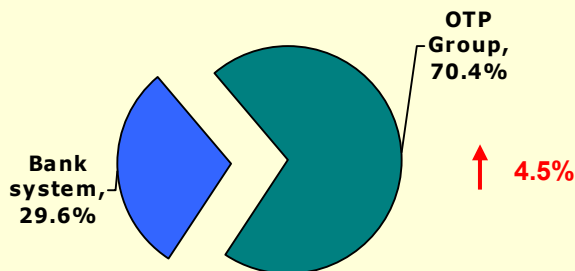
OTP Bank First 9 Months 2004 results

Direction and size of change from June 30, 2004

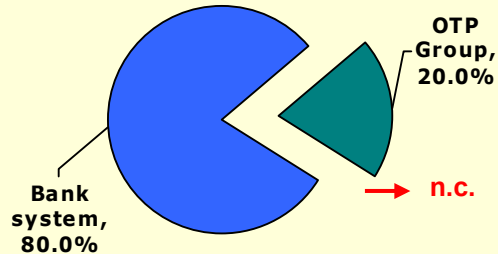
Consolidated market shares (2)

(at September 30, 2004)

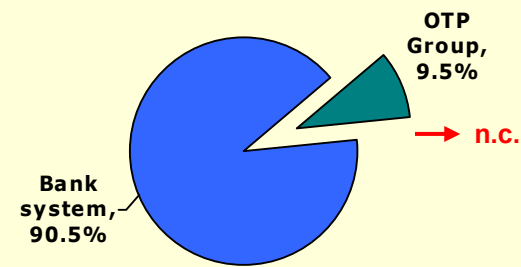
Municipal deposits



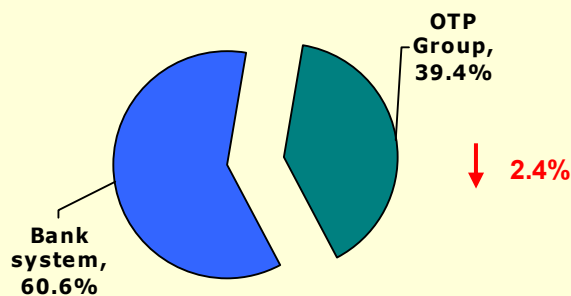
Car loans



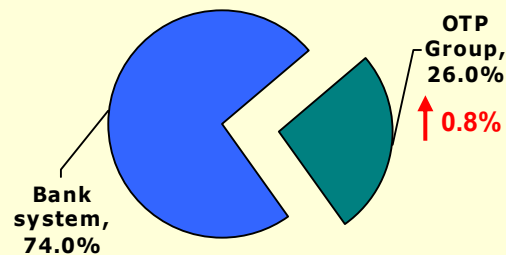
Insurance



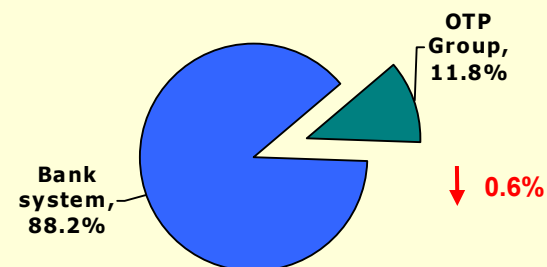
Investment funds



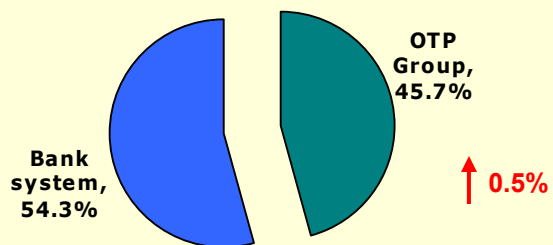
Private pension funds*



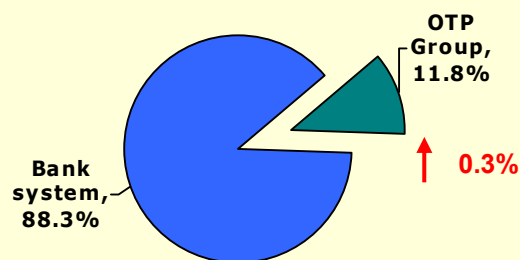
Life insurance



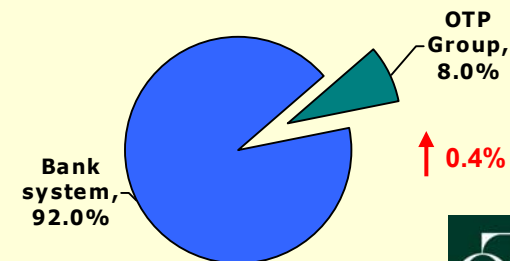
Building society deposits



Voluntary pension funds*



Non -life insurance



OTP Bank First 9 Months 2004 results

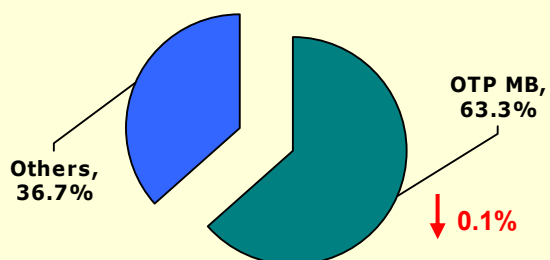
Direction and size of change from June 30, 2004

* on March 31, 2004

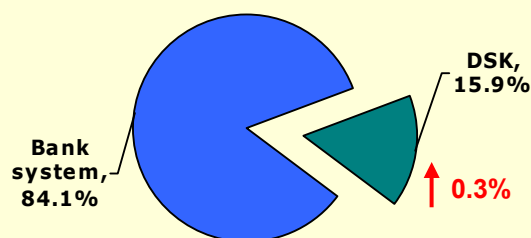
Market shares of subsidiaries

(at September 30, 2004)

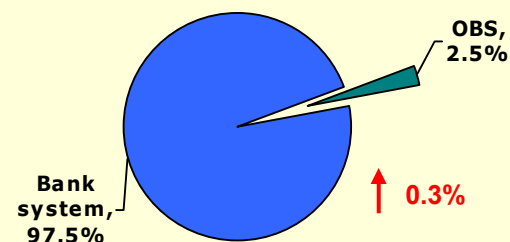
Mortgage Bank
by loan volume



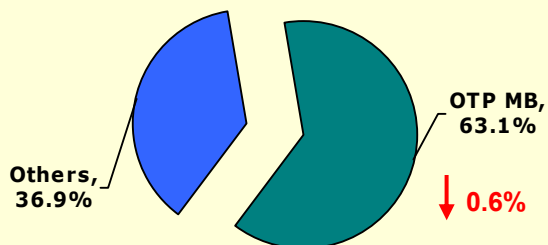
DSK Bank
by deposits



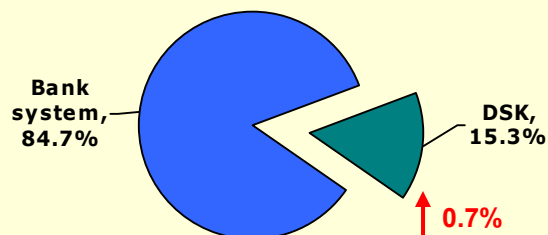
OTP Banka Slovensko
by deposits



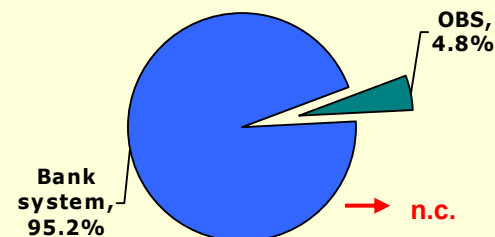
Mortgage Bank
by bonds issued



DSK Bank
by loans



OTP Banka Slovensko
by loans



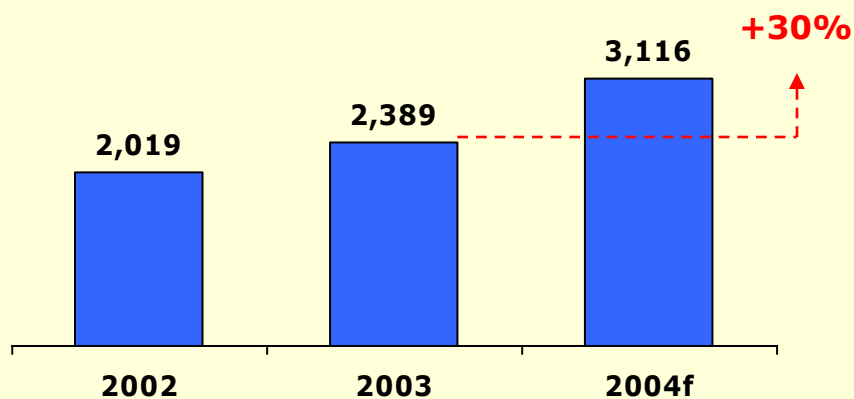
2008 vision for DSK is of leadership

Vision	Definition of success	Key strategic direction
<ul style="list-style-type: none">❖ The performance leader in Bulgarian banking	<ul style="list-style-type: none">❖ Pre-tax profit > EUR 100 mn❖ ROE after tax > 25%	<ol style="list-style-type: none">1. Retain the leading role in household savings market
<ul style="list-style-type: none">❖ Bulgaria's largest bank	<ul style="list-style-type: none">❖ Cost to income ratio ~50%❖ Market share by assets > 18%	<ol style="list-style-type: none">2. Remain the top lender to households in Bulgaria
<ul style="list-style-type: none">❖ The undisputed #1 in retail banking	<ul style="list-style-type: none">❖ Number of cards and current accounts ~1.7 million❖ Retail loans market share ~ 42%❖ Retail deposits market share ~ 30%	<ol style="list-style-type: none">3. Expand market position in households transaction banking
<ul style="list-style-type: none">❖ Among top 3 banks in corporate banking	<ul style="list-style-type: none">❖ Corporate loans market share 8-10%	<ol style="list-style-type: none">4. Achieve market position in SME banking that is in line with the infrastructural market share
<ul style="list-style-type: none">❖ Innovation engine in Bulgarian banking	<ul style="list-style-type: none">❖ Introduction of new products and upgrades to existing products at least once a month	<ol style="list-style-type: none">5. Establish a significant position large and midsize corporate banking
<ul style="list-style-type: none">❖ The bank most respected by customers	<ul style="list-style-type: none">❖ Customer satisfaction index > 80%	<ol style="list-style-type: none">6. Introduce promptly new financial services for households and corporates

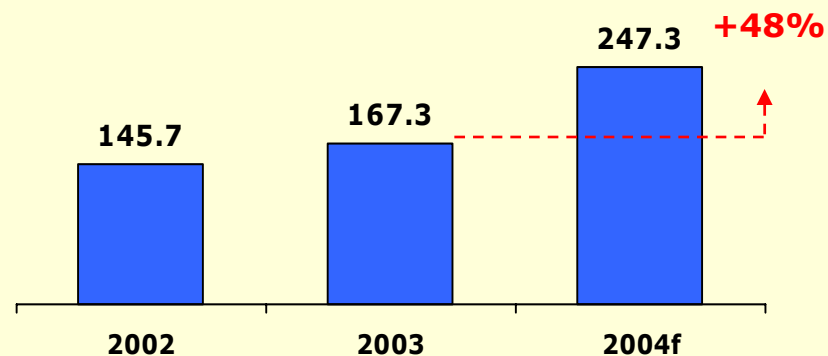
DSK in 2004: aggressive growth

BGN millions

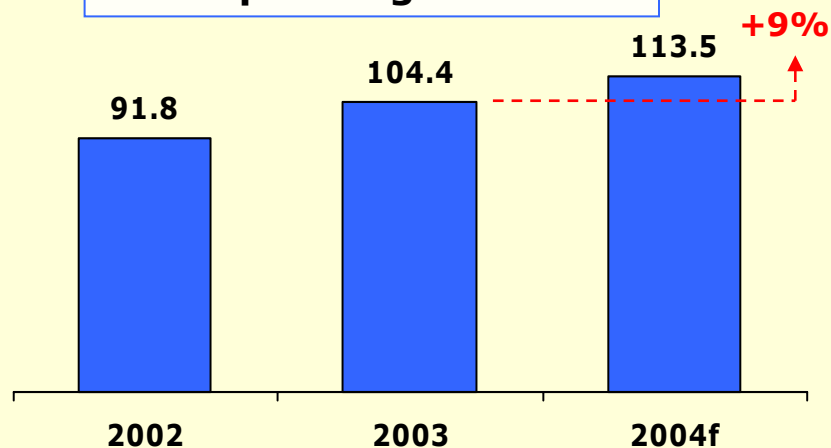
Total assets



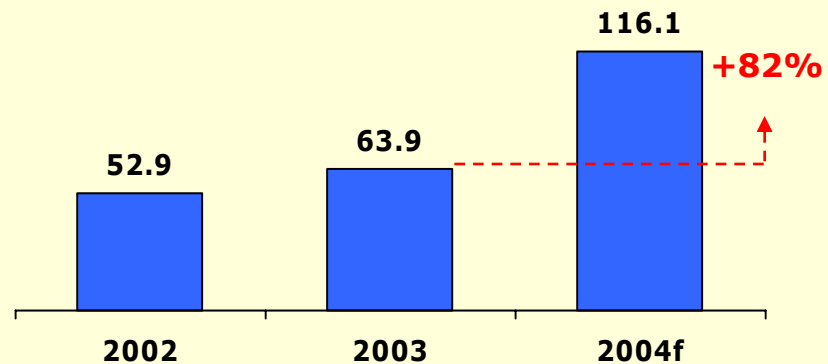
Net revenues *



Operating costs



Operating profit (no restructuring and tax)



* Includes currency revaluation adjustments but does not include provisions

DSK Bank 2004 financial targets

Financial indicators (BGN millions)	2003	1Q04	1H04	9M04	2004P	2004 F	2004F/ 2003 %
Net interest income	141.0	41.4	89.6	143.4	177.6	186.4	+32
Net non-interest income*	26.3	10.8	21.8	32.9	47.5	60.9	+132
Total revenues	167.3	52.2	111.4	176.3	225.1	247.3	+48
Operating cost	104.4	27.9	59.9	85.8	110.6**	113.5	+9
Gross operating income	62.8	24.3	51.5	90.5	114.5	133.8	+113
Net provisions/write downs	-1.1	0.6	-6.1	-11.9	7.0	17.7	n.m.
Operating profit before restr. costs, taxes	63.9	24.9	45.4	78.6	107.5	116.1	+82
Restructuring cost, investment, taxes		0.1	0.1	13.5	30.5	23.8	n.m.
Pre-tax profits	63.9	24.8	45.3	65.2	77.0	92.5	+45
Selected ratios							
Net interest income/Average earning assets	6.4%	6.7%	7.1%	7.2%	6.8%	6.8%	+0.4***
Net non-interest income/Total revenues	15.7%	20.7%	19.6%	18.7%	21.1%	24.6%	+8.9***
Cost income (operating costs/total revenues)	62.5%	53.5%	53.8%	48.7%	49.1%	45.9%	-16.6***
ROAA	2.16%	3.23%	2.79%	2.63%	2.40%	2.66%	+0.5 ***
ROAE	17.2%	25.2%	21.6%	21.0%	18.5%	21.0%	+3.8 ***

25% of the increase due to pricing changes; 75% are due to volume increase

Repricing, new fee carrying products, penetration

Cost control, personnel cuts, efficiency gains through integrated IT

Higher prudence level

* Includes net commissions, trading income and currency revaluation adjustments. Fees based on BAS, not IFRS

** Excluding restructuring cost, restructuring-related reserves and taxes

*** Represents percentage-points change