



# **OTP Bank Plc.**

## **Interim management report First nine months 2008 result**

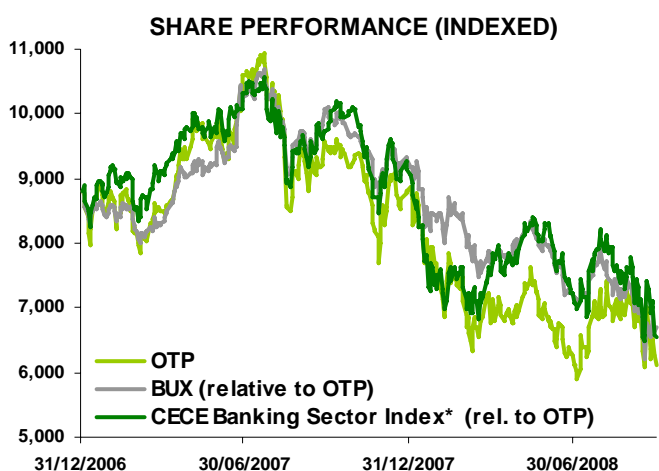
(English translation of the original report submitted  
to the Budapest Stock Exchange)

Budapest, 14 November, 2008

**CONSOLIDATED FINANCIAL<sup>1</sup> HIGHLIGHTS AND SHARE DATA**

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
<b>Consolidated after tax profit</b>	<b>156,949</b>	<b>298,287</b>	<b>90.1%</b>	<b>55,335</b>	<b>74,283</b>	<b>168,668</b>	<b>127.1%</b>	<b>204.8%</b>
<b>Consolidated after tax profit without the result of strategic open FX position, consolidated dividend and net cash transfers and the result of the sale of OTP Garancia Group</b>	<b>155,389</b>	<b>170,361</b>	<b>9.6%</b>	<b>56,322</b>	<b>63,933</b>	<b>50,105</b>	<b>-21.6%</b>	<b>-11.0%</b>
Pre-tax profit	188,153	199,731	6.2%	67,790	72,143	59,797	-17.1%	-11.8%
Total income	459,112	523,135	13.9%	167,285	179,909	175,941	-2.2%	5.2%
Net interest income (adj.)	323,752	371,873	14.9%	117,873	123,994	130,007	4.8%	10.3%
Net fees and commissions	94,577	103,615	9.6%	34,202	34,562	34,851	0.8%	1.9%
Total other non-interest income (adj.)	40,784	47,647	16.8%	15,210	21,353	11,083	-48.1%	-27.1%
Provision for possible loan losses (adj.)	-25,422	-45,361	78.4%	-12,279	-15,836	-17,247	8.9%	40.5%
Other provisions	-5,694	-3,540	-37.8%	143	-855	-2,829	231.0%	
Operating expenses (adj.)	-239,844	-274,503	14.5%	-87,359	-91,075	-96,069	5.5%	10.0%
Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total assets	8,042,622	9,363,461	16.4%	8,042,622	8,853,246	9,363,461	5.8%	16.4%
Placements with other banks and securities	678,886	682,834	0.6%	678,886	685,007	682,834	-0.3%	0.6%
<b>Total customer loans and advances (gross)</b>	<b>5,280,107</b>	<b>6,660,303</b>	<b>26.1%</b>	<b>5,280,107</b>	<b>6,163,526</b>	<b>6,660,303</b>	<b>8.1%</b>	<b>26.1%</b>
Liabilities to credit institutions	764,952	761,759	-0.4%	764,952	671,151	761,759	13.5%	-0.4%
<b>Total customer deposits</b>	<b>4,691,641</b>	<b>5,375,929</b>	<b>14.6%</b>	<b>4,691,641</b>	<b>5,069,415</b>	<b>5,375,929</b>	<b>6.0%</b>	<b>14.6%</b>
Issued securities	947,366	1,425,603	50.5%	947,366	1,340,561	1,425,603	6.3%	50.5%
Subordinated loans	298,749	291,216	-2.5%	298,749	292,079	291,216	-0.3%	-2.5%
Total shareholders' equity	880,753	1,133,023	28.6%	880,753	945,575	1,133,023	19.8%	28.6%
Indicators %	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Gross loan/deposit ratio (%)	112.5%	123.9%	11.3%	112.5%	121.6%	123.9%	2.3%	11.3%
Net interest margin (adj.)	5.72%	5.57%	-0.14%	5.41%	5.57%	5.68%	0.11%	0.26%
Cost/income ratio (adj.)	52.2%	52.5%	0.2%	52.2%	50.6%	54.6%	4.0%	2.4%
ROA (adj.)	2.7%	2.6%	-0.2%	2.6%	2.9%	2.2%	-0.7%	-0.4%
ROE (adj.)	24.9%	22.4%	-2.5%	25.0%	27.6%	19.2%	-8.4%	-5.8%
Share Data	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
EPS base (HUF)	597	1,158	93.9%	213	292	647	121.4%	204.2%
EPS diluted (HUF)	564	1,153	104.3%	201	292	645	121.1%	220.5%
Closing price (HUF)	9,555	6,110	-36.1%	9,555	6,259	6,110	-2.4%	-36.1%
High (HUF)	10,939	8,874	-18.9%	10,939	7,615	7,409	-2.7%	-32.3%
Low (HUF)	7,840	5,911	-24.6%	8,500	6,250	5,911	-5.4%	-30.5%
Market Capitalization (HUF billion)	2,675	1,711	-36.1%	2,675	1,753	1,711	-2.4%	-36.1%

- **HUF 298.3 billion all time high record earning in 9M 2008, (+90.1% y-o-y)**
- **Without the result of the sale of Garancia Group PAT reached HUF 170.4 billion (+9.6% y-o-y) in 9M 2008**
- **Favourable effects of the sale of insurance company (improving capital adequacy ratios, additional liquidity)**
- **Stable portfolio quality (NPL-ratio: 4.5%, improving coverage)**



**MOODY'S RATINGS**

<b>OTP Bank</b>	
Foreign currency long term deposits	A3
Local currency long term deposits	Aa3
Financial strength	C+
<b>OTP Mortgage Bank</b>	
Covered mortgage bond	Aa1
Foreign currency long term deposits	A3
Financial strength	C+
<b>DSK Bank</b>	
Long term deposits	Baa3
Local currency long term deposits	Baa1
Financial strength	D+

**STANDARD & POOR'S RATINGS**

<b>OTP Bank and OTP Mortgage Bank</b>	
Long term credit rating	BBB+

<sup>1</sup> Structural adjustments made on consolidated IFRS profit and loss statement together with the calculation methodology of adjusted indicators are detailed in the Supplementary data section of the Report.

## INTERIM MANAGEMENT REPORT – OTP BANK'S RESULTS FOR FIRST NINE MONTHS 2008

OTP Bank Plc. has prepared its consolidated and unconsolidated, unaudited IFRS interim management report for 30 September, 2008. Below we present our analysis derived from the consolidated and the unconsolidated condensed IFRS financial statements adopted by the European Union.

### SUMMARY OF THE FIRST NINE MONTHS 2008

The major balance sheet and P&L developments of the base period, including the previous 3 months, were basically in line with the original forecast of the management. Given the deteriorating international liquidity situation, deposit collection got more focus across the whole group, while in Hungary the Bank deliberately continued to cut back its corporate exposure. In September OTP successfully concluded the financial settlement of the sale of Gerania Insurance with a significant one-off earning result and a substantial positive effect on its capital position.

#### Unforeseen market developments

From September, however the operating environment showed substantial weakening after the quasi nationalization of the two major US mortgage originator (Freddie Mac and Fannie Mae) and further by the bankruptcy of Lehman Brothers. The Hungarian Forint which reached its strongest level in July against the major currencies started losing ground in August and that process further accelerated in September; it depreciated against CHF, JPY, EUR and USD by 4.3%, 13.1%, 2.6% and 12.9% q-o-q respectively. Meanwhile, the local benchmark levels remained basically unchanged, the long end of the curve even tightened by 25-30 bps. The headline CPI came down gradually which ceteris paribus could have implied a cut in NHB base rate.

Considering that most of the one-off events having significant effect on the operation of the Company took place in October and early November, the section of Post Balance Sheet Events will more detailed than in the past.

#### Record nine months earnings

The company reached agreement on the sale of Garancia Insurance in February and the financial settlement was concluded on 16 September. With a purchase price of HUF 164 billion, OTP Bank booked a net revenue of HUF 121.4 billion after deducting the book value, taxes and related transaction costs.

Thus the first nine months profit after tax of the Group was HUF 293.3 billion. Adjusted by the proceeds from the Garancia deal, the dividends, one-off cash transfers, as well as the effect of open FX-position, the 9M result was HUF 170.4 billion (+9.6% y-o-y), whereas the adjusted 3Q net

earnings represented HUF 50.1 billion (-21.6% q-o-q).

Net interest income grew by 15% y-o-y (+5% q-o-q), while net F&C income increased by 9.6% and 0.8% respectively. As for operating expenses, the Group managed to maintain its close control on them, hence the cost-to-income ratio basically remained flat (52.5%). The management took a cautious stance on provisioning, it increased by 78.4% y-o-y despite of the loan quality showing no major signs of weakening (3Q NPL: 4.5%). As a result, NPL-coverage grew by 0.6% q-o-q. The consolidated NIM was 5.57%.

#### Impact of weakening HUF

Against the significant HUF-appreciation in 2Q which resulted in a HUF 10.0 billion one-off gain on open FX position, but had a negative impact on volumes, the weaker currency caused a loss of HUF 3.8 billion and helped the volume growth.

Consolidated gross loan book grew by 26.1% y-o-y (+7.5% q-o-q), whereas deposits increased by 14.6% and 6% respectively. The loan-to-deposit ratio reached 123.9% vs. 121.6% at end-June.

#### Loan origination remained dynamic in Hungary with stable market positions

The Hungarian core banking operation realized a 2.5% y-o-y net earning growth, but lending grew faster, by 11.3% y-o-y and 4.6% q-o-q respectively. Within that the retail sector achieved excellent results growing by 21.1% y-o-y and 7.2% q-o-q. During the same period corporate activity was halted back deliberately and the loan book stagnated y-o-y and declined by 2.3% q-o-q.

Similar to previous quarters mortgage lending performed above the plan, within new origination FX-linked lending represented the bulk (90%), its share in outstanding volumes climbed to 47%.

As for other Hungarian group members, despite worsening market conditions Merkantil Group managed to increase its loan book by 8.6% y-o-y, its adjusted profit grew by 3.2%. OTP Fund Management's result grew 5.1%, as a result of declining assets under management (-1.9%) and higher fee and commission charges. Garancia Insurance reached and adjusted HUF 5.3 billion net results (+10% y-o-y).

Market positions showed flattish picture: as for total loans OTP Group's share declined by 0.4%, but household consumer loans gained 0.8% with FX housing loan position remaining unchanged (21.5%) in 3Q. The share of municipality loans dropped 1.7% and corporate loans by 0.5% respectively. Within total deposits the Group represented 25.2% (-0.2%), with the retail sector still having around 31%. Household HUF deposits declined by 0.8%, on the other hand, FX-deposits grew by 1.1%. Municipality deposit share grew by 6.8%, the corporate position weakened by 1%.

### **Good performance at foreign subsidiaries**

The negative developments mentioned earlier haven't had a major impact on the performance of foreign subsidiaries.

DSK Group, being the most important player in terms of balance sheet and profit contribution managed to increase its loan book by 33.4% y-o-y (+7.3% q-o-q), deposits grew by 13% (+5.7% q-o-q) respectively. The 9 months profit reached HUF 22.5 billion (+17.6%). NII grew dynamically +14.8%, net F&C increased even faster (+17%). In Ukraine, the bank's 9 months results of HUF 11 billion was roughly the same as last year, but 3Q PAT of HUF 4.2 billion grew by a remarkable 40.8% q-o-q. Especially the NII growth was encouraging (59% y-o-y and 16.9% q-o-q), as a result NIM further improved (3Q:6.15%). Gross loans expanded by over 61%, within that retail loans by 70.4%, total deposits grew by 32.4%. Due to the special focus of the local management in 3Q deposit dynamics exceeded that of loans (+21.6% vs. 13.3%). The bank continued its precautionary provisioning policy; in 3Q it made HUF 2.9 billion almost twice as much as in 2Q.

At the Russian subsidiary gross loans increased by 55%, with the retail book basically doubling. Such a strong momentum was supported by the seasonally better performance of POS-lending and also by the purchase of mortgage portfolio. Risk provisioning somewhat declined q-o-q, while NPL-volumes further dropped (3Q: 9.6%)

Within revenues NII grew at outstanding pace (+70.8%), operational expenses increased by 30.4% y-o-y.

Out of smaller group members CKB Montenegro realized eye-catching earning growth of over 40%, gross loans expanded by 46.5% with corporate lending growing by almost 60%. OBH Croatia performed nicely, too with earning improvement of 31.2% y-o-y and loans growing by 24.7% respectively. OBS Slovakia's profit growth was remarkable (+59% y-o-y) supported by strong lending activity (+32.2%). OBR Romania managed to turn around its earning performance: after realizing HUF 1.1 billion loss in 2Q it reached HUF 1 billion profit in 3Q. NII increased by 44% y-o-y, gross loans grew by 52% boosted by household lending expansion (+68.1%). In case of Serbia the rapid loan expansion is worth mentioning (+87.3%), earnings were lagging far beyond expectations.

Out of the total earnings contribution of foreign subsidiaries grew from 25% a year ago to 28%. Their share in gross loans increased to 49% and to 38% in deposits, respectively.

Network expansion continued in 3Q by a total 19 new branches: of which 8 have been opened in Ukraine, while Russia added 5 more.

### **Improving capital position, PAT below original target**

The management confirms that the Bank hasn't got any structured products in its portfolio that could generate losses in the future and has no exposure either to Icelandic bank or to Lehman Brothers. After the settlement of the Garancia-sale OTP's capital position further strengthened. The IFRS based CAR stood at 15.1%, with Tier1 at 11.4%, both levels being well above European average.

*Based on the 9 months adjusted HUF 170.4 billion after tax profit and considering the negative market developments in October – especially the significant growth of funding and swap related costs – and also the potential increase of risk costs, the management forecasts the annual profit after tax to be around HUF 220 billion.*

## **POST BALANCE SHEET EVENTS**

### **Hungary**

- On 8 October the Hungarian Government pledged to provide a blanket guarantee on all deposits held with commercial banks.
- On 10 October NBH announced its support for FX swap trading.
- On 13 October NHB expanded the range of repoable instruments with covered mortgage bonds being rated and traded at the BSE.
- On 16 October ECB pledged to provide EUR 5 billion facility to NBH to support the local swap markets.

- On 16 October OTP Bank announced that it revised its original plan of divesting its Serbian and Slovakian operations; these sales were taken off the agenda.
- On 16 October S&P put OTP Bank's "BBB+" rating on Credit Watch with downgrade implication.
- On 22 October NBH hiked base rate by 300 bps to 11.5%.
- On 29 October it was announced that IMF, EU and the Worldbank would provide an all-in facility of USD 25.1 billion to Hungary. Parallel with it the Government is obliged to revise its macroeconomic and budgetary frameworks for 2009.
- On 4 November details of a Financial Sector Policies were made public; that particular package earmarks a HUF 600 billion total funding evenly divided between the Capital Base Enhancement Fund and the Refinancing Guarantee Fund. The utilization of the package will be determined by a special bill.
- On 7 November Moody's downgraded OTP Bank's and OTP Mortgage Bank's FX deposit rating following similar action on the sovereign rating.
- On 10 November OTP Bank announced the sale of its Slovakian leasing operation.

### **Bulgaria**

- From 1 October BNB changed its rules on mandatory reserve requirement with the aim of supporting the liquidity of the local banking sector. Hereafter 50% of cash position of the bank can be incorporated while making mandatory reserves. Also, under the prevailing level of 12%, BNB provides 3 months financing facility up to 8% for the local banks.
- On 30 October S&P downgraded Bulgaria from „BBB+” to “BBB” and maintained a negative outlook on the rating.
- In October the Bulgarian Government pledged a guarantee on retail deposits up to EUR 100 thousands, furthermore indicated a potential guarantee for interbank loans.

### **Russia**

- After an overall decrease in mandatory reserves by 4% in September, from 15 October the Central Bank of Russia cut the mandatory rate to 0.5%. Prior to the move the mandatory rate was 4.5% for offshore interbank deposits, 1.5 for RUB and retail deposits and 2% for other liabilities.
- The Ministry of Finance initiated a deposit auction with the maximum amount of RUB 1.500 billion to boost liquidity. Out of the licensed banks in Russia, 28 banks – including OAO OTP Bank (Russia) were eligible to participate up to their individual limits (in case of OAO OTP Bank (Russia) it is RUB 4 billion).
- The CBR lifted up the repo limits from RUB 160 billion to RUB 430 billion.
- After the announcement of the President the Russian Government may provide subordinated loan facilities with max. 5 years to the banking sector with the total available amount of RUB 950 billion. According to the plans bulk of the facility will go to Sberbank, VTB and the Russian Agriculture Bank, other banks may apply for max. RUB 225 billion.
- On 14 October the Russian Depository Insurance Agency increased the guaranteed retail deposit amounts from RUB 400 thousands to RUB 700 thousands.
- On 11 November Fitch Ratings downgraded OAO OTP Bank (Russia) currency deposit rating from „BBB-” to „BB+”. At the same time the outlook was modified from negative to stable.

### **Ukraine**

- On 13 October NBU imposed a ban on early withdrawal of deposits and put restriction on banking asset growth. At the same time the central bank provides liquidity up to one year and up to max. 60% of own equity. The annual interest rate charged is min. 15%.
- On 17 October the prime Minister announced that Prominvestbank, the country's 6<sup>th</sup> biggest bank would be taken under state control.
- On 20 October Moody's downgraded Ukraine and 22 commercial banks.
- On 22 October the Minister of Finance and the Worldbank started negotiations on a USD 500M loan facility aimed at modernizing the local banking sector.
- On 30 October the Ukrainian Parliament accepted the IMF rescue package aimed at stabilizing the economy and strengthening the local deposit insurance system. The package earmarks USD 16 billion for the country.

### **Serbia**

- In order to boost liquidity the central bank intervened several times in October and November through selling EUR on local markets.
- On 31 October the central bank hiked base rate by 200 bps to 17.75%.

### **Romania**

- On 13 October NBR increased the retail deposit guarantee from EUR 20,000 to EUR 50,000.
- On 27 October Standard & Poor's downgraded Romania from "BBB-" to "BB+".
- On 29 October the central bank decided that if the ROBOR interest rate exceeds the NBR's rate on the lending (Lombard) facility by more than 25%, the central bank may temporarily discontinue publishing ROBID/ROBOR indices calculated based on the quotations of participating banks.
- The central bank announced that from 24 November mandatory reserve requirement after RON liabilities would be cut back from 20% to 18%. After FX liabilities the 40% mandatory level still remains effective.

### **Slovakia**

- On 26 September Moody's downgraded OBS from "A2/P-1" to "Baa1/P".
- In November the parliament may approve a bill on a blanket guarantee on all retail deposits.

### **Croatia**

- On 10 October the CNB lifted up its earlier punitive (55%) mandatory reserve requirement on foreign liabilities. The general 17% reserve requirement will remain effective.
- On 16 October the Croatian parliament approved a bill on a deposit guarantee with a maximum of HRK 400,000.

### **Montenegro**

- On October 20 the Minister of Finance announced the government intention to minimize the negative impact of the current crisis. The Parliament will soon approve a bill and a deposit insurance scheme (up to EUR 50,000) and the Government may provide guarantee on interbank loans, as well.

**CONSOLIDATED AFTER TAX PROFIT BREAKDOWN BY SUBSIDIARIES (IFRS)<sup>2</sup>**

in HUF million	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Consolidated after tax profit	156.949	298.287	90%	55.751	74.283	168.668	127%	203%
Profit of the strategic short position <sup>1</sup> (after tax)	702	4.737	575%	-2.216	10.100	-3.578	-135%	61%
Dividend and total net cash transfers (consolidated)	858	1.741	103%	302	250	693	177%	129%
Profit of the sale of OTP Garancia Group (after tax)	0	121.447		0	0	121.447		
Consolidated after tax profit without the result of strategic open FX position <sup>1</sup> , consolidated dividend and net cash transfers and the result of the sale of OTP Garancia Group	155.388	170.361	10%	57.665	63.933	50.105	-22%	-13%
Banks total without one-off items <sup>2</sup>	138.450	152.448	10%	51.960	57.270	47.369	-17%	-9%
OTP CORE <sup>3</sup>	105.915	108.568	3%	39.432	43.144	31.339	-27%	-21%
Corporate Centre <sup>4</sup> (after tax)	-6.298	-2.531	-60%	-1.788	356	-915	-357%	-49%
After tax result of subsidiary financing <sup>5</sup>	3.200	7.244	126%	1.545	3.620	2.177	-40%	41%
Interest expense of Tier2 capital	-9.498	-9.775	3%	-3.333	-3.265	-3.092	-5%	-7%
OAO OTP Bank Russia	4.549	4.974	9%	1.649	1.538	1.745	13%	6%
OTP Bank Russia adj.	4.047	4.974	23%	1.649	1.538	1.745	13%	6%
OTP Bank Russia one-off items <sup>6</sup>	502	-	-100%	-	-	-		
CJSC OTP Bank	10.973	11.045	1%	3.664	2.984	4.167	40%	14%
DSK+SPV	19.168	22.534	18%	6.814	7.518	7.375	-2%	8%
OBR adj. <sup>7</sup>	-2.197	-273	-88%	-245	-1.095	931	-185%	-480%
OTP banka Srbija	892	2.144	140%	62	58	-190	-425%	-407%
OTP banka Srbija, adj.	1.034	-5	-100%	101	-1	-192		-290%
OTP banka Srbija one-off items <sup>8</sup>	-142	2.149		-39	59	2	-97%	-105%
OBH	2.823	3.711	31%	1.183	1.293	1.351	5%	14%
OBS	1.206	1.920	59%	506	624	609	-2%	20%
CKB	1.778	2.504	41%	643	910	958	5%	49%
Leasing	5.558	6.103	10%	1.930	2.303	1.913	-17%	-1%
Merkantil Bank + Car <sup>9</sup>	5.855	6.044	3%	1.994	2.246	1.938	-14%	-3%
Foreign leasing companies <sup>10</sup>	-297	59	-120%	-64	57	-25	-144%	-60%
Insurance companies	4.505	4.041	-10%	2.052	2.132	403	-81%	-80%
OTP Garancia	5.200	5.149	-1%	2.361	2.415	510	-79%	-78%
OTP Garancia, adj.	4.853	5.338	10%	1.712	2.487	557	-78%	-67%
OTP Garancia one-off items <sup>11</sup>	348	-189	-154%	649	-72	-47	-35%	-107%
Foreign insurance companies <sup>12</sup>	-695	-1.108	59%	-309	-283	-107	-62%	-65%
OTP Asset Management	4.378	4.520	3%	1.531	1.503	1.397	-7%	-9%
Value creation of OTP Asset Management (after-tax) <sup>13</sup>	7.412	8.526	15%	2.666	2.853	2.698	-5%	1%
Other Hungarian subsidiaries	1.492	1.079	-28%	341	1.006	-227	-123%	-167%
Other foreign subsidiaries <sup>14</sup>	69	76	10%	38	31	-6	-119%	-116%
Eliminations	575	-56	-110%	-149	-372	-744	100%	398%
Total after tax profit of HUNGARIAN subsidiaries <sup>15</sup>	117.119	122.775	5%	43.722	50.297	33.298	-34%	-24%
Total after tax profit of FOREIGN subsidiaries <sup>16</sup>	38.270	47.586	24%	13.943	13.636	16.807	23%	21%
Share of foreign profit contribution, %	25%	28%	3%	24%	21%	34%	12%	9%

<sup>2</sup> Belonging footnotes are in the Supplementary data section of the Report.

**CONSOLIDATED AND UNCONSOLIDATED, UNAUDITED IFRS REPORTS OF OTP BANK PLC. FOR THE PERIOD ENDED 30 SEPTEMBER, 2008**

**CONSOLIDATE PROFIT & LOSS ACCOUNT**

Main components of P&L account in HUF million	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
<b>Consolidated after tax profit</b>	<b>156,949</b>	<b>298,287</b>	<b>90.1%</b>	<b>55,751</b>	<b>74,283</b>	<b>168,668</b>	<b>127.1%</b>	<b>202.5%</b>
Dividends and net cash transfers (after tax)	858	1,741	102.9%	302	250	693	177.3%	129.4%
Profit of the strategic open FX position (after tax)	702	4,737	574.6%	-2,216	10,100	-3,578	-135.4%	61.4%
Pre tax result of strategic open FX position	878	5,921	574.6%	-2,770	12,625	-4,472	-135.4%	61.4%
Income taxes	-176	-1,184	574.6%	554	-2,525	894	-135.4%	61.4%
Profit of the sale of OTP Garancia Group (after tax)	0	121,447		0	0	121,447		
<b>Consolidated after tax profit without the result of strategic open FX position, consolidated dividend and net cash transfers and the result of the sale of OTP Garancia Group</b>	<b>155,389</b>	<b>170,361</b>	<b>9.6%</b>	<b>57,665</b>	<b>63,933</b>	<b>50,105</b>	<b>-21.6%</b>	<b>-13.1%</b>
<b>Before tax profit</b>	<b>188,153</b>	<b>199,731</b>	<b>6.2%</b>	<b>69,404</b>	<b>72,143</b>	<b>59,797</b>	<b>-17.1%</b>	<b>-13.8%</b>
<b>Total income</b>	<b>459,112</b>	<b>523,135</b>	<b>13.9%</b>	<b>161,782</b>	<b>179,909</b>	<b>175,941</b>	<b>-2.2%</b>	<b>8.8%</b>
<b>Net interest income (adj.)</b>	<b>323,752</b>	<b>371,873</b>	<b>14.9%</b>	<b>111,810</b>	<b>123,994</b>	<b>130,007</b>	<b>4.8%</b>	<b>16.3%</b>
<b>Net fees and commissions</b>	<b>94,577</b>	<b>103,615</b>	<b>9.6%</b>	<b>33,641</b>	<b>34,562</b>	<b>34,851</b>	<b>0.8%</b>	<b>3.6%</b>
<b>Other net non-interest income (with net insurance result and net other, other non-interest result) (adj.)</b>	<b>40,784</b>	<b>47,647</b>	<b>16.8%</b>	<b>16,331</b>	<b>21,353</b>	<b>11,083</b>	<b>-48.1%</b>	<b>-32.1%</b>
Foreign exchange result, net (adj.)	11,171	20,735	85.6%	3,738	7,758	5,418	-30.2%	44.9%
Gain/loss on securities, net (adj.)	5,282	-860	-116.3%	2,873	2,929	-442	-115.1%	-115.4%
Net insurance result	9,075	13,256	46.1%	3,362	5,447	1,448	-73.4%	-56.9%
Insurance premiums	62,284	60,433	-3.0%	24,477	18,710	16,974	-9.3%	-30.7%
Insurance expenses	-53,209	-47,177	-11.3%	-21,115	-13,263	-15,526	17.1%	-26.5%
Net other non-interest result (adj.)	15,255	14,515	-4.9%	6,357	5,218	4,659	-10.7%	-26.7%
<b>Provision for possible loan losses (adj.)</b>	<b>-25,422</b>	<b>-45,361</b>	<b>78.4%</b>	<b>-8,132</b>	<b>-15,836</b>	<b>-17,247</b>	<b>8.9%</b>	<b>112.1%</b>
<b>Other provisions</b>	<b>-5,694</b>	<b>-3,540</b>	<b>-37.8%</b>	<b>-1,249</b>	<b>-855</b>	<b>-2,829</b>	<b>231.0%</b>	<b>126.5%</b>
<b>Operating cost</b>	<b>-239,844</b>	<b>-274,503</b>	<b>14.5%</b>	<b>-82,997</b>	<b>-91,075</b>	<b>-96,069</b>	<b>5.5%</b>	<b>15.7%</b>
Personnel expenses	-107,964	-123,439	14.3%	-36,649	-41,513	-42,250	1.8%	15.3%
Depreciation	-26,229	-30,410	15.9%	-8,699	-10,244	-10,760	5.0%	23.7%
Other expenses (adj.)	-105,650	-120,654	14.2%	-37,649	-39,318	-43,059	9.5%	14.4%
from this: contribution tax/special banking tax	-4,965	-4,283	-13.7%	-1,642	-1,426	-1,385	-2.9%	-15.7%
<b>Income taxes</b>	<b>-32,765</b>	<b>-29,369</b>	<b>-10.4%</b>	<b>-11,739</b>	<b>-8,210</b>	<b>-9,691</b>	<b>18.0%</b>	<b>-17.4%</b>
from this: contribution tax/special banking tax	-285	-342	19.8%	-98	-108	-122	12.9%	24.7%
<b>INDICATORS (%)</b>	<b>9M 2007</b>	<b>9M 2008</b>	<b>Y-o-Y</b>	<b>3Q 2007</b>	<b>2Q 2008</b>	<b>3Q 2008</b>	<b>Q-o-Q</b>	<b>Y-o-Y</b>
Net interest margin (adj.)	5.72%	5.57%	-0.14%	5.67%	5.57%	5.68%	0.11%	0.00%
Cost/income ratio (adj.)	52.24%	52.47%	0.2%	51.3%	50.6%	54.6%	4.0%	3.3%
Risk cost to average gross loans (adj.)	0.70%	0.98%	0.28%	0.63%	1.03%	1.07%	0.04%	0.44%
ROA (adj.)	2.74%	2.55%	-0.2%	2.9%	2.9%	2.2%	-0.7%	-0.7%
ROE (adj.)	24.90%	22.44%	-2.5%	26.6%	27.6%	19.2%	-8.4%	-7.4%

- **Adjusted NII in 9M grew by 15% y-o-y, NIMs declined by 14 bps (but grew moderately on a quarterly base)**
- **Strong net F&C income growth (+10%)**
- **Excellent efficiency and profitability ratio (CIR: 52.5%, ROE:22.4%)**

Note: effective from 2Q 2008 certain fee income elements are going to be booked within interest income. In order to have identical time series, we made the necessary adjustments retrospectively. As a result the corrected figures in net interest income and fee income will differ from the previously published ones.

Profit after tax of the Group was HUF 298.3 billion in the first nine months which means a 90.1% yearly growth.

Result reflecting real business developments amounted to HUF 170.4 billion (+9.6% y-o-y). This result neither included a HUF 121.4 billion one-off result from the sale of Garancia Insurance, nor a HUF 4.7 billion gain on open-FX position and the positive effect of dividends and net cash transfers.

Consolidated pre-tax earnings represented HUF 199.7 billion (+6.2% y-o-y).

The consolidated adjusted net interest income of the Group reached HUF 372 billion, an increase of 15% y-o-y. Net interest margin on Group level remained stable and high (5.57%).



The adjusted provisioning volume grew to HUF 45.4 billion (+78.4% y-o-y). The Group level adjusted cost of risk was 0.98% (+28 bps y-o-y).

Within non-interest revenue income net fee & commission income grew by 9.6%, while net result on securities amounted to HUF 0.9 billion loss vs. HUF 5.3 billion gain in the base period. Net FX gain grew to HUF 20.7 billion, excluding a pre-tax gain of HUF 5.9 billion on open FX-position.

Net insurance income showed an outstanding yearly growth of over 46% reaching HUF 13.3 billion, whereas the adjusted other net non-interest income decreased by 5% y-o-y.

Within total income non-interest income represented 28.9%, the proportion is practically the same as it was in the base period.

Operating expenses grew by 14.5% y-o-y, within that personnel costs increased by 13.8% respectively, reflecting the effect of network expansion.

Consolidated cost-to-income ratio was 52.5% showing an increase of 0.2%-point on a yearly base. The consolidated ROA was 2.6% (-20 bps y-o-y), ROE reached 22.4% (-2.5%-point y-o-y). Earnings per share (EPS) reached HUF 1,158 (+HUF 560 y-o-y), diluted EPS equalled to HUF 1,153 (+HUF 589 y-o-y).

### Summary of the third quarter

Profit after tax of OTP Group more than doubled compared with the previous quarter by reaching HUF 168.7 billion. This incorporates a one-off after tax result of HUF 121.4 billion realised on the sale of OTP Garancia Group. The loss on open FX-position was HUF 3.6 billion vs. HUF 10.1 billion gain by end-June 2008. In the last quarter HUF depreciated by 2.6% against EUR and by nearly 13% against USD.

In 3Q the adjusted NII (HUF 130,0 billion) was by HUF 6,0 billion higher than in 2Q (+4.8% q-o-q). Net interest margin grew, amounting to 5.68% (+11 bps q-o-q). Net F&C income improved nearly by 1%.

Adjusted other net non-interest income declined by 48.1% mainly due to the loss on securities (cutting back results by about HUF 3.5 billion vs. 2Q) and net insurance premium lagged behind 2Q by HUF 4 billion.

Within non-interest expenditures operating expenses grew moderately by 5.5%, personnel costs increased only by 1.8%. The consolidated cost-to-income ratio represented a rise of 4%-point to 54.6%.

Consolidated profitability indicators showed a downturn: the consolidated ROA was 2.2%, a decrease of 70 bps, while ROE went down by 8.4%-point to 19.2%, mainly as a consequence of the proceeds from the sale of Garancia Insurance which boosted capital significantly.

## CONSOLIDATED BALANCE SHEET

Main components of balance sheet in HUF million	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
<b>TOTAL ASSETS</b>	<b>8,042,622</b>	<b>8,853,246</b>	<b>9,363,461</b>	<b>5.8%</b>	<b>16.4%</b>
Cash and bank	284,855	324,528	309,770	-4.5%	8.7%
Placements with other banks	678,886	685,007	682,834	-0.3%	0.6%
Financial assets at fair value	237,465	321,561	169,437	-47.3%	-28.6%
Securities available-for-sale	484,786	461,797	368,895	-20.1%	-23.9%
<b>Gross customer loans</b>	<b>5,280,107</b>	<b>6,163,526</b>	<b>6,660,303</b>	<b>8.1%</b>	<b>26.1%</b>
o/w Retail loans	2,970,019	3,585,793	3,915,634	9.2%	31.8%
Corporate loans	1,982,985	2,223,562	2,364,973	6.4%	19.3%
Car financing loans	322,133	348,400	375,760	7.9%	16.6%
Provisions on loans	-162,339	-198,683	-218,775	10.1%	34.8%
Equity investments	9,754	14,522	11,797	-18.8%	20.9%
Securities held-to-maturity	462,766	286,311	572,700	100.0%	23.8%
Intangible assets	526,685	526,465	533,724	1.4%	1.3%
Other assets	239,657	268,212	272,776	1.7%	13.8%
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>8,042,622</b>	<b>8,853,246</b>	<b>9,363,461</b>	<b>5.8%</b>	<b>16.4%</b>
Liabilities to credit institutions	764,952	671,151	761,759	13.5%	-0.4%
<b>Customer deposits</b>	<b>4,691,641</b>	<b>5,069,415</b>	<b>5,375,929</b>	<b>6.0%</b>	<b>14.6%</b>
o/w Retail	3,308,305	3,490,259	3,627,075	3.9%	9.6%
Corporate	1,383,336	1,579,156	1,748,855	10.7%	26.4%
Issued securities	947,366	1,340,561	1,425,603	6.3%	50.5%
Other liabilities	388,287	443,004	281,804	-36.4%	-27.4%
Subordinated bonds and loans	298,749	292,079	291,216	-0.3%	-2.5%
<b>Total Shareholders' Equity</b>	<b>880,753</b>	<b>945,575</b>	<b>1,133,023</b>	<b>19.8%</b>	<b>28.6%</b>
	<b>3Q 2007</b>	<b>2Q 2008</b>	<b>3Q 2008</b>	<b>Q-o-Q</b>	<b>Y-o-Y</b>
Loan/deposit ratio	112.5%	121.6%	123.9%	2.3%	11.3%
Share of NPLs	4.4%	4.4%	4.5%	0.1%	0.1%

- **Strong yearly loan and deposit volume growth (26.1% and 14.6%)**
- **One-off result on sale of Garancia Insurance led to extraordinary high CAR and Tier1 ratios (15.14% and 11.41%)**
- **Asset quality slightly deteriorated (NPL-ratio at 4.5%), improving coverage (64.9%)**

IFRS consolidated total assets reached HUF 9,363 billion (+16.4% y-o-y). The Group's consolidated shareholders equity was HUF 1,133 billion (+28.6%), representing 12.1% of total assets.

Volume of gross consolidated loans grew by 26.1%, reaching HUF 6,660 billion (+8.1% q-o-q). The share of gross loans within total assets represented 71.1%.

Out of gross loans retail loans (including loans to micro- and small enterprises) represented the biggest portion (HUF 3,916 billion, 59%). The corporate loan book with municipality (HUF 2,365 billion) meant 36%, while car financing (HUF 378 billion) represented the smallest portion (5%). Within retail loans mortgages (including home equities) stood at HUF 2,443 billion and consumer loans at HUF 1,109 billion, respectively.

The expansion of the gross loan portfolio in past 12 months was the most remarkable at OTP banka Srbija (87.3%), CJSC, Ukraine (61.2%), OAO OTP Bank, Russia (55%) and OBR (51.9%), but at CKB, Montenegro and DSK was strong, as well (above 40% and 30% respectively). In the previous quarter loans grew the most in Romania (14.2%), Ukraine (13.3%) and Serbia (10.4%).

Parallel with the dynamic lending activity the portfolio quality remained practically stable: NPL-ratio stood at 4.5% (+0.1%-point q-o-q). Deterioration could be registered in cas of OTP Core (corporate portfolio), Ukraine, Slovakia and Bulgaria, but favourable developments could be observed in Russia, Serbia, Romania and Montenegro.

Consolidated loan loss provisions were HUF 218.8 billion (+34.8% y-o-y and +10.1% q-o-q). The total volume of NPLs represented HUF 298 billion thus their coverage increased to 64.9% (+5.1%-point y-o-y and +0.6% q-o-q).

Consolidated deposits grew dynamically, too, by 14.6% on a yearly base and by a considerable pace of 6% on a quarterly base. As a result the loan-to-deposit ratio increased by 2.3% reaching 123.9%. Within the past 12 months deposit growth was above average in Ukraine (+32.4%), Montenegro (+16.4%), Slovakia (+16.2%) and Bulgaria (+13%).

In Hungary OTP Bank continued its strategy, it focused on capturing savings in forms of deposits often combined with mutual fund products. OTP Core managed to increase its deposits by 15.7% y-o-y, and in 3Q they expanded by 5.2%. Assets under management of OTP Fund Management dropped by 1.9% y-o-y and by 0.1% q-o-q as a result of global capital market's turmoil.

Issued securities grew by 50.5% y-o-y and 6.3% q-o-q respectively. Due to the drastically deteriorating market conditions there was no international bond issue in 3Q 2008, but OTP Bank successfully managed to issue mortgage bonds and unsecured bonds to its domestic retail clients.

The financial settlement of the sale of Garancia Insurance was concluded on 16 September. With a purchase price of HUF 164 billion, OTP Bank booked a net revenue of HUF 121.4 billion after deducting the book value, taxes and related transaction costs.

The Bank practically has not got any structured assets or investments with potential mark-to market losses in its portfolio.

### **CONSOLIDATED CAPITAL ADEQUACY RATIO (IN ACCORDANCE WITH BASEL II)**

At the end of 3Q 2008 regulatory capital represented HUF 1.100 billion, while the preliminary estimated adjusted RWA stood at HUF 5,923 billion. Taking into account the capital needs for market risk and operational risk CAR stood at 15.4% with Tier1 (after deducting goodwill and intangible assets) at 11.5% respectively. The significant improvement (+282 and +262 bps q-o-q) is due to the one-off net revenue from the sale of Garancia Insurance.

## OTP BANK HUNGARIAN CORE BUSINESS<sup>3</sup>

### OTP Core P&L account

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
OTP CORE after-tax profit w/o dividends and net cash transfer	105,915	108,568	2.5%	39,432	43,144	31,339	-27.4%	-20.5%
OTP CORE pre-tax profit	126,435	124,490	-1.5%	46,620	46,191	36,416	-21.2%	-21.9%
Total income	261,213	276,719	5.9%	90,197	94,250	94,433	0.2%	4.7%
Net interest income	195,698	199,935	2.2%	65,508	64,501	69,848	8.3%	6.6%
Net fees and commissions	59,458	65,805	10.7%	20,353	21,537	22,162	2.9%	8.9%
Other net non-interest income	6,057	10,979	81.3%	4,336	8,212	2,423	-70.5%	-44.1%
Provisions for possible loan losses	-6,358	-10,941	72.1%	-1,566	-3,566	-5,588	56.7%	256.8%
Other provisions	-2,629	-1,049	-60.1%	-26	126	-1,637		
Operating expenses	-125,791	-140,239	11.5%	-41,985	-44,619	-50,791	13.8%	21.0%
<b>Selected P&amp;L lines of Business Lines</b>								
<b>RETAIL</b>								
Total income	223,318	233,174	4.4%	75,602	77,979	79,767	2.3%	5.5%
Net interest income	165,461	167,811	1.4%	56,145	55,262	58,071	5.1%	3.4%
Net fees and commissions	54,415	63,009	15.8%	18,572	21,899	20,859	-4.7%	12.3%
Other net non-interest income	3,442	2,354	-31.6%	885	817	837	2.4%	-5.5%
Provisions for possible loan losses	-4,854	-4,311	-11.2%	-375	-1,835	-1,491	-18.7%	297.3%
<b>CORPORATE</b>								
Total income	26,095	27,237	4.4%	8,065	8,187	9,485	15.8%	17.6%
Net interest income	18,491	19,970	8.0%	5,520	5,917	6,826	15.4%	23.7%
Net fees and commissions	6,598	6,580	-0.3%	2,286	2,032	2,414	18.8%	5.6%
Other net non-interest income	1,006	688	-31.6%	259	239	245	2.4%	-5.5%
Provisions for possible loan losses	-1,085	-6,352	485.2%	-1,181	-1,907	-3,707	94.4%	214.0%
<b>Treasury ALM</b>								
Total income	11,000	18,216	65.6%	5,731	9,501	6,011	-36.7%	4.9%
Net interest income	11,747	12,154	3.5%	3,843	3,322	4,951	49.0%	28.8%
Net fees and commissions	911	658	-27.7%	639	-75	561	-844.9%	-12.2%
Other net non-interest income	-1,658	5,404	-426.0%	1,249	6,254	499	-92.0%	-60.1%
Provisions for possible loan losses	15	-132	-991.5%	6	26	-159	-705.5%	-2724.4%
<b>Indicators (%)</b>								
Cost/income ratio	48.2%	50.7%	2.5%	46.5%	47.3%	53.8%	6.4%	7.2%
Net interest margin	5.31%	5.48%	0.17%	5.69%	5.41%	5.64%	0.23%	-0.05%
ROA	2.9%	3.0%	0.1%	3.4%	3.6%	2.5%	-1.1%	-0.9%
ROE	19.9%	17.1%	-2.8%	21.2%	22.4%	14.2%	-8.2%	-7.0%

- **HUF 108.6 billion 9M PAT (+3% y-o-y)**
- **Further strengthening retail focus, accompanied by gains in market position, with a deliberately shrinking corporate book**
- **Due to strong corporate deposit making loan-to-deposit ratio dropped both y-o-y and q-o-q (9M 2008: 95,4%)**
- **Retail portfolio quality remained stable, while the corporate segment slightly deteriorated**

### P&L developments

OTP Core activity realized HUF 108.6 billion profit after tax YTD (+2.5% y-o-y). Such a performance is close to the original forecasts. In 3Q net

earnings of HUF 31.3 billion pro forma showed a decline of 27%, but it was partially the result of the high 2Q basis. (Note: in 2Q the Core activity „achieved” a one-off HUF 3.4 billion revenue in form of tax-shield on its investments in the subsidiaries due to the significant HUF appreciation. Furthermore, within other income both on securities and FX-position the Bank captured one-off hedging and trading revenues as a result of hectic currency moves).

But the quarterly decline of net earnings was also the result of significantly higher provisioning – yet rather related to the worsening economic outlook and less so to actual delinquency issues – and the increase in operating expenses.

<sup>3</sup> In this section the results of OTP Bank, OTP Mortgage Bank, OTP Building Society and OTP Faktoring are aggregated. The consolidated after tax results were adjusted by the after tax result on open FX-position, by dividends and by one-off cash transfers, as well as by the net interest income of subsidiary financing and by the interest expenses of Lower and Upper Tier2 funding. Those two items are shown as part of the Corporate Centre. Also, the net result of interest swaps concluded with OBR as part of its financing were booked within the adjusted profit after tax of OBR. The Bank's IFRS unconsolidated condensed financial statements are available on the website of the Budapest Stock Exchange ([www.bse.com](http://www.bse.com)), on the website of HFSA ([www.kozzetetelek.hu](http://www.kozzetetelek.hu)) and on the website of OTP Bank ([www.otpbank.hu](http://www.otpbank.hu)).

Those negative effects were only partially mitigated by the increase in NII (+8%) and net F&C (+3%).

Supported by the yearly and quarterly improvement in NIMs (+17 bps and 23 bps respectively), the 9M NII grew by 2% y-o-y. In 3Q the net interest income performed extremely strongly (+8%) reaching HUF 69.8 billion, partly due to the above-plan swap results.

Further improvement in NII, however seems to be quite difficult, given the negative repricing effect of the mortgage portfolio. The process started in 2007 and YTD the Bank received by HUF 9.1 billion less y-o-y. Hence the estimated total effect of repricing for 2008 will probably reach the forecasted level of HUF 13 billion.

Net F&C grew by 11% y-o-y, with deposit related fees growing by 8%, while card and security related fees by 7% and 12% respectively.

Other net non interest income grew significantly on a yearly base (+81%), but the quarterly performance was hectic due to one-off items mentioned earlier. In 3Q the Bank realized HUF 2.4 billion result on this line, a sharp decline q-o-q (-71%), due to a FVA loss on FX-positions and also, to a decline in securities gain.

The portfolio quality slightly weakened: on y-o-y by 0.6%, in 3Q by 0.2% respectively, hence NPL reached 4.4%. Provisioning grew significantly in 9M (+72% y-o-y). The worsening was related to the corporate sector and reflected the adversely changing economic environment and the cautious qualification policy; overdue payments are still not significant. The retail portfolio remained stable in case of consumer loans, whereas the housing loan segment even witnesses a slight improvement.

Other risk costs moderated significantly (-60% y-o-y), though in 3Q they increased. The reason behind was the higher risk costs put aside by OTP Bank for the future potential worsening of portfolio at OTP Mortgage Bank, (under a contract between the two banks OTP takes over the NPLs from its subsidiary).

Operating cost reached HUF 140.2 billion (+11% y-o-y). In 3Q, other expenses drove the significant q-o-q increase in total expenses by performing a 25% q-o-q increase. Personnel expenses and depreciation showed a moderate run rate (+5% and 6% q-o-q respectively).

YTD cost-to-income ratio was 50.7% (+2.5% y-o-y), whereas it stood at 53.8% in 3Q (+6.4% q-o-q).

**Main components of OTP Core balance sheet:**

Main components of balance sheet closing balances in HUF mn	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets	4,631,242	4,710,988	5,135,073	9.0%	10.9%
Gross customer loans <sup>1</sup>	2,876,483	3,058,424	3,200,309	4.6%	11.3%
Retail loans	1,667,442	1,882,630	2,018,681	7.2%	21.1%
Corporate loans	1,209,041	1,175,787	1,181,619	0.5%	-2.3%
Provisions	-88,599	-99,838	-105,230	5.4%	18.8%
Deposits from customers	2,878,928	3,166,806	3,353,600	5.9%	16.5%
Retail deposits	2,106,572	2,202,612	2,242,101	1.8%	6.4%
Corporate deposits	772,353	964,194	1,111,499	15.3%	43.9%
Liabilities to credit institutions	543,511	389,615	531,837	36.5%	-2.1%
Issued securities	861,722	1,245,518	1,313,821	5.5%	52.5%
Subordinated bonds and loans	296,076	279,628	278,279	-0.5%	-6.0%
Total shareholders' equity	745,624	801,602	955,208	19.2%	28.1%
Loan Quality (%)	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Share of NPLs <sup>1</sup>	3.9%	4.2%	4.4%	0.2%	0.6%
Market Share (%) <sup>2</sup>	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Loans	19.4%	18.6%	18.2%	-0.4%	-1.2%
Deposits	24.1%	25.4%	25.2%	-0.2%	1.1%
Total Assets	25.2%	24.7%	25.1%	0.4%	-0.1%
Indicators (%)	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Gross loans to deposits	99.9%	96.6%	95.4%	-1%	-4%

<sup>1</sup> Excluding quasi interbank loans to OTP Financing Cyprus and OTP Financing Netherlands and purchased loan portfolios from OBR and DSK.

<sup>2</sup> Market shares of OTP Bank, OTP Mortgage Bank, Merkantil Bank and OTP Building Society's aggregated loan volumes in the Hungarian credit institution system.

**Balance sheet trends**

OTP Core loan-to-deposit ratio shaped favourably both y-o-y and q-o-q and stood at 95.4% at end-September. Deposit volumes were supported by the corporate sector.

The corporate sector's good performance was chiefly driven by the sector of middle- and large

enterprises: mainly due to a single big depositor the segment's deposit base grew by 61% y-o-y.

Though also supported by seasonality, the municipality deposits had a strong 3Q, growing by 51%, while the retail deposit base remained stable expanding by 6% y-o-y and 2% q-o-q respectively.

YTD there were two major bond transactions: EUR 1 billion 2 year covered bond issue and a 3 year, EUR 500 million unsecured bond issue. Thus the Bank succeeded to increase the weight of DCM funds amongst liabilities.

On the lending side, product innovation launched in 2H 2007 had remarkable success in the retail sector YTD. FX mortgage loan origination – both housing and home equities – exceeded the original plans, and the Bank managed to increase its share out of the new flows: against 17% in 9M 2007 the Bank captured 23% of new FX housing loan origination. In case of FX home equities its ratio grew even faster: from 17% to 27% respectively. The volume growth of mortgages represented 19% y-o-y and 6% q-o-q; unsecured consumer loans grew by 25% y-o-y and 10% q-o-q, while SME origination expanded by 54% and 10% respectively.

The corporate lending activity basically stagnated q-o-q and even declined y-o-y. But those developments were in line with the management's original plans, i.e. halting back the low margin business.

### Market share developments

In the Hungarian banking sector the household loan demand remained fairly strong: volumes grew by 24% y-o-y and 8% q-o-q respectively.

Market position of OTP Group eased in case of housing loans by 3.8% y-o-y and 1.1% q-o-q and stood at 34.1%. At the same time its share in FX-housing loans grew from 21.0% to 21.5% y-o-y as a consequence of the already mentioned product innovations. More significant was the improvement in case of FX home equity loans as a result of the introduction of the multicurrency loan product in last fall: positions grew by 3.5% y-o-y and by 0.7% q-o-q to 28.0%. As a result, out of total consumer loans OTP Group's market share reached 27.0% (+2.3% y-o-y).

On the deposit side OTP group managed to improve positions in the corporate segment to 15,4% (+4.2% y-o-y), while in the household sector its share slightly declined (-0.4% y-o-y) to 30.9%.

## INSURANCE BUSINESS

After obtaining all the necessary approvals to the agreement signed on 11 February 2008, OTP Bank Plc. sold its 100% stake in OTP Garancia Ltd. to Groupama S.A. and also its holding in the Romanian, Slovakian and Bulgarian subsidiaries. The Hungarian closing of the Garancia transaction happened on 17 September 2008. As an essential part of the deal, OTP Bank Plc. and Groupama S.A. signed an agreement on a bankassurance cooperation for the cross-sale of their products through their existing network in Hungary, Slovakia, Romania, Bulgaria, Ukraine, Russia, Serbia, Montenegro and Croatia. Furthermore, as part of the strategic cooperation between the two parties, Groupama pledged to obtain maximum 8% of shares in OTP Bank Plc. Accordingly, by 24 September Groupama purchased 7.99% of outstanding shares. OTP did not issue any new shares to facilitate that transaction.

The purchase price of Garancia Group was HUF 164 billion, the net proceeds of the deal booked by

OTP Group after deducting the book value, the taxes and relevant transaction costs amounted to HUF 121.4 billion.

In the first 9M 2008 OTP Garancia realized HUF 5.3 billion after tax profit adjusted by one-off items (provisions made for the losses at foreign subsidiaries) marking a 10% y-o-y growth.

By September 2008 the Company realized HUF 63 billion gross insurance premium, thus its market share reached 9.2% of total premium income in Hungary (No.:5), its life-business made up 9.5% of total (No.:5), whereas non-life business realized 8.9% respectively (No.:4).

Foreign subsidiaries, being majority owned by OTP Garancia Insurance (OTP Garancia zivotná poisťovňa and OTP Garancia poisťovňa in Slovakia; DSK Garancia Life Insurance and DSK Garancia Insurance in Bulgaria; OTP Garancia Asigurari in Romania) realized a total loss of HUF 1.1 billion in the first 9M 2008, by 59% more than a year ago.

## OTP FUND MANAGEMENT

### Changes in assets under management and financial performance of OTP Fund Management:

HUF bn	30/09/2007	30/06/2008	30/09/2008	Q-o-Q	Y-o-Y
OTP Investment Funds	775.1	759.3	751.8	-1.0%	-3.0%
Pension Funds	620.9	604.5	603.8	-0.1%	-2.7%
o/w OTP Funds	608.6	593.2	592.3	-0.2%	-2.7%
Other pension funds	12.3	11.2	11.6	2.9%	-5.8%
Other Institutional Investors	166.4	174.5	181.2	3.8%	8.9%
<b>Assets under management, total</b>	<b>1,562.4</b>	<b>1,538.2</b>	<b>1,536.8</b>	<b>-0.1%</b>	<b>-1.6%</b>

**INTERIM MANAGEMENT REPORT – FIRST NINE MONTHS 2008 RESULT**

HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Result of Asset Management	4,377.8	4,520.0	3.2%	1,531.4	1,502.8	1,396.6	-7.1%	-8.8%
Value Creation (after tax)	7,411.7	8,525.5	15.0%	2,666.2	2,853.1	2,697.6	-5.4%	1.2%

In 9M 2008 OTP Fund Management realized HUF 4.5 billion after tax earnings, an increase of 3.2% y-o-y, but a decline of 7.1% q-o-q. The negative impact of global financial crisis is demonstrated in the result of the fund management and also in the volumes of asset under management.

In 3Q 2008 the volume of assets under management of the Hungarian investment funds slightly increased, while the asset of property funds declined by 5.6%, the asset of securities funds has an adverse development (-1.8% q-o-q). The latter is a reflection of asset growth in case of equity funds, while the asset of bond funds depreciated further.

Within funds managed by OTP Fund Management the net asset value of bond funds dropped significantly; substantial amounts were withdrawn

from OPTIMA Fund (-HUF 14.8 billion) and OTP MAXIMA (-HUF 1.7 billion).

The net asset value of Pension Funds remained stable, reaching HUF 603.8 billion, while the asset of other institutional funds achieved moderate growth (+4% q-o-q).

In 3Q the Company managed to charge higher fees thus partially offsetting the negative effect of declining assets. Approximately HUF 3.6 billion management fees were charged and the average fees were 1.4%. The first 9 months value creation of the Company amounted to HUF 8.5 billion, +15% y-o-y.

At the end of September market position of Fund Management was 30.9% (-1.06%-point q-o-q).

## MERKANTIL GROUP

### Performance of Merkantil Bank and Car:

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
After tax profit w/o dividends and net cash transfer	5,855	6,044	3.2%	1,994	2,246	1,938	-13.7%	-2.8%
Pre-tax profit	7,395	7,738	4.6%	2,511	2,769	2,542	-8.2%	1.2%
Total income	14,293	13,092	-8.4%	4,706	4,138	4,167	0.7%	-11.4%
Net interest income <sup>1</sup>	15,417	15,137	-1.8%	5,154	4,937	4,870	-1.4%	-5.5%
Net fees and commissions	-2,418	-3,215	33.0%	-726	-1,054	-1,297	23.1%	78.8%
Other net non-interest income <sup>1</sup>	1,294	1,170	-9.5%	277	255	595	133.4%	114.6%
Provisions for possible loan losses	-2,474	-967	-60.9%	-756	-192	-8	-95.9%	-98.9%
Other provisions	-444	32	-107.2%	-94	293	-139	-147.3%	48.3%
Operating expenses	-3,980	-4,419	11.0%	-1,345	-1,470	-1,478	0.6%	9.9%
Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets	296,765	325,005	9.5%	296,765	306,827	325,005	5.9%	9.5%
Gross customer loans	272,584	295,970	8.6%	272,584	278,585	295,970	6.2%	8.6%
Retail loans	384	570	48.2%	384	547	570	4.1%	48.2%
Corporate loans	35,474	43,312	22.1%	35,474	40,136	43,312	7.9%	22.1%
Car financing loans	236,725	252,089	6.5%	236,725	237,902	252,089	6.0%	6.5%
Provisions	-19,192	-17,491	-8.9%	-19,192	-17,555	-17,491	-0.4%	-8.9%
Car leasing	11,001	16,421	49.3%	11,001	14,626	16,421	12.3%	49.3%
Big ticket leasing	7,557	7,214	-4.5%	7,557	7,194	7,214	0.3%	-4.5%
Deposits from customers	8,198	8,726	6.4%	8,198	7,898	8,726	10.5%	6.4%
Liabilities to credit institutions	218,725	237,461	8.6%	218,725	221,893	237,461	7.0%	8.6%
Issued securities	28,976	32,561	12.4%	28,976	32,941	32,561	-1.2%	12.4%
Subordinated debt	1,700	1,700	0.0%	1,700	1,700	1,700	0.0%	0.0%
Total shareholders' equity	31,972	37,184	16.3%	31,972	35,232	37,184	5.5%	16.3%
Loan Quality (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Share of NPLs	7.7%	8.2%	0.5%	7.7%	7.1%	8.2%	1.1%	0.5%
Indicators (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Cost/income ratio	27.8%	33.8%	5.9%	28.6%	35.5%	35.5%	-0.1%	6.9%
Net interest margin	7.17%	6.49%	-0.69%	7.03%	6.30%	6.13%	-0.17%	-0.90%
ROA	2.7%	2.6%	-0.1%	2.7%	2.9%	2.4%	-0.4%	-0.3%
ROE	26.7%	22.7%	-4.1%	25.5%	26.5%	21.3%	-5.2%	-4.3%

<sup>1</sup> Net interest income comprises effect of fair value adjustment of swap transactions with OTP Bank

- **Aggregated after tax profit of Merkantil Bank and Car above HUF 6 billion (+3% y-o-y)**
- **Car financing loans expanded by 6%, car leasing business up by 49%**

Merkantil Bank's and Merkantil Car's aggregated, non-consolidated after tax profit reached HUF 6,044 million (+3% y-o-y). Net interest income declined by 2% from January to September, hit by narrowing margins (in case of both loans and liabilities), but supported by expanding loan portfolio. Since commissions paid to agencies showed an uptrend, net F&C expenditures grew by 33%. Other net non-interest income decreased by 10%.

Development of risk costs underpinned results: provisions for possible loan losses showed a favourable development (-61% y-o-y). The explanations are as follows: in 2Q 2008 Merkantil Bank sold bad loans amounting to HUF 3.6 billion causing reversal of provisions to the extent of the proceeds from the transaction. Moreover, change of regulation was another reason for additional reversal. In addition to this, the applied provision rates were decreased in case of performing exposures to car dealers and revaluation of FX loans had a positive effect on provisions, too.

In 9M 2008 operating costs grew by 11%. Primarily, personnel expenses were liable for the increment

(but in line with planned level). In 3Q 2008 operating costs were stable.

Merkantil Bank and Car posted an aggregated, non-consolidated after-tax profit of HUF 1,938 million (-14% q-o-q) in 3Q 2008

Car financing loans expanded by 6% both in yearly and quarterly base. (Quarterly change is positive even after adjusted by the effect of weaker HUF against financing currencies.) Car leasing business had an outstanding performance (+12% q-o-q and +49% y-o-y).

Practice on loan rating and provisioning has changed in 3Q 2008, because of the change of regulation. That's why the amount of non-performing loans grew and provisions declined (assuming all other factors unchanged), so these figures are non-comparable with the figures of previous periods. Based on these non-comparable data, NPL ratio stayed at 8.2% and coverage of non-performing loans reached 70.8%.

Non-car-financing Group Members had an aggregated total assets of HUF 59 billion (y-o-y -2%, q-o-q unchanged).

As an answer to adversely changing liquidity circumstances, Merkantil Bank restricted its lending practice by introducing placement limits and applying minimal expected margins.

## IFRS REPORTS OF THE MAIN SUBSIDIARIES

Note: in the following parts in case of subsidiaries where there were other non-interest income revenues from the release of provisions made before the acquisitions, we made adjustments by deducting those revenues from provisions in the income statement. Those revenues were also taken out of the other non-interest income line. Cost/income ratio was calculated with the adjusted total income figures.

### DSK GROUP<sup>4</sup>

#### Performance of DSK Group:

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
After tax profit w/o dividends and net cash transfer	19,168	22,535	17.6%	6,814	7,518	7,376	-1.9%	8.2%
Pre-tax profit	21,228	25,059	18.0%	7,470	8,357	8,201	-1.9%	9.8%
Total income	43,930	51,021	16.1%	15,729	17,586	17,230	-2.0%	9.5%
Net interest income	32,676	37,499	14.8%	11,528	12,934	12,557	-2.9%	8.9%
Net fees and commissions	9,949	12,615	26.8%	3,740	4,349	4,380	0.7%	17.1%
Other net non-interest income	1,306	907	-30.5%	462	303	293	-3.2%	-36.6%
Provisions for possible loan losses	-5,970	-7,590	27.1%	-2,487	-3,080	-2,834	-8.0%	14.0%
Other provisions	-141	-20	-85.5%	-14	-3	-1	-62.3%	-91.1%
Operating expenses	-16,591	-18,351	10.6%	-5,758	-6,146	-6,194	0.8%	7.6%
Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets	886,908	1,088,199	22.7%	886,908	1,014,549	1,088,199	7.3%	22.7%
Gross customer loans	682,033	909,549	33.4%	682,033	834,559	909,549	9.0%	33.4%
Retail loans	557,374	732,774	31.5%	557,374	671,550	732,774	9.1%	31.5%
Corporate loans	124,659	176,775	41.8%	124,659	163,009	176,775	8.4%	41.8%
Provisions	-24,598	-34,284	39.4%	-24,598	-30,586	-34,284	12.1%	39.4%
Deposits from customers	599,025	676,831	13.0%	599,025	640,390	676,831	5.7%	13.0%
Retail deposits	484,736	572,688	18.1%	484,736	529,001	572,688	8.3%	18.1%
Corporate deposits	114,289	104,143	-8.9%	114,289	111,388	104,143	-6.5%	-8.9%
Liabilities to credit institutions	165,492	202,317	22.3%	165,492	183,072	202,317	10.5%	22.3%
Subordinated debt		48,630			47,398	48,630	2.6%	
Total shareholders' equity	108,347	144,048	33.0%	108,347	129,954	144,048	10.8%	33.0%
Loan Quality (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Share of NPLs	3.6%	3.7%	0.1%	3.6%	3.5%	3.7%	0.2%	0.1%
Market share (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Loans	16.0%	15.0%	-0.9%	16.0%	15.4%	15.0%	-0.3%	-0.9%
Deposits	13.0%	12.1%	-1.0%	13.0%	12.3%	12.1%	-0.3%	-1.0%
Total Assets	13.4%	12.5%	-0.8%	13.4%	12.9%	12.5%	-0.4%	-0.8%
Indicators (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Gross loans to deposits	113.9%	134.4%	20.5%	113.9%	130.3%	134.4%	4.1%	20.5%
Cost/income ratio	37.8%	36.0%	-1.8%	36.6%	34.9%	36.0%	1.0%	-0.7%
Net interest margin	5.25%	4.73%	-0.52%	5.39%	5.12%	4.75%	-0.36%	-0.64%
ROA	3.1%	2.8%	-0.2%	3.2%	3.0%	2.8%	-0.2%	-0.4%
ROE	25.8%	22.5%	-3.4%	26.0%	22.9%	21.4%	-1.4%	-4.6%

- **Robust earning growth (+18% y-o-y), strong performance in NII and net F&C**
- **Stable portfolio quality, NPL-ratio basically remained unchanged y-o-y**
- **Ongoing strong cost control, the lowest Group-level CIR (9M 2008: 36%)**

DSK group realized HUF 22.5 billion adjusted profit after tax in the first 9M 2008, an 18% growth y-o-y in line with its financial targets. Earning dynamism was

strongly effected by volatility of the exchange rate: in 3Q the bank reached HUF 7.4 billion net result, a slight drop (-2%) q-o-q in HUF terms, but in BGN it still grew by 3% respectively.

Within earnings net F&C increase was outstandingly strong (27% y-o-y and 1% q-o-q); again, adjusted by the currency moves in BGN it grew by 6% q-o-q. NII showed strong performance, as well (+15% y-o-y); the 3% quarterly decline was the result of HUF strengthening. The good NII was mainly the result of

<sup>4</sup> As for 2007, financials are based on DSK Bank, POK DSK-Rodina, DSK Trans Security and DSK Tours consolidated figures aggregated with Asset Management (SPV) and adjusted with controlling calculations. In 2008, after SPV stopped its operation figures are reflecting the performance of consolidated DSK Group without SPV. Regarding 2007 year end, data are in line with the disclosure of the preliminary stock exchange report (non-audited).



strong volumes, but also got a boost from asset-repricing started in April.

NIM declined by 36 bps q-o-q, mainly being flat to 1Q 2008. Thus the 9M NIM dropped to 4.73% (-52 bps y-o-y), an excellent achievement given the higher mandatory reserve requirement levels still in place and considering the gradually increasing funding costs.

Other non interest income suffered from negative market developments: it dropped by 31% y-o-y due to a loss realized on the securities portfolio. Portfolio quality remained stable, NPL stood at 3.7%, basically the same level the Bank had a year ago. The growth of provisioning (+27% y-o-y) was in line with the expansion of lending activity.

Operating costs remained under close control, the 9M cost-to-income ratio stood at 36%, the lowest across the Group.

In the first 9M loan volumes grew in an impressive way. The retail book helped by steady mortgage lending expanded by 31% y-o-y and 9% q-o-q respectively, whereas the corporate lending activity was even stronger (+42% y-o-y, 8% q-o-q).

On the deposit side the bank captured a somewhat more modest growth (+13% y-o-y and 6% q-o-q), to a certain extent being the reflection of one-off corporate deposit withdrawals in September caused by market uncertainties. The retail deposit base still grew steadily: by 18% y-o-y and 8% q-o-q respectively. In order to finance its rapid lending activity DSK brought in EUR 140 million syndicated loan in April.

## OTP BANK RUSSIA<sup>5</sup>

### Performance of OTP Bank Russia:

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
After tax profit w/o dividends and net cash transfer	4,549	4,974	9.3%	1,649	1,538	1,745	13.5%	5.8%
One-off items, after-tax	502	0	-100.0%	0	0	0		
After tax profit w/o dividends, net cash transfers and one-offs	4,047	4,974	22.9%	1,649	1,538	1,745	13.5%	5.8%
Pre-tax profit	6,251	6,931	10.9%	2,651	2,166	2,383	10.1%	-10.1%
Total income	37,181	54,683	47.1%	13,919	18,048	18,349	1.7%	31.8%
Net interest income	27,054	46,198	70.8%	10,981	14,966	15,784	5.5%	43.7%
Net fees and commissions	9,989	7,935	-20.6%	4,007	2,435	2,766	13.6%	-31.0%
Other net non-interest income	137	550	300.1%	-1,069	647	-201	-131.0%	-81.2%
Provisions for possible loan losses	-6,675	-14,278	113.9%	-2,314	-5,069	-4,231	-16.5%	82.9%
Other provisions	90	-1,722		16	-428	-786	83.6%	
Operating expenses	-24,346	-31,752	30.4%	-8,970	-10,385	-10,949	5.4%	22.1%
Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets	375,369	477,717	27.3%	375,369	425,496	477,717	12.3%	27.3%
Gross customer loans	256,471	397,182	54.9%	256,471	341,950	397,182	16.2%	54.9%
Retail loans	128,931	251,049	94.7%	128,931	206,504	251,049	21.6%	94.7%
Corporate loans	120,554	125,852	4.4%	120,554	121,377	125,852	3.7%	4.4%
Provisions	-13,980	-29,860	113.6%	-13,980	-24,139	-29,860	23.7%	113.6%
Deposits from customers	264,767	254,356	-3.9%	264,767	243,399	254,356	4.5%	-3.9%
Retail deposits	159,182	160,766	1.0%	159,182	153,139	160,766	5.0%	1.0%
Corporate deposits	105,585	93,589	-11.4%	105,585	90,261	93,589	3.7%	-11.4%
Liabilities to credit institutions	49,246	134,940	174.0%	49,246	115,744	134,940	16.6%	174.0%
Issued securities	6,283	5,656	-10.0%	6,283	5,047	5,656	12.1%	-10.0%
Subordinated debt	10,374	12,652	22.0%	10,374	11,775	12,652	7.4%	22.0%
Total shareholders' equity	39,662	61,566	55.2%	39,662	42,918	61,566	43.5%	55.2%
Loan Quality (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Share of NPLs	10.0%	9.3%	-0.7%	10.0%	9.8%	9.3%	-0.5%	-0.7%
Indicators (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Gross loans to deposits	96.9%	156.2%	59.3%	96.9%	140.5%	156.2%	15.7%	59.3%
Cost/income ratio	65.5%	58.1%	-7.4%	64.4%	57.5%	59.7%	2.1%	-4.8%
Net interest margin	10.27%	13.57%	3.30%	11.70%	14.53%	13.90%	-0.63%	2.21%
ROA	1.5%	1.5%	-0.1%	1.8%	1.5%	1.5%	0.0%	-0.2%
ROE	13.9%	12.9%	-1.0%	16.4%	14.4%	13.3%	-1.1%	-3.1%

<sup>5</sup> From 2Q 2008, figures are based on the aggregated financial statements of OAO OTP Bank and the newly acquired Donskoy Narodny Bank.

- **Robust loan growth (+16%q-o-q) supported by ongoing mortgage portfolio purchase, accelerating POS-lending and improving performance of consumer lending**
- **Strong total income growth (+47% y-o-y), outstanding NII increase (+71% y-o-y)**
- **Further portfolio improvement (NPL: 9,3%)**
- **Lower CIR despite of significant network expansion (9M 2008 CIR: 58%)**

In the first 9M OTP Bank Russia realized HUF 5,0 billion, an increase of 23% y-o-y without one-off items. 3Q PAT grew by 13% which is remarkable in light of the average 4% HUF strengthening against RUB.

The engine of the earnings was the extremely strong NII: it grew by 71% y-o-y. NIM remained the highest in the Group (9M 2008: 13.6%); the 63 bps decline in 3Q was the result of unfavourable cross currency moves, as well as the consolidation of the lower margin business of DNB.

Net F&C dropped quite sharply (21% y-o-y) reflecting the effect of anti money laundering laws, and also because some commissions were booked as interest revenue from the beginning of 2008. In 3Q, however, fee income showed a sign of recovery (+14%) as a result of strong deposit and C/A related commissions (+HUF 0.3 billion q-o-q).

Other net non interest income showed a significant improvement y-o-y given the very low base, however in 3Q it dropped by HUF 0.8 billion due to the mark-to-market loss on bond portfolio.

Risk provisioning substantially exceeded the base period (+114% y-o-y), mainly as a result of gross loan book increase (+55% y-o-y). However, in 3Q provisioning declined by 17% due to the better

portfolio quality. Both the retail and corporate book showed better quality characteristics, and NPL dropped by 0.5% (from 9.8% to 9.3%).

The vintage portfolio represents a much stable quality, but the involvement of external partner into the workout process helped a lot, too. Equally important, that NPL-coverage improved in a remarkable way, growing from 43% to 69% y-o-y.

After extending its network by 19 new branches in 1H 2008, in 3Q the bank added another 5 new branches, thus bringing the total number to 126. One should note that despite of the network expansion, cost control was in the focus of attention, hence the Bank managed to bring down the cost-to-income ratio to 58% (-7%-point y-o-y).

The first 9M witnessed a robust loan growth at the bank, volumes expanded by 55% y-o-y (+16% q-o-q). The dynamic lending activity was supported by the seasonal pick up in POS-loan origination, as well as by the ongoing mortgage portfolio purchases.

It was positive too, that car financing (+44% q-o-q) and the sale of consumer loans through branch-network performed strongly.

Deposit volumes in RUB stagnated q-o-q, but dropped by 5% in HUF terms, thus they remained flat y-o-y.

The decline of retail deposits experienced in September was partially mitigated by that deposit making from the Ministry of Finance; their total volume reached RUB 1 billion by the end of September.

OAO OTP Bank Russia received RUB 2.5 billion (HUF 16.3 billion) capital injection from OTP Bank.

## CJSC OTP BANK

### Performance of CJSC OTP Bank:

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
After tax profit w/o dividends and net cash transfer	10,973	11,045	0.7%	3,664	2,984	4,167	39.6%	13.7%
Pre-tax profit	15,034	15,179	1.0%	5,110	4,918	5,955	21.1%	16.5%
Total income	25,643	39,609	54.5%	9,047	12,880	15,755	22.3%	74.1%
Net interest income	21,164	33,655	59.0%	7,370	11,334	13,245	16.9%	79.7%
Net fees and commissions	3,173	3,695	16.5%	1,415	1,268	1,359	7.2%	-3.9%
Other net non-interest income	1,306	2,258	72.9%	263	279	1,151	313.1%	338.3%
Provisions for possible loan losses	290	-5,630		227	-1,429	-2,862	100.3%	
Other provisions	140	-388	-376.8%	199	-13	-393		-297.3%
Operating expenses	-11,040	-18,412	66.8%	-4,363	-6,521	-6,546	0.4%	50.0%

Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets	538,486	836,258	55.3%	538,486	756,157	836,258	10.6%	55.3%
Gross customer loans	452,031	728,876	61.2%	452,031	643,474	728,876	13.3%	61.2%
Retail loans	189,332	322,540	70.4%	189,332	288,841	322,540	11.7%	70.4%
Corporate loans	213,795	332,185	55.4%	213,795	288,441	332,185	15.2%	55.4%
Car financing loans	48,904	74,151	51.6%	48,904	66,192	74,151	12.0%	51.6%
Provisions	-1,854	-8,970	383.9%	-1,854	-5,996	-8,970	49.6%	383.9%
Deposits from customers	161,731	214,205	32.4%	161,731	176,174	214,205	21.6%	32.4%
Retail deposits	84,024	97,925	16.5%	84,024	93,547	97,925	4.7%	16.5%
Corporate deposits	77,707	116,279	49.6%	77,707	82,626	116,279	40.7%	49.6%
Liabilities to credit institutions	300,096	475,121	58.3%	300,096	481,558	475,121	-1.3%	58.3%
Subordinated debt	6,031	23,415	288.2%	6,031	15,030	23,415	55.8%	288.2%
Total shareholders' equity	55,397	103,377	86.6%	55,397	69,148	103,377	49.5%	86.6%
<b>Loan Quality (%)</b>	<b>9M 2007</b>	<b>9M 2008</b>	<b>Y-o-Y</b>	<b>3Q 2007</b>	<b>2Q 2008</b>	<b>3Q 2008</b>	<b>Q-o-Q</b>	<b>Y-o-Y</b>
Share of NPLs	2.7%	1.9%	-0.7%	2.7%	1.4%	1.9%	0.5%	-0.7%
<b>Market share (%)</b>	<b>9M 2007</b>	<b>9M 2008</b>	<b>Y-o-Y</b>	<b>3Q 2007</b>	<b>2Q 2008</b>	<b>3Q 2008</b>	<b>Q-o-Q</b>	<b>Y-o-Y</b>
Loans	3.5%	3.9%	0.4%	3.5%	3.8%	3.9%	0.1%	0.4%
Deposits	1.9%	1.9%	0.0%	1.9%	1.7%	1.9%	0.2%	0.0%
Total Assets	3.0%	3.3%	0.3%	3.0%	3.3%	3.3%	-0.1%	0.3%
<b>Indicators (%)</b>	<b>9M 2007</b>	<b>9M 2008</b>	<b>Y-o-Y</b>	<b>3Q 2007</b>	<b>2Q 2008</b>	<b>3Q 2008</b>	<b>Q-o-Q</b>	<b>Y-o-Y</b>
Gross loans to deposits	279.5%	340.3%	60.8%	279.5%	365.2%	340.3%	-25.0%	60.8%
Cost/income ratio	43.1%	46.5%	3.4%	48.2%	50.6%	41.5%	-9.1%	-6.7%
Net interest margin	5.83%	6.15%	0.33%	5.70%	6.30%	6.62%	0.32%	0.92%
ROA	3.0%	2.0%	-1.0%	2.8%	1.7%	2.1%	0.4%	-0.8%
ROE	29.7%	17.5%	-12.2%	26.6%	17.7%	19.2%	1.5%	-7.4%

- **Dynamic lending growth on yearly and quarterly base (+61.2% y-o-y)**
- **Strong NII and net F&C, improving NIM (+0.33%-point y-o-y)**
- **Slightly deteriorating portfolio quality, but NPL-ratio (1.9%) is still below the Group level**
- **Operating costs under control, improving CIR (-3.4%-point), whereas number of branches almost doubled over a year**

In 9M 2008, CJSC realized PAT roughly HUF 11 billion, against the result of the same period a year earlier. However, in UAH earning growth would show a yearly increase of 11% due to the HUF strengthening (3.5% against UAH). Despite the doubling volume of provisions, the quarterly profit growth was very strong (+39.6% q-o-q). Such a sharp increase of provisions was a result of robust lending growth, but also reflected the prudent risk management of the Bank.

The loan portfolio increased by more than 60% y-o-y, partially it was generated by the strong increase of housing and corporate loans (+55%), while the growth of SME sector was even more impressive (+116%). However, consumer loans grew moderately (+8.5% y-o-y).

In 3Q 2008 the Bank has already imposed stringent scoring rules and higher interest rates, thus the volume of housing and mortgage loans stagnated (+1.1% q-o-q). Regarding the corporate sector, since the very beginning of August the Bank practically stopped establishing new limits for the customers. Simultaneously the Bank started re-pricing the loans under the signed agreements. Despite these factors

the volume of SME (+15.2%) and corporate loans (37.5%) grew substantially even in the third quarter.

The quality of the portfolio slightly deteriorated (NPL-ratio: 1.9%; +0.5%-point q-o-q), but it is still far below the Group level. Mainly the retail sector is offended by the increasing number of default payments and overdue obligations. As for the corporate side, the exposure of the Bank is not significant towards the questionable sectors (the exposure of the Bank in the steel and chemical industry is roughly 11% in total). Despite of the significant growth of provisioning in 3Q, the NPL-coverage declined slightly, reaching 62.8%.

Regarding the deposit side of the Bank, the deposit volume increased both on yearly and on quarterly base (by +32.4%, and +21.6%). The dynamics of deposit growth exceeded the lending growth in 3Q, thus the loan-to-deposit ratio decreased by 25%-point q-o-q. On a quarterly base the volume of interbank deposits was lower. The Bank received EUR 120 million capital increase from OTP, and it was registered by the NBU on November 11, 2008.

The engine of the profit growth in the first nine month was the spectacular increase of NII (+59% y-o-y), resulted by the dynamic expansion of the loan portfolio and the imposed repricing strategy of the Bank. Also encouraging, that NIM was higher by 33 basis points reaching 6.15% at the end of September.

The increase of other risk costs is mainly a result of the revaluation of customer claims and earlier it was booked as an extraordinary item.

The operational costs remained under stringent control, while the branch network is still expanding (+89 new branches y-o-y), the CIR grew only slightly y-o-y, but in 3Q it dropped by 9.1%.

The Bank's market positions are stable, the portfolio growth is in line with market trends.

## OTP BANK ROMANIA

### Performance of OTP Bank Romania:

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
After tax profit w/o dividends, net cash transfers and one-offs <sup>1</sup>	-2,197	-273	-87.6%	-245	-1,095	931	-185.0%	-480.3%
Pre-tax profit	-2,231	-94	-95.8%	-323	-1,082	1,057	-197.8%	-427.8%
Total income	7,064	11,146	57.8%	3,305	3,928	3,884	-1.1%	17.5%
Net interest income	3,868	5,584	44.4%	1,861	2,031	1,888	-7.1%	1.4%
Net fees and commissions	577	1,984	243.9%	58	828	813	-1.9%	
Other net non-interest income	2,619	3,577	36.6%	1,386	1,069	1,183	10.7%	-14.6%
Provisions for possible loan losses	-611	-956	56.4%	-459	-1,055	337	-131.9%	-173.4%
Other provisions	0	-205		0	-5	-51	922.0%	
Operating expenses	-8,684	-10,079	16.1%	-3,168	-3,950	-3,112	-21.2%	-1.8%
Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets <sup>2</sup>	263,556	358,706	36.1%	263,556	337,078	358,706	6.4%	36.1%
Gross customer loans <sup>2</sup>	187,737	285,167	51.9%	187,737	249,703	285,167	14.2%	51.9%
Retail loans	95,394	160,378	68.1%	95,394	138,142	160,378	16.1%	68.1%
Corporate loans	92,343	124,789	35.1%	92,343	111,561	124,789	11.9%	35.1%
Provisions	-1,777	-2,584	45.4%	-1,777	-2,911	-2,584	-11.2%	45.4%
Deposits from customers	61,890	78,426	26.7%	61,890	75,132	78,426	4.4%	26.7%
Retail deposits	30,721	41,365	34.6%	30,721	40,308	41,365	2.6%	34.6%
Corporate deposits	31,169	37,061	18.9%	31,169	34,824	37,061	6.4%	18.9%
Liabilities to credit institutions	141,887	109,000	-23.2%	141,887	133,102	109,000	-18.1%	-23.2%
Total shareholders' equity	27,432	22,489	-18.0%	27,432	21,970	22,489	2.4%	-18.0%
Loan Quality (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Share of NPLs	5.1%	4.9%	-0.2%	5.1%	6.6%	4.9%	-1.6%	-0.2%
Market share (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Loans	2.0%	2.2%	0.2%	2.0%	2.2%	2.2%	0.1%	0.2%
Deposits	0.8%	0.8%	0.0%	0.8%	0.8%	0.8%	0.0%	0.0%
Total Assets	1.5%	1.3%	-0.2%	1.5%	1.3%	1.3%	0.0%	-0.2%
Indicators (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Gross loans to deposits	303.3%	363.6%	60.3%	303.3%	332.4%	363.6%	31.3%	60.3%
Cost/income ratio	122.9%	90.4%	-32.5%	95.9%	100.5%	80.1%	-20.4%	-15.7%
Net interest margin	2.26%	2.27%	0.01%	2.99%	2.43%	2.16%	-0.27%	-0.83%
ROA	-1.3%	-0.1%	1.2%	-0.4%	-1.3%	1.1%	2.4%	1.5%
ROE	-11.2%	-1.5%	9.7%	-3.8%	-18.9%	16.7%	35.6%	20.4%

<sup>1</sup> From 2Q 2008 adjusted with result of swap transactions executed with OTP Bank in relation with interbank financing.

<sup>2</sup> Including both corporate and retail loans that have been sold to OTP Bank.

- **OBR had a profitable quarter reaching HUF 931 million PAT**
- **Strict cost control and release of provisions supported the results**
- **Strong loan and deposit growth (+52% and +27% y-o-y respectively)**

In 3Q 2008 OBR posted its first profitable quarter in its history. After tax profit amounted to HUF 931 million compared to the previous quarter's loss of HUF 1,095 million. Cumulated PAT does reached HUF 273 million loss in 2008. Results do not comprise the sale of insurance business.

CIRS swap transactions were made in the course of July and September resulting in lower level of mandatory reserve requirement. Because of the backward-looking calculation base of this requirement, its full positive effect on results emerged only from September.

All elements of total income showed a good performance in 9M 2008. NII climbed by 44%, net fee and commission income grew to nearly 3.5-fold, while other net non-interest income increased by 37%. Provisions on possible loan losses grew by 56%, but operating costs' dynamics of 16% is well below the growth level of total income which had a consequence of improving cost/income ratio (90.4%).

Third quarter was featured by flat total income (-1% q-o-q). Within that, net interest income (-7% q-o-q) was hit by the rise of short-term interest rates which boosted interest expenses on client deposits and interbank liabilities. Net interest margin narrowed by 27 bps. Net F&C income dropped by 2%, but other net non-interest income showed a good performance with its quarterly rise of 11%. Operating costs were down by 21%: because of base effect (bonuses paid in 2Q 2008) personal costs showed a significant drop, but material

expenses (-31% q-o-q) were under stringent control too, for example marketing costs declined strongly. Provision on possible loan losses showed a favourable development: a release caused a positive contribution to the results.

Loan quality ratios were affected by a material improvement in case of corporate loan portfolio, that's why the amount of bad- and doubtful loans declined. NPL ratio came down to 4.9% (-1.6%-point q-o-q and -0.2%-point y-o-y). NPL coverage improved by 4%-point q-o-q and 9.9%-point y-o-y to 13.3%. According to a local regulation, loans to start-ups, companies in seasonal industries and project financing companies have to be classified as NPLs in Romania.

Total assets expanded by 36% y-o-y and 6% q-o-q. With the newly transferred loans to OTP Bank, the total volume of transferred loans reached HUF 138 billion. Gross loans (including transferred loans)

showed an outstanding dynamics: +52% y-o-y and +14% q-o-q. Within retail loans, home loans including home equities registered a yearly increase of 128% (+22% q-o-q). Corporate loans expanded by 35% y-o-y and 12% q-o-q.

Deposit growth in corporate sector was 6% in the third quarter; total client's deposits rose by 4.4% even in a highly competitive market environment and with marketing costs being under strong control.

In 3Q OBR managed to increase its market positions. Market share in retail deposit and loan segments improved by 3 bps, in case of corporate deposits by 5 bps, while at corporate loans, by 8 bps respectively.

The number of branches grew to 105, while the number of employees increased by 22 to 1,120 in the third quarter.

## OTP BANKA HRVATSKA

### Performance of OTP banka Hrvatska:

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
After tax profit w/o dividends and net cash transfer	2,823	3,711	31.5%	1,183	1,293	1,351	4.5%	14.1%
After tax profit w/o dividends, net cash transfers and one-offs	2,823	3,711	31.5%	1,183	1,293	1,351	4.5%	14.1%
Pre-tax profit	3,532	4,662	32.0%	1,476	1,642	1,685	2.6%	14.1%
Total income	11,477	13,794	20.2%	4,340	4,667	4,711	1.0%	8.6%
Net interest income	8,629	10,005	16.0%	3,066	3,280	3,439	4.9%	12.2%
Net fees and commissions	2,200	2,581	17.3%	846	844	870	3.1%	2.8%
Other net non-interest income	649	1,208	86.2%	428	543	402	-25.9%	-6.0%
Provisions for possible loan losses	-138	-543	295.1%	-153	-129	-277	114.3%	81.3%
Other provisions	-95	262	-375.0%	-19	16	145	783.3%	-850.8%
Operating expenses	-7,713	-8,850	14.8%	-2,692	-2,912	-2,894	-0.6%	7.5%
Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets	397,155	449,566	13.2%	397,155	408,144	449,566	10.1%	13.2%
Gross customer loans	225,061	280,728	24.7%	225,061	256,734	280,728	9.3%	24.7%
Retail loans	149,068	174,596	17.1%	149,068	161,817	174,596	7.9%	17.1%
Corporate loans	73,896	103,769	40.4%	73,896	92,728	103,769	11.9%	40.4%
Car financing loans	2,097	2,364	12.7%	2,097	2,189	2,364	8.0%	12.7%
Provisions	-3,487	-5,250	50.5%	-3,487	-4,552	-5,250	15.3%	50.5%
Deposits from customers	285,230	315,377	10.6%	285,230	279,903	315,377	12.7%	10.6%
Retail deposits	235,384	262,344	11.5%	235,384	235,490	262,344	11.4%	11.5%
Corporate deposits	49,846	53,033	6.4%	49,846	44,413	53,033	19.4%	6.4%
Liabilities to credit institutions	62,844	71,065	13.1%	62,844	69,770	71,065	1.9%	13.1%
Total shareholders' equity	39,406	52,073	32.1%	39,406	48,436	52,073	7.5%	32.1%
Loan Quality (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Share of NPLs	1.3%	1.5%	0.2%	1.3%	1.5%	1.5%	0.0%	0.2%
Market share (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Loans	3.3%	3.6%	0.3%	3.3%	3.6%	3.6%	0.0%	0.3%
Deposits	4.3%	4.1%	-0.2%	4.3%	4.2%	4.1%	0.0%	-0.2%
Total Assets	3.5%	3.6%	0.1%	3.5%	3.5%	3.6%	0.1%	0.1%
Indicators (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Gross loans to deposits	78.9%	89.0%	10.1%	78.9%	91.7%	89.0%	-2.7%	10.1%
Cost/income ratio	67.2%	64.2%	-3.0%	62.0%	62.4%	61.4%	-1.0%	-0.6%
Net interest margin	3.03%	3.07%	0.04%	3.15%	3.11%	3.19%	0.08%	0.04%
ROA	1.0%	1.1%	0.1%	1.2%	1.2%	1.3%	0.0%	0.0%
ROE	10.8%	10.7%	-0.1%	12.3%	10.5%	10.7%	0.2%	-1.6%

- **Outstanding y-o-y profit growth (+31.2%), improving profitability**
- **Stable loan portfolio (NPL-ratio: 1.5%), with high coverage ratio**
- **Operational expenses under control, improving CIR (9M 2008: 64.2%)**

On September 30, 2008 after tax profit of OBH group reached HUF 3.7 billion an increase of 31.5% y-o-y. The moderating earning dynamism in 3Q 2008 is partially due to the HUF strengthening (in HRK PAT dynamism is more significant +9% q-o-q) and unfavourable market conditions.

The annual net interest income grew by 16% and the quarterly growth was more impressive in HRK (+9.2 q-o-q), heavily supported by strong lending activity and higher interest rates. The balanced increase of retail portfolio was still observed, the volume of retail loan portfolio grew by 17.1% on a yearly base. The municipality sector captured an impressive growth (+35.4% q-o-q) as a result of a syndicated loan to the Croatian state.

Provisioning grew in line with lending activity, the portfolio quality remained stable (NPL-ratio: 1.5%; the lowest across the whole Group), while the NPL-coverage increased by +3.0%-point reaching 75.9%.

The growth of deposit volumes (+11% y-o-y) was lower than the market growth, thus there was a marginal loss in market shares. Whereas corporate deposit growth was rather high in the third quarter (19.4%). At the end of September NIM reached 3.07% by 0.04%-point higher than a year ago.

In 9M 2008 net F&C grew by 17% y-o-y, in 3Q the growth was moderate (3.1%), mainly generated by the increase of card related fees (24.1% q-o-q) counterbalancing the income loss on free of charge loan repayments (-37.3% q-o-q).

Sharp decrease of net non-interest income (-26% q-o-q) can be explained by high base period. While income on securities decreased in 3Q, the gain on real estate transactions (approximately 53 million HUF) had a balancing impact.

Operating expenses grew by 15% y-o-y (only 3% q-o-q in HRK). Due to the stringent cost control, personnel expenses were higher by 2.2% over the last quarter as a reflection of bonus payments in connection with the year 2007. Despite of opening a new branch in 3Q, real estate and utility costs were somewhat lower (-3.9% q-o-q), thus CIR improved by 3.0%-point.

## OTP BANKA SLOVENSKO

### Performance OTP Banka Slovensko:

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
After tax profit w/o dividends and net cash transfer	1,206	1,920	59.2%	506	624	609	-2.3%	20.5%
Pre-tax profit	1,206	2,167	79.7%	506	699	668	-4.4%	32.1%
Total income	8,766	10,570	20.6%	3,342	3,598	3,623	0.7%	8.4%
Net interest income	6,089	7,339	20.5%	2,170	2,433	2,538	4.3%	17.0%
Net fees and commissions	1,639	2,149	31.1%	540	815	683	-16.2%	26.4%
Other net non-interest income	1,038	1,083	4.4%	632	349	402	15.3%	-36.4%
Provisions for possible loan losses	-1,283	-936	-27.0%	-596	-218	-417	91.1%	-30.0%
Other provisions	110	-2	-102.0%	-18	11	19	66.7%	-204.3%
Operating expenses	-6,387	-7,465	16.9%	-2,222	-2,692	-2,557	-5.0%	15.1%
Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets	353,347	407,916	15.4%	353,347	399,952	407,916	2.0%	15.4%
Gross customer loans	228,611	302,309	32.2%	228,611	288,704	302,309	4.7%	32.2%
Retail loans	64,954	88,995	37.0%	64,954	82,791	88,995	7.5%	37.0%
Corporate loans	163,657	213,314	30.3%	163,657	205,913	213,314	3.6%	30.3%
Provisions	-3,316	-3,931	18.5%	-3,316	-3,493	-3,931	12.5%	18.5%
Deposits from customers	221,680	257,515	16.2%	221,680	249,134	257,515	3.4%	16.2%
Retail deposits	88,774	114,425	28.9%	88,774	108,952	114,425	5.0%	28.9%
Corporate deposits	132,907	143,089	7.7%	132,907	140,182	143,089	2.1%	7.7%
Liabilities to credit institutions	39,368	33,100	-15.9%	39,368	38,777	33,100	-14.6%	-15.9%
Issued securities	62,906	73,565	16.9%	62,906	69,944	73,565	5.2%	16.9%
Subordinated debt	0	7,046		0	6,892	7,046	2.2%	
Total shareholders' equity	21,808	28,257	29.6%	21,808	25,845	28,257	9.3%	29.6%
Loan Quality (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Share of NPLs	4.3%	3.7%	-0.6%	4.3%	3.1%	3.7%	0.7%	-0.6%
Market share (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Loans	4.0%	4.1%	0.1%	4.0%	4.1%	4.1%	-0.1%	0.1%
Deposits	2.9%	3.0%	0.2%	2.9%	3.1%	3.0%	-0.1%	0.2%
Total Assets	2.9%	2.9%	0.0%	2.9%	2.9%	2.9%	0.0%	0.0%

Indicators (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Gross loans to deposits	103.1%	117.4%	14.3%	103.1%	115.9%	117.4%	1.5%	14.3%
Cost/income ratio	72.9%	70.6%	-2.2%	66.5%	74.8%	70.6%	-4.3%	4.1%
Net interest margin	2.40%	2.53%	0.13%	2.49%	2.53%	2.50%	-0.03%	0.01%
ROA	0.5%	0.7%	0.2%	0.6%	0.6%	0.6%	0.0%	0.0%
ROE	7.7%	9.9%	2.2%	9.4%	9.8%	9.0%	-0.8%	-0.4%

- **Profit after tax exceeded HUF 1.92 billion in 9M 2008 (+59% y-o-y)**
- **Strong loan and deposit dynamics (+32% and +16% respectively)**
- **Improving efficiency ratios: C/I reached 70.6%, NIM widened to 2.53% by 13 bps, ROE grew to 9.9%**

From January to September OBS realized a profit after tax of HUF 1.92 billion (+59% y-o-y). PAT in the third quarter reached HUF 609 million, slightly below the previous quarter.

Total income grew by 21%, mainly as a result of the increasing net fee and commission income (+31% y-o-y). Net interest income grew in line with total income, other net non-interest income represented an increase of 4%. Quarterly growth of NII was moderate (+4% q-o-q), while the drop of net F&C income (-16% q-o-q) was mainly due to the base effect of a one-off fee income received from an international development agency settled in 2Q 2008. A 15% quarterly jump of other net non-interest income was driven by the growing net gain on foreign exchanges (+16% q-o-q).

Provisions on possible loan losses in 9M 2008 came out below the level of the base period (-27% y-o-y). The quarterly increment seen in 3Q 2008 (+91% q-o-q) is a consequence of a corporate client's bankruptcy.

The dynamics of incomes went on ahead of the growth rate of the operating costs in the first nine months of 2008, which resulted in the improvement of the cost/income ratio to 70.6% (-2.2%-point y-o-y). Operating costs showed a decrease in 3Q (-5% q-o-q), as a result of the rising marketing costs (but

in line with business plan) and a decrease of personal costs (due to a base effect of bonuses paid in 2Q 2008).

The rising tax burden registered in 2008 is owing to a new taxation rule: risk costs are not recognized as tax expenses. Deferred tax payment had a negative effect of HUF 247 million in 9M 2008, of which HUF 59 million was booked in 3Q 2008.

Loan to deposit ratio followed an uptrend reaching 117%, reflecting a stronger dynamic of loans. Loan portfolio expanded by 5% in 3Q 2008, consumer loans played a key role booming by 15% q-o-q and by 71% y-o-y. Corporate loan volume was by 33% higher than a year ago, while municipality loans which are characterized by lower margins in general dropped by 15%. Deposit volume was up by 3.4% q-o-q. The narrowing of net interest margin compared to the previous quarter is partly due to the competitive pricing of deposits and the higher proportion of term deposits against current account deposits.

Moody's changed its rating on OBS from A2/P-1 to Baa1/P-2 on 26 October 2008. This step was followed in October by a withdrawal of deposits (almost exclusively by corporate clients) in the amount of HUF 5.5 billion.

Market positions of OBS were improving in the last 12 months (particularly in case of consumer and municipality loans), and were stable in quarterly comparison.

On 30 September 3.7% of gross loan portfolio was qualified as non-performing, which means a 0.6%-point improvement y-o-y and a 0.7%-point adversely change q-o-q. Coverage ratio of NPLs grew by 1%-point to 29.6%.

## **OTP BANKA SRBIJA**

### **Performance of OTP banka Srbija:**

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
After tax profit w/o dividends and net cash transfer	892	2,144	140.2%	62	58	-191	-426.5%	-408.2%
One-off items, after-tax <sup>1</sup>	-142	2,149		-39	59	2	-97.0%	-104.6%
After tax profit w/o dividends, net cash transfers and one-offs	1,034	-5	-100.5%	101	-1	-193		-290.8%
Pre-tax profit	1,034	-3	-100.2%	99	2	-193		-295.4%
Total income	8,393	8,071	-3.8%	2,451	2,781	2,592	-6.8%	5.8%
Net interest income	4,847	4,811	-0.7%	1,399	1,537	1,586	3.2%	13.4%
Net fees and commissions	1,685	1,880	11.6%	468	670	669	0.0%	43.1%
Other net non-interest income	1,862	1,380	-25.9%	584	575	336	-41.5%	-42.4%
Provisions for possible loan losses	-250	-982	292.7%	459	-177	-722	308.8%	-257.5%
Other provisions	-413	505	-222.1%	-81	25	651		-904.9%
Operating expenses	-6,696	-7,596	13.4%	-2,730	-2,627	-2,713	3.3%	-0.6%

Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets	99,063	150,916	52.3%	99,063	135,683	150,916	11.2%	52.3%
Gross customer loans	50,094	93,808	87.3%	50,094	84,972	93,808	10.4%	87.3%
Retail loans	13,762	23,878	73.5%	13,762	20,348	23,878	17.3%	73.5%
Corporate loans	36,332	69,929	92.5%	36,332	64,624	69,929	8.2%	92.5%
Provisions	-3,640	-5,539	52.2%	-3,640	-4,502	-5,539	23.0%	52.2%
Deposits from customers	35,762	39,563	10.6%	35,762	38,363	39,563	3.1%	10.6%
Retail deposits	20,228	22,191	9.7%	20,228	18,449	22,191	20.3%	9.7%
Corporate deposits	15,534	17,372	11.8%	15,534	19,914	17,372	-12.8%	11.8%
Liabilities to credit institutions	21,200	32,741	54.4%	21,200	22,965	32,741	42.6%	54.4%
Subordinated debt	0	34,382		0	31,968	34,382	7.6%	
Total shareholders' equity	39,182	41,406	5.7%	39,182	39,368	41,406	5.2%	5.7%
Loan Quality (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Share of NPLs	23.1%	11.1%	-12.0%	23.1%	11.8%	11.1%	-0.6%	-12.0%
Market share (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Loans	2.0%	3.0%	1.0%	2.0%	3.0%	3.0%	0.1%	1.0%
Deposits	1.7%	1.6%	-0.1%	1.7%	1.5%	1.6%	0.1%	-0.1%
Total Assets	2.1%	2.7%	0.6%	2.1%	2.5%	2.7%	0.2%	0.6%
Indicators (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Gross loans to deposits	140.1%	237.1%	97.0%	140.1%	221.5%	237.1%	15.6%	97.0%
Cost/income ratio	79.8%	94.1%	14.3%	111.4%	94.5%	104.7%	10.2%	-6.7%
Net interest margin	9.69%	4.88%	-4.81%	5.58%	4.84%	4.40%	-0.44%	-1.18%
ROA	2.1%	0.0%	-2.1%	0.4%	0.0%	-0.5%	-0.5%	-0.9%
ROE	5.8%	0.0%	-5.8%	1.0%	0.0%	-1.9%	-1.9%	-2.9%

<sup>†</sup> Revaluation result of FX-linked and FX-denominated loans and deposits and in 2008 one-off gain on the sale investments

- **After tax profit without dividends and net cash transfer increased by 140% from January to September 2008**
- **NPL coverage improved to 45% due to higher provisioning and better portfolio quality**
- **Outstanding loan expansion (+87% y-o-y and 10% q-o-q)**

In first nine months of 2008 OTP banka Srbija posted an after tax profit without dividends and net cash transfer of HUF 2,144 million (+140% y-o-y). Results were greatly supported by one-off items already explained in previous stock exchange reports.

NII hardly changed despite of the expanding loan portfolio. Rising money market interest rates and unfavourable change in the structure of liabilities (namely the higher proportion of interbank borrowings) had an adverse effect on interest expenses. Moreover the Bank had to face high mandatory reserve requirements.

Net F&C income was 12% higher in 9M 2008 than in the base period, but in 3Q 2008 no change was registered. Taking into account the impact of new type of fees introduced and settled in 2Q (retrospectively), an increase of net F&C income can be seen in quarterly comparison. In general, newly introduced measures to boost F&C income did not delivered the expected results yet.

The quarterly rise of operating expenses is a consequence of a one-off item. Ignoring this, operating costs would shrink by approximately 4%

q-o-q. (A changing regulation regarding the settlement of interests had a net one-off negative effect amounting to RSD 36 million.)

In 3Q 2008 OTP banka Srbija realized a loss of HUF 191 million. Main contributors to the declining results were other net non-interest income's drop by 42% (due to low level of net FX gain) and high provisioning not justified by the development of loan quality's risk profile.

Gross loans still showed an outstanding pace of expansion (+10% q-o-q and +87% y-o-y). In 3Q 2008, corporate lending slowed and that was offset by strong demand for home loans and home equities (+20% q-o-q). Since liquidity circumstances changed adversely in October, OBR restricted its lending practice and introduced stricter conditions.

Deposits grew by 11% y-o-y and by 3% q-o-q, the engine of growth were retail deposits (+20% q-o-q) supported by successful deposit campaign. Corporate deposits fell by 13%, because of a significant drop of seasonal municipality deposits. Loan to deposit ratio exceeded 237% at the end of the third quarter.

Since availability and conditions of interbank borrowing deteriorated significantly during 3Q 2008 due to stricter counterparty limits, the importance of OTP Bank in interbank financing grew implying higher mandatory reserve requirement.

Loan quality improved: non-performing loan ratio went down to 11.1% by 0.6%-point q-o-q. High quarterly provisioning resulted in a higher NPL coverage ratio reaching 44.8% (+5.3%-point) on 30 September 2008.



## CRNOGORSKA KOMERCIJALNA BANKA

### Performance of CKB:

Main components of P&L account in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
After tax profit w/o dividends and net cash transfer	1,778	2,504	40.8%	643	910	958	5.2%	48.9%
Pre-tax profit	1,887	2,613	38.5%	699	947	993	4.8%	42.0%
Total income	5,644	8,027	42.2%	2,084	2,849	2,659	-6.7%	27.6%
Net interest income	2,942	4,435	50.7%	1,150	1,571	1,534	-2.3%	33.4%
Net fees and commissions	2,489	3,366	35.2%	882	1,249	1,172	-6.2%	32.8%
Other net non-interest income	213	226	6.4%	52	30	-47	-260.2%	-191.7%
Provisions for possible loan losses	-751	-1,372	82.7%	-264	-497	-270	-45.8%	1.9%
Other provisions	-37	-66	77.1%	0	-35	-17	-51.4%	
Operating expenses	-2,969	-3,976	33.9%	-1,121	-1,370	-1,379	0.7%	23.1%
Main components of balance sheet closing balances in HUF mn	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Total Assets	234,113	297,363	27.0%	234,113	277,414	297,363	7.2%	27.0%
Gross customer loans	155,861	228,391	46.5%	155,861	206,341	228,391	10.7%	46.5%
Retail loans	101,526	141,816	39.7%	101,526	132,345	141,816	7.2%	39.7%
Corporate loans	54,335	86,575	59.3%	54,335	73,996	86,575	17.0%	59.3%
Provisions	-655	-2,907	344.0%	-655	-2,399	-2,907	21.2%	344.0%
Deposits from customers	190,198	221,471	16.4%	190,198	212,807	221,471	4.1%	16.4%
Retail deposits	96,622	111,005	14.9%	96,622	106,549	111,005	4.2%	14.9%
Corporate deposits	93,576	110,466	18.0%	93,576	106,258	110,466	4.0%	18.0%
Liabilities to credit institutions	24,533	47,427	93.3%	24,533	38,656	47,427	22.7%	93.3%
Subordinated debt	3,009	2,918	-3.0%	3,009	2,844	2,918	2.6%	-3.0%
Total shareholders' equity	10,009	16,280	62.7%	10,009	14,908	16,280	9.2%	62.7%
Loan Quality (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Share of NPLs	0.9%	3.0%	2.2%	0.9%	3.3%	3.0%	-0.2%	2.2%
Market share (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Loans	34.3%	33.0%	-1.3%	34.3%	32.0%	33.0%	1.0%	-1.3%
Deposits	41.7%	39.9%	-1.8%	41.7%	39.5%	39.9%	0.4%	-1.8%
Total Assets	36.9%	34.8%	-2.1%	36.9%	34.3%	34.8%	0.5%	-2.1%
Indicators (%)	9M 2007	9M 2008	Y-o-Y	3Q 2007	2Q 2008	3Q 2008	Q-o-Q	Y-o-Y
Gross loans to deposits	81.9%	103.1%	21.2%	81.9%	97.0%	103.1%	6.2%	21.2%
Cost/income ratio	52.6%	49.5%	-3.1%	53.8%	48.1%	51.9%	3.8%	-1.9%
Net interest margin	2.13%	2.12%	-0.01%	2.17%	2.31%	2.12%	-0.18%	-0.05%
ROA	1.3%	1.2%	-0.1%	1.2%	1.3%	1.3%	0.0%	0.1%
ROE	30.0%	24.9%	-5.1%	26.6%	27.8%	24.4%	-3.3%	-2.1%

- **After tax profit in 9M grew by 41% y-o-y fuelled by steady increase of NII (+50.7% y-o-y)**
- **Robust loan growth (+46.5% y-o-y), somewhat lower deposit growth**
- **Improving NF&C, due to the significant expansion of POS network (more than 1,000 new unit over a year)**
- **NPL-ratio is below the average Group level**

CKB's 9M profit after tax exceeded HUF 2.5 billion, an increase of 41% y-o-y. As for the earning dynamism it was fuelled by the robust consumer loan growth (+50.7% y-o-y) with higher NIM, while the effect of asset repricing will emerge in the coming periods.

Strong growth of retail loans was mainly supported by dynamically growth of housing loans (+40% y-o-y), while the growth of the corporate segment was more impressive (+60% y-o-y). Because of the moderate increase of deposits (+16.4% y-o-y),

loan-to-deposit ratio of the Bank reached heights at over 100%, compared to 81.9% a year earlier. The growth of the volumes was in line with market trends, thus the Bank's market positions remained stable.

It is rational to expect that the lending volume growth will slow down due to the measures of the Central Bank aimed at limiting credit expansion; and CKB has already reached the threshold of 30%.

So robust lending growth was supported by interbank facilities, thus the volume of interbank loans increased by 20% over the last quarter.

NF&C income preformed nicely (+35.2% y-o-y) mainly fuelled by strong growth of card related F&C (+42% y-o-y). Such result was supported by the increased number of C/A related transactions and significant increase of issued cards (+17 thousand y-o-y).

Given the spectacular 9M loan growth, risk provisions increased significantly, whereas the

quality of the loan book slightly improved and the NPL-coverage remained stable at around 1.7%.

Operating expenses increased steadily (+33.9% y-o-y), reflecting the higher marketing costs, but

rental fees also picked up significantly. Despite of that the cost-income ratio showed a better performance (-3.1%-point y-o-y).

## **STAFF LEVEL AND OTHER INFORMATION**

The closing staff number of OTP group was 31,709 people as of 30 September, 2008, during the first nine months of the year the staff decreased by 1,353 persons. As for the closing of the Garancia transaction the staff number decreased by 3,150

persons, whereas due to the consolidation of Donskoy Narodny Bank the staff number grew by 660 persons.

The closing number of OTP Bank staff was 8,541 on 30 September, 2008 .

	30/09/2007	30/06/2008	30/09/2008	Q-o-Q	Y-o-Y
<b>OTP BANK</b>					
Closing staff (persons)	8,370	8,424	8,541	1.4%	2.0%
Average staff (persons)	8,237	8,312	8,348	0.4%	1.3%
Per capita total assets (HUF mn)	584.8	620.2	673.7	8.6%	15.2%
Per capita profit after tax quarterly (HUF mn)	3.9	5.5	19.0	248.3%	385.2%
<b>GROUP</b>					
Closing staff (persons)	30,532	34,025	31,709	-6.8%	3.9%
Average staff (persons)	29,370	33,456	30,758	-8.1%	4.7%
Per capita consolidated total assets (HUF mn)	263.4	260.2	295.3	13.5%	12.1%
Per capita consolidated profit after tax quarterly (HUF mn)	1.9	2.2	5.5	147.2%	188.8%

Network of OTP Group included 1,534 branches at the end of September, expanding by more than 150 new units over a year. In the last quarter the branch

network increased by 62 new branched, 283 ATMs and 4,854 POS units. The number of issued cards reached roughly 9.7 million.

	30 September, 2008						Change YTD					
	Bank branches	ATMs	POSs	Bank cards (th)	Number of banking clients (th)	Staff (closing)	Bank branches	ATMs	POSs	Bank cards	Number of clients	Staff (closing)
<b>OTP Bank</b>	<b>407</b>	<b>2,017</b>	<b>33,803</b>	<b>4,009</b>	<b>4,781</b>	<b>8,541</b>	<b>-2</b>	<b>36</b>	<b>1,926</b>	<b>18</b>	<b>23</b>	<b>47</b>
DSK Bank	386	824	3,351	1,678	3,730	4,223	11	35	954	168	99	200
OTP Banka Slovensko	90	118	546	117	181	813	0	3	63	10	12	30
OTP banka Hrvatska	104	151	1,138	349	443	1,059	4	32	72	26	9	43
OTP Bank Romania	105	128	305	108	172	1,120	1	28	225	31	32	122
CJSC OTP Bank (Ukraine)	183	169	329	132	224	4,210	25	70	72	-3	56	710
OAO OTP Bank (Russia)	126	189	2,162	3,000	2,834	8,445	24	41	176	1,019	-461	77
OTP banka Srbija	96	209	2,892	91	n.a.	1,208	-4	38	437	-49	n.a.	34
CKB	37	74	2,834	189	294	474	3	0	929	14	26	51
<b>Subsidiaries total</b>	<b>1,127</b>	<b>1,862</b>	<b>13,557</b>	<b>5,666</b>	<b>7,878</b>	<b>21,552</b>	<b>64</b>	<b>247</b>	<b>2,928</b>	<b>1,218</b>	<b>-226</b>	<b>1,267</b>
<b>Group total (aggregated)</b>	<b>1,534</b>	<b>3,879</b>	<b>47,360</b>	<b>9,675</b>	<b>12,659</b>	<b>31,709</b>	<b>62</b>	<b>283</b>	<b>4,854</b>	<b>1,236</b>	<b>-385</b>	<b>-1,353</b>

## **PERSONAL AND ORGANIZATIONAL CHANGES**

There was neither change in the composition of the Supervisory Board and Board of Directors, nor in the Auditor of OTP Bank.

Budapest, 13 November, 2008

***FINANCIAL DATA***

UNCONSOLIDATED AND CONSOLIDATED IFRS BALANCE SHEET

in HUF million	OTP Bank			Consolidated		
	30/09/2008	30/09/2007	change	30/09/2008	30/09/2007	change
Cash, due from banks and balances with the National Bank of Hungary	206,524	197,180	4.7%	309,770	284,855	8.7%
Placements with other banks, net of allowance for possible placement losses	861,719	849,833	1.4%	682,834	678,886	0.6%
Financial assets at fair value through profit and loss	151,165	91,448	65.3%	169,437	237,465	-28.6%
Securities held-for-trading	93,152	48,456	92.2%	122,000	194,450	-37.3%
Fair value adjustment of derivative financial instruments	58,013	42,992	34.9%	47,437	43,015	10.3%
Securities available-for-sale	294,482	359,091	-18.0%	368,895	484,786	-23.9%
Loans, net of allowance for possible loan losses	2,576,766	1,864,081	38.2%	6,441,528	5,117,768	25.9%
Accrued interest receivable	50,568	49,336	2.5%	77,960	63,709	22.4%
Investments in subsidiaries	715,088	612,799	16.7%	11,797	9,754	20.9%
Securities held-to-maturity	738,996	702,089	5.3%	572,700	462,766	23.8%
Premises, equipment and intangible assets, net	109,239	105,508	3.5%	533,724	526,685	1.3%
Other assets	49,102	63,165	-22.3%	194,816	175,948	10.7%
<b>TOTAL ASSETS</b>	<b>5,753,649</b>	<b>4,894,530</b>	<b>17.6%</b>	<b>9,363,461</b>	<b>8,042,622</b>	<b>16.4%</b>
Due to banks and deposits from the National Bank of Hungary and other banks	619,057	562,026	10.1%	761,759	764,952	-0.4%
Deposits from customers	3,203,766	2,753,897	16.3%	5,375,929	4,691,641	14.6%
Liabilities from issued securities	507,465	388,857	30.5%	1,425,603	947,366	50.5%
Accrued interest payable	39,938	31,141	28.2%	94,127	70,874	32.8%
Other liabilities	190,249	135,021	40.9%	281,804	388,287	-27.4%
Subordinated bonds and loans	278,279	296,076	-6.0%	291,216	298,749	-2.5%
<b>TOTAL LIABILITIES</b>	<b>4,838,754</b>	<b>4,167,018</b>	<b>16.1%</b>	<b>8,230,438</b>	<b>7,161,869</b>	<b>14.9%</b>
SHARE CAPITAL	28,000	28,000	0.0%	28,000	28,000	0.0%
RETAINED EARNINGS AND RESERVES	971,968	717,222	35.5%	1,233,237	925,574	33.2%
Retained earnings and reserves without earnings	724,947	602,650	20.3%	935,436	768,877	21.7%
Reserves	707,596	578,758	22.3%	794,265	619,924	28.1%
Fair value adjustment of securities available-for-sale and of derivative financial instruments recognised directly through equity	-6,085	6,020	-201.1%	-8,029	155	
Fair value adjustment of share based payments	23,436	17,872	31.1%	23,436	17,872	31.1%
Additional reserve (issued capital element)				125,764	130,926	-3.9%
Retained earnings	247,021	114,572	115.6%	297,801	156,697	90.0%
TREASURY SHARES	-85,073	-17,710		-135,258	-77,968	73.5%
MINORITY INTEREST				7,044	5147	36.9%
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>914,895</b>	<b>727,512</b>	<b>25.8%</b>	<b>1,133,023</b>	<b>880,753</b>	<b>28.6%</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>5,753,649</b>	<b>4,894,530</b>	<b>17.6%</b>	<b>9,363,461</b>	<b>8,042,622</b>	<b>16.4%</b>

UNCONSOLIDATED AND CONSOLIDATED IFRS PROFIT AND LOSS ACCOUNT

in HUF million	OTP Bank			Consolidated		
	9M 2008	9M 2007	change	9M 2008	9M 2007	change
Loans	172,387	147,283	17.0%	509,127	425,852	19.6%
Interest income without swap	165,571	144,050	14.9%	502,311	422,613	18.9%
Results of swaps	6,816	3,233	110.8%	6,816	3,239	110.4%
Placements with other banks	131,614	79,004	66.6%	110,081	71,695	53.5%
Interest income without swap	30,224	29,878	1.2%	15,946	16,310	-2.2%
Results of swaps	101,390	49,126	106.4%	94,135	55,385	70.0%
Due from banks and balances with the National Bank of Hungary	10,272	8,788	16.9%	11,945	9,531	25.3%
Securities held-for-trading	3,224	2,746	17.4%	5,563	6,579	-15.4%
Securities available-for-sale	15,587	18,835	-17.2%	25,608	24,713	3.6%
Securities held-to-maturity	33,913	40,000	-15.2%	19,988	24,036	-16.8%
<b>Total Interest Income</b>	<b>366,997</b>	<b>296,656</b>	<b>23.7%</b>	<b>682,312</b>	<b>562,406</b>	<b>21.3%</b>
Due to banks and deposits from the National Bank of Hungary and other banks	121,221	45,438	166.8%	130,162	48,919	166.1%
Interest expenses without swap	22,082	15,664	41.0%	28,209	20,814	35.5%
Losses of swaps	99,139	29,774	233.0%	101,953	28,105	262.8%
Deposits from customers	106,184	81,035	31.0%	159,307	126,807	25.6%
Interest expenses without swap	101,127	78,213	29.3%	154,250	123,961	24.4%
Losses of swaps	5,057	2,822	79.2%	5,057	2,846	77.7%
Liabilities from issued securities	17,275	11,226	53.9%	53,424	36,697	45.6%
Subordinated bonds and loans	12,220	11,873	2.9%	13,009	12,062	7.9%
Other entrepreneurs				39	157	-75.2%
<b>Total Interest Expense</b>	<b>256,900</b>	<b>149,572</b>	<b>71.8%</b>	<b>355,941</b>	<b>224,642</b>	<b>58.4%</b>
<b>NET INTEREST INCOME</b>	<b>110,097</b>	<b>147,084</b>	<b>-25.1%</b>	<b>326,371</b>	<b>337,764</b>	<b>-3.4%</b>
Provision for possible loan losses	14,230	9,746	46.0%	47,476	38,627	22.9%
Provision for possible placement losses	0	0		65	65	0.0%
Provision for possible loan and placement losses	14,230	9,746	46.0%	47,541	38,692	22.9%
<b>NET INTEREST INCOME AFTER PROVISION FOR POSSIBLE LOAN AND PLACEMENT LOSSES</b>	<b>95,867</b>	<b>137,338</b>	<b>-30.2%</b>	<b>278,830</b>	<b>299,072</b>	<b>-6.8%</b>
Fees and commissions	117,131	115,049	1.8%	134,061	122,253	9.7%
Foreign exchange gains and losses, net	42,538	-5,858	-826.2%	76,302	-1,964	
Gains and losses on securities, net	1,554	792	96.2%	-860	5,283	-116.3%
Gains and losses on real estate transactions, net	-10	-6	66.7%	1,539	1,066	44.4%
Dividend income and gains and losses of associated companies	137,639	18,917	627.6%	1,768	966	83.0%
Insurance premiums				60,433	62,284	-3.0%
Result of discontinued operation				125,287		
Other	21,258	1,854		19,705	29,871	-34.0%
<b>Total Non-Interest Income</b>	<b>320,110</b>	<b>130,748</b>	<b>144.8%</b>	<b>418,235</b>	<b>219,759</b>	<b>90.3%</b>
Fees and commissions	18,267	16,469	10.9%	30,445	27,676	10.0%
Personnel expenses	56,291	51,923	8.4%	123,439	107,964	14.3%
Depreciation and amortization	17,548	14,780	18.7%	30,410	26,229	15.9%
Insurance expenses				47,177	53,209	-11.3%
Other	61,210	52,863	15.8%	132,914	113,864	16.7%
<b>Total Non-Interest Expense</b>	<b>153,316</b>	<b>136,035</b>	<b>12.7%</b>	<b>364,385</b>	<b>328,942</b>	<b>10.8%</b>
<b>INCOME BEFORE INCOME TAXES</b>	<b>262,661</b>	<b>132,051</b>	<b>98.9%</b>	<b>332,680</b>	<b>189,889</b>	<b>75.2%</b>
Income taxes	15,640	17,479	-10.5%	34,394	32,940	4.4%
<b>INCOME AFTER INCOME TAXES</b>	<b>247,021</b>	<b>114,572</b>	<b>115.6%</b>	<b>298,286</b>	<b>156,949</b>	<b>90.1%</b>
Minority interest				-485	-252	92.5%
<b>NET INCOME</b>	<b>247,021</b>	<b>114,572</b>	<b>115.6%</b>	<b>297,801</b>	<b>156,697</b>	<b>90.0%</b>

UNCONSOLIDATED AND CONSOLIDATED IFRS CASH-FLOW STATEMENT

in HUF million	OTP Bank			Consolidated		
	9M 2008	9M 2007	change	9M 2008	9M 2007	change
<b>OPERATING ACTIVITIES</b>						
<b>Income before income taxes</b>	262,661	132,051	98.9%	332,680	189,889	75.2%
Adjustments to reconcile income before income taxes to net cash provided by operating activities						
Income tax paid	-10,246	-18,053	43.2%	-30,230	-31,995	5.5%
Depreciation and amortization	17,548	14,780	18.7%	30,410	26,229	15.9%
Provision for loan and placement losses	13,007	12,286	5.9%	53,155	44,386	19.8%
Net increase in insurance reserves	0	0	0.0%	0	16,686	-100.0%
Share-based compensation	4,283	3,842	11.5%	4,283	3,842	11.5%
Unrealised losses on fair value adjustment of securities held of trading	-3,038	-58	-	-3,123	-23	
Unrealised losses / (gains) on fair value adjustment of derivative financial instruments	23,799	-8,798	370.5%	91,266	-11,501	893.5%
Changes in operating assets and liabilities	15,349	-39,066	139.3%	-70,963	-94,376	24.8%
<b>Net cash provided by operating activities</b>	<b>323,363</b>	<b>96,984</b>	<b>233.4%</b>	<b>407,478</b>	<b>126,451</b>	<b>222.2%</b>
<b>INVESTING ACTIVITIES</b>						
<b>Net cash used in investing activities</b>	<b>-673,174</b>	<b>-570,410</b>	<b>-18.0%</b>	<b>-1,104,434</b>	<b>-929,176</b>	<b>-18.9%</b>
<b>FINANCING ACTIVITIES</b>						
<b>Net cash provided by financing activities</b>	<b>349,261</b>	<b>227,644</b>	<b>53.4%</b>	<b>671,550</b>	<b>540,400</b>	<b>24.3%</b>
<b>Net (decrease) / increase in cash and cash equivalents</b>	<b>-550</b>	<b>-245,782</b>	<b>99.8%</b>	<b>-25,406</b>	<b>-262,325</b>	<b>90.3%</b>
Cash and cash equivalents at the beginning of the period	73,441	294,581	-75.1%	194,860	396,658	-50.9%
<b>Cash and cash equivalents at the end of the period</b>	<b>72,891</b>	<b>48,799</b>	<b>49.4%</b>	<b>169,454</b>	<b>134,333</b>	<b>26.1%</b>
<b>DETAILS OF CASH AND CASH EQUIVALENTS</b>						
Cash, due from banks and balances with the National Bank of Hungary	229,644	429,325	-46.5%	353,243	532,625	-33.7%
Mandatory reserve established by the National Bank of Hungary	-156,203	-134,744	-15.9%	-158,383	-135,967	-16.5%
<b>Cash and equivalents at the beginning of the period</b>	<b>73,441</b>	<b>294,581</b>	<b>-75.1%</b>	<b>194,860</b>	<b>396,658</b>	<b>-50.9%</b>
Cash, due from banks and balances with the National Bank of Hungary	206,524	197,180	4.7%	309,770	284,855	8.7%
Compulsory reserve established by the National Bank of Hungary	-133,633	-148,381	9.9%	-140,316	-150,522	6.8%
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>	<b>72,891</b>	<b>48,799</b>	<b>49.4%</b>	<b>169,454</b>	<b>134,333</b>	<b>26.1%</b>

Ownership structure of OTP Bank Plc.

Description of owner	Total equity					
	January 1, 2008		September 30, 2008			
	% <sup>1</sup>	% <sup>2</sup>	Qty	% <sup>1</sup>	% <sup>2</sup>	Qty
Domestic institution/company	5.5%	5.7%	15,395,349	10.1%	10.3%	28,362,888
Foreign institution/company	83.8%	86.4%	234,776,578	79.5%	80.9%	222,693,830
Domestic individual	3.9%	4.0%	10,857,968	4.8%	4.9%	13,403,128
Foreign individual	0.0%	0.0%	72,730	0.0%	0.0%	76,641
Employees, senior officers	2.0%	2.1%	5,598,027	2.0%	2.1%	5,704,688
Treasury shares	2.9%	0.0%	8,179,328	1.6%	0.0%	4,619,128
Government held owner <sup>3</sup>	0.3%	0.3%	920,030	0.3%	0.3%	939,707
International Development Institutions <sup>4</sup>	1.5%	1.5%	4,200,000	1.5%	1.5%	4,200,000
Other	0.0%	0.0%	0	0.0%	0.0%	0
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	<b>280,000,010</b>	<b>100.0%</b>	<b>100.0%</b>	<b>280,000,010</b>

<sup>1</sup> Ownership ratio

<sup>2</sup> Voting rights at the issuer's General Meeting

<sup>3</sup> E.g.: State Privatization Holding Co. Ltd., Social Security, Municipality, 100% state-owned companies etc.

<sup>4</sup> E.g.: EBRD, EIB, etc.

Number of treasury shares held in the year under review

	January 1	March 31	June 30	September 30	December 31
Company	6,080,768	10,743,108	6,020,608	2,520,568	
Subsidiaries	2,098,560	2,098,560	2,098,560	2,098,560	
<b>TOTAL</b>	<b>8,179,328</b>	<b>12,841,668</b>	<b>8,119,168</b>	<b>4,619,128</b>	

Shareholders with over/around 5% stake

Name	Number of shares	Ownership	Voting rights
Artio Global Management LLC <sup>1</sup>	28,595,389	10.21%	10.38%
Bank of New York	23,168,144	8.27%	8.41%
Megdet, Timur és Ruszlan Rahimkulov	23,615,619	8.43%	8.58%
Groupama	22,399,364	7.99%	8.13%

<sup>1</sup> On June 15, 2008 Julius Baer Investment Management LLC were Artio Global Management LLC, respectively.

Changes in the headcount (number of persons) employed by the Bank and the subsidiaries

	End of reference period	Current period opening	Current period closing
Bank	8,370	8,494	8,541
Consolidated	30,532	33,062	31,709

Senior officers, strategic employees and their shareholding of OTP shares

Type <sup>1</sup>	Name	Position	No. of shares held
IT	Dr. Sándor Csányi <sup>2</sup>	Chairman and CEO	200,000
IT	Mihály Baumstark	member	50,000
IT	Dr. Tibor Bíró	member	45,000
IT	Péter Braun	member	587,905
IT	Dr. István Kocsis	member	103,500
IT	Dr. Sándor Pintér	member	49,350
IT	Dr. Antal Pongrácz	member, Deputy CEO	230,000
IT	Dr. György Szapáry	member	0
IT	Dr. László Urbán	member, Deputy CEO	620
IT	Dr. László Utassy	member	140,000
IT	Dr. József Vörös	member	115,200
FB	Tibor Tolnay	Chairman	80,580
FB	Dr. Gábor Horváth	member	10,000
FB	Antal Kovács	member, Deputy CEO	33,000
FB	Jean-Francois Lemoux	member	0
FB	András Michnai	member	15,600
SP	Dr. István Gresa	Deputy CEO	63,758
SP	Ákos Takáts	Deputy CEO	143,347
SP	László Wolf	Deputy CEO	732,640

**TOTAL No. of shares held by management:**

**2,600,500**

<sup>1</sup> Employee in strategic position (SP), Board Member (IT), Supervisory Board Member (FB)

<sup>2</sup> Number of OTP shares owned by Mr. Csányi directly or indirectly: 3,302,000

***SUPPLEMENTARY DATA***



**FOOTNOTES OF THE TABLE 'CONSOLIDATED AFTER TAX PROFIT BREAKDOWN BY SUBSIDIARIES (IFRS)**

*General note: regarding OTP Core and other subsidiaries, profit after tax is calculated without received dividends and net cash transfers. Regarding dividends and net cash transfers received from non-group member companies, it is shown on a separate line in one sum in the table, regardless to the particular receiver or payer group member company.*

(1) Revaluation result of the strategic open FX position. Size and denomination of the short position developed as follows:

2007.01.01-2008.01.10.: EUR 570 million short position

2008.01.21.: EUR 525 million short position plus EUR 45 million equivalent USD short position

2008.01.22-2008.09.07: EUR 515 million short position plus EUR 55 million equivalent USD short position

2008.09.08: EUR 495 million short position plus EUR 75 million equivalent USD short position

2008.09.09-2008.09.10: EUR 485 million short position plus EUR 85 million equivalent USD short position

2008.09.11- : EUR 465 million short position plus EUR 105 million equivalent USD short position

(2) OTP Core, Corporate Centre and foreign banks aggregated, excluding one-timers.

(3) After tax profit of OTP Core (consolidated result of OTP Bank Plc, OTP Mortgage Bank, OTP Building Society and OTP Faktoring) without the after tax result of strategic open FX position, dividend, net cash transfers, subsidiary financing and interest expense of Tier2 Capital. From 1Q 2008, adjusted after tax profit of OTP Core also excludes the net interest income result of swap transactions realised by OTP Bank Romania in relation to subsidiary financing.

(4) Corporate Centre: Interest expense of Tier2 Capital plus net interest and non-interest income of foreign subsidiary financing realised by OTP Bank and OTP Financing Cyprus, plus net interest income

of swap transactions made in relation to subsidiary financing.

(5) Net interest and non interest income of subsidiary financing realised by OTP Bank and OTP Financing Cyprus, plus net interest income of swap transactions made in relation to subsidiary financing.

(6) Regarding OAO OTP Bank (Russia), accounting after tax profit of 1Q 2007 contains the performance of 2006 December. For the sake of quarterly data comparability, 25% of 1Q 2007 after tax profit is considered as one-timer.

(7) From 1Q 2008, adjusted after tax profit excludes the fair value adjustment result of swap transactions executed with OTP Bank in relation to interbank financing.

(8) After tax revaluation result of FX-linked and FX-denominated loans and deposits and in 1H 2008 one-off gain on the sale of investments.

(9) Aggregated after tax profit of Merkantil Bank and Merkantil Car without dividends and net cash transfer.

(10) OTP Leasing a.s (Slovakia)

(11) After-tax result of provisioning on losses of foreign insurance subsidiaries.

(12) OTP Garancia poistovna, a.s. (Slovakia), OTP Garancia zivotna poistovna (Slovakia), a.s., DSK Garancia Insurance AD (Bulgaria), DSK Garancia Insurance Life AD (Bulgaria), Asigurarea CECCAR-ROMAS SA (Romania) aggregated

(13) After-tax result of OTP Asset Management without fees and commissions paid to OTP Bank

(14) HIF Ltd. (UK), OTP Faktoring Slovensko (Slovakia)

(15) Total Hungarian subsidiaries: sum of after tax results of Hungarian group members including (Corporate Center) and related eliminations.

(16) Total Foreign subsidiaries: sum of profit after tax (without dividends and net cash transfers) of foreign subsidiaries.

**CALCULATION OF ADJUSTED LINES OF IFRS PROFIT AND LOSS STATEMENTS PRESENTED IN THE REPORT**

*In order to present Group level trends in a comprehensive way in the Stock Exchange Report, the presented consolidated and non-consolidated profit and loss statements of the Report were adjusted in the following way, and the adjusted P&Ls are shown and analysed in the Report. Consolidated accounting figures together with non-consolidated accounting figures of OTP Bank are still disclosed in the Financial Data section of the Report.*

- Received dividends, received and paid cash transfers, together with the after tax profit of strategic open FX position is shown separately and after-tax on the adjusted P&L.
- Out of net Foreign exchange results, fair value adjustment (FVA) of the spot leg of FX swaps has been added to Net Interest Income.
- Any earnings within net gain/loss on securities related to FX swaps have been added to Net Interest Income.
- Insurance premiums and insurance expenses are netted and shown as part of other net non-interest income.
- Other non-interest income elements stemming from provisioning release in connection with loans originated before the acquisitions have been reclassified to and deducted from the volume of provisions for possible loan losses in the income statement.
- Other non-interest income is shown together with gains/losses on real estate transactions, but without the above mentioned income from the release of pre-acquisition provisions and without received cash transfers. However other non-interest expenses stemming from non-financial activities are added to the adjusted net other non-interest income line, therefore the latter incorporates net other non-interest income from non-financial activities.
- Out of other expenses, other provisions are deducted and shown separately as other risk costs on the adjusted P&L. Other provisions contain provisioning on off-balance sheet liabilities and on legal contests, provisioning on securities, shares and other investments as well as provisioning on other assets. Paid cash transfers – excluding movie subsidies, which are quasi marketing expenses but kept as paid cash transfer on the P&L - are also deducted from other expenses, together with the above mentioned other non-interest expenses stemming from non-financial activities.
- Provisioning accruals of NPLs' interest income at OAO OTP Bank (Russia) is reclassified from other risk costs to net interest income from 4Q 2007. The reclassification is carried out on both consolidated and non-consolidated level.
- In 1Q 2008, parallel cash transfer and provision release (having net 0 P&L effect) stemming from the closing of a legal case were netted both on OTP Group consolidated and OTP Core consolidated level.
- Cost/income ratio, net interest margin, risk cost to average gross loans as well as ROA and ROE ratios are calculated on the basis of the adjusted profit and loss statement, excluding received dividends and net cash transfers and the after tax result of strategic open FX position. Cost/income ratio is calculated from operating costs, excluding other risk costs.

ADJUSTMENTS OF CONSOLIDATED IFRS P&L LINES

in HUF million	1Q 07	2Q 07	3Q 07	9M 07	1Q 08	2Q 08	3Q 08	9M 08
<b>Net interest income</b>	<b>107,759</b>	<b>102,411</b>	<b>127,593</b>	<b>337,764</b>	<b>114,608</b>	<b>169,408</b>	<b>42,356</b>	<b>326,371</b>
(+) Foreign exchange result of swap transactions	-3,813	1,154	-11,353	-14,012	4,728	-43,998	88,916	49,646
(+) Gain on securities due to swap transactions	758	3,672	-4,430	0	0	0	0	0
(+) Other provisioning accruals (other risk costs) after NPLs' interest income (OTP Russia)	0	0	0	0	-1,463	-1,416	-1,265	-4,144
<b>Net interest income (adj)</b>	<b>104,704</b>	<b>107,237</b>	<b>111,810</b>	<b>323,752</b>	<b>117,873</b>	<b>123,994</b>	<b>130,007</b>	<b>371,873</b>
<b>Foreign exchange result on Consolidated IFRS P&amp;L</b>	<b>2,286</b>	<b>6,135</b>	<b>-10,385</b>	<b>-1,964</b>	<b>10,056</b>	<b>-23,615</b>	<b>89,862</b>	<b>76,302</b>
(-) Foreign exchange result of swap transactions	-3,813	1,154	-11,353	-14,012	4,728	-43,998	88,916	49,646
(-) Result of strategic open FX position	2,548	1,100	-2,770	878	-2,232	12,625	-4,472	5,921
<b>Foreign exchange result (adj.)</b>	<b>3,551</b>	<b>3,881</b>	<b>3,738</b>	<b>11,171</b>	<b>7,560</b>	<b>7,758</b>	<b>5,418</b>	<b>20,735</b>
<b>Gain/loss on securities, net</b>	<b>1,609</b>	<b>5,230</b>	<b>-1,557</b>	<b>5,282</b>	<b>-3,348</b>	<b>2,929</b>	<b>-442</b>	<b>-860</b>
(-) Gain/loss on securities due to swap transactions	758	3,672	-4,430	0	0	0	0	0
<b>Gain/loss on securities, net (adj.)</b>	<b>851</b>	<b>1,558</b>	<b>2,873</b>	<b>5,282</b>	<b>-3,348</b>	<b>2,929</b>	<b>-442</b>	<b>-860</b>
<b>Gains and losses on real estate transactions</b>	<b>239</b>	<b>608</b>	<b>219</b>	<b>1,066</b>	<b>172</b>	<b>588</b>	<b>779</b>	<b>1,539</b>
<b>(+) Other non-interest income</b>	<b>15,556</b>	<b>5,359</b>	<b>8,955</b>	<b>29,871</b>	<b>5,446</b>	<b>5,983</b>	<b>8,276</b>	<b>19,705</b>
(-) Received cash transfers	19	-11	-29	-20	1	-8	28	20
(-) Non-interest income from the release of pre-acquisition provisions	10,267	556	2,446	13,269	547	1,023	610	2,180
(+) Other non-interest expenses	-620	-1,412	-400	-2,432	-432	-338	-3,758	-4,529
<b>Net other non-interest result (adj)</b>	<b>4,887</b>	<b>4,011</b>	<b>6,357</b>	<b>15,255</b>	<b>4,638</b>	<b>5,218</b>	<b>4,659</b>	<b>14,515</b>
<b>Provision for possible loan and placement losses</b>	<b>-21,272</b>	<b>-6,841</b>	<b>-10,578</b>	<b>-38,691</b>	<b>-12,826</b>	<b>-16,859</b>	<b>-17,857</b>	<b>-47,542</b>
(+) Non-interest income from the release of pre-acquisition provisions	10,267	556	2,446	13,269	547	1,023	610	2,180
<b>Provision for possible loan and placement losses (adj)</b>	<b>-11,005</b>	<b>-6,285</b>	<b>-8,132</b>	<b>-25,422</b>	<b>-12,279</b>	<b>-15,836</b>	<b>-17,247</b>	<b>-45,361</b>
<b>Other expenses</b>	<b>-35,559</b>	<b>-38,976</b>	<b>-39,329</b>	<b>-113,864</b>	<b>-40,032</b>	<b>-41,929</b>	<b>-50,953</b>	<b>-132,914</b>
(-) Other provisions	-1,778	-2,667	-1,249	-5,694	750	-2,270	-4,094	-5,614
(-) Paid cash transfers	-89	-182	-119	-391	-2,202	-598	-255	-3,054
(+) Film subsidies paid as cash transfer	-60	-154	-89	-303	-129	-595	-213	-937
(-) Other non-interest expenses	-620	-1,412	-400	-2,432	-432	-338	-3,758	-4,529
<b>Other expenses (adj)</b>	<b>-33,131</b>	<b>-34,870</b>	<b>-37,649</b>	<b>-105,650</b>	<b>-38,278</b>	<b>-39,318</b>	<b>-43,059</b>	<b>-120,654</b>
<b>Other risk costs</b>	<b>-1,778</b>	<b>-2,667</b>	<b>-1,249</b>	<b>-5,694</b>	<b>750</b>	<b>-2,270</b>	<b>-4,094</b>	<b>-5,614</b>
(-) Other provisioning accruals (other risk costs) after NPLs' interest income (OTP Russia)	0	0	0	0	-1,463	-1,416	-1,265	-4,144
(-) Other provisioning release of Bagat transaction	0	0	0	0	2,070	0	0	2,070
<b>Other risk costs (adj)</b>	<b>-1,778</b>	<b>-2,667</b>	<b>-1,249</b>	<b>-5,694</b>	<b>143</b>	<b>-855</b>	<b>-2,829</b>	<b>-3,540</b>
<b>After tax dividends and net cash transfers</b>	<b>59</b>	<b>282</b>	<b>213</b>	<b>555</b>	<b>-1,402</b>	<b>-345</b>	<b>480</b>	<b>-1,266</b>
(-) Paid cash transfer due to Bagat transaction	0	0	0	0	-2,070	0	0	-2,070
(-) Film subsidies paid as cash transfer	-60	-154	-89	-303	-129	-595	-213	-937
<b>After tax dividends and net cash transfers</b>	<b>119</b>	<b>437</b>	<b>302</b>	<b>858</b>	<b>798</b>	<b>250</b>	<b>693</b>	<b>1,741</b>

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