

## Financial report

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## Deloitte

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\section*{INDE PENDENT AIDITORS' REPORT}

To the Starehelders and Boand of Directurn of Natisnal Savines mid Conemercial Bank LaL

We have asdited, in accordanoe with laternational Sandands or Asding, fie anconsolatatal


 and profit and loss accoust, iecluded on pages 53 to \(\$ 8\) of tha report. were derived. In our independert andion's' report dated Mara 23,2001. We expressed in inqualified openion ia the ancosodidsted fimanial stotemots, prypund in actomatte with Hutparian actormify regalations, from whikh the acconpanging smmarioed snecosolidned finemial tatamants were derived.

In oar opanion, the accompanging samanarised incobsolidated fincocial staismanis are sconsidemi, in all staterial raspoets, with the telcossoindated finalicial staterneats, prepered in accordace with thengarian soogurting regutations, fram which thry wort derintal.

Fur a benter undershandieg of the Elani's ubcomelidaced finacial position as at Decenter 31, 2000 and the uncurvolictated reselas of its aperations fie the yeat then ended, prepared in aosordance with Hangarian acoourting regrlations and of the scops of oar aust, the acoompanying summarized anconsolidated flancial satemeres should be read in ecnjuactian with the anconschidated financial statemeats and the related toves from which the smmariood unconsolidated financial stanments were derived and cur indepesdent wations repor iberen.

Budapert, May 28.2001
Reloitte finume
Deloite \& Touche
tahmatiu
(unconsolidated, based on HAR) as at December 31, 2000, in HUF mn


\section*{Financial report}
\begin{tabular}{|c|c|c|}
\hline  & -1999 & 2000 \\
\hline B) FIXED ASSETS & 224,202 & 348,771 \\
\hline I. FINANCIAL INVESTMENTS & 172,140 & 296,082 \\
\hline 1. Shares in fully consolidated companies & 31,343 & 34,681 \\
\hline a) in financial institutions & 2,603 & 2,603 \\
\hline b) in other companies & 28,740 & 32,078 \\
\hline 2. Shares in associated companies & 4,565 & 4,333 \\
\hline 3. Bonds and other interest-bearing securities, long term & 144,542 & 266,173 \\
\hline a) government bonds issued by the Republic of Hungary, & 132,889 & 255,926 \\
\hline b) other issued securities & 11,653 & 10,247 \\
\hline 4. Provisions for diminution in value of investments (-) & 8,310 & 9,105 \\
\hline II. INTANGIBLE ASSETS & 10,467 & 10,670 \\
\hline III. TANGIBLE FIXED ASSETS & 41,595 & 42,019 \\
\hline 1. Tangible fixed assets in banking activity & 40,046 & 38,639 \\
\hline a) real estates & 23,560 & 25,473 \\
\hline b) premises, equipments and vehicles & 11,326 & 11,554 \\
\hline c) construction in progress & 4,855 & 1,595 \\
\hline d) prepayments on construction in progress & 305 & 17 \\
\hline 2. Tangible fixed assets in non-banking activity & 1,549 & 3,380 \\
\hline a) real estates & 1,390 & 3,227 \\
\hline b) premises, equipments and vehicles & 125 & 125 \\
\hline c) construction in progress & 34 & 28 \\
\hline C) ACCRUED RECEIVABLES AND DEFERRED CHARGES & 24,184 & 28,660 \\
\hline Total assets nal & 1,767,549 & 31,272 \\
\hline
\end{tabular}

\section*{Financial report}
\begin{tabular}{|c|c|c|}
\hline LiAbilities moy & 1999 & 2000 \\
\hline D) LIABILITIES & 1,636,706 & 1,776,323 \\
\hline I. SHORT TERM LIABILITIES & 1,553,942 & 1,716,026 \\
\hline 1. Short term liabilities to banks & 20,412 & 26,929 \\
\hline a) liabilities at sight & 1,484 & 591 \\
\hline b) fixed term liabilities & 15,414 & 23,026 \\
\hline c) with National Bank of Hungary & 3,514 & 3,312 \\
\hline 2. Short term liabilities to customers & 1,493,033 & 1,644,252 \\
\hline a) sight deposits & 37,566 & 41,753 \\
\hline b) fixed term savings deposits & 374,909 & 385,842 \\
\hline c) other sight liabilities & 396,667 & 455,678 \\
\hline d) liabilities from investment services & 1,269 & 2,032 \\
\hline e) other fixed term liabilities & 682,622 & 758,947 \\
\hline 3. Bonds and other interest bearing securities issued, short term & 2,080 & 883 \\
\hline Other short term liabilities & 2,080 & 883 \\
\hline 4. (Calculated) Corporate tax liability due to consolidation & 38,417 & 43,962 \\
\hline II. LONG TERM LIABILITIES & 82,764 & 60,297 \\
\hline 1. Long term liabilities to banks & 21,796 & 17,486 \\
\hline of which: National Bank of Hungary & 12,895 & 10,027 \\
\hline 2. Long term liabilities to customers & 39,566 & 24,900 \\
\hline 3. Bonds and other marketable interest bearing securities issued, long term & 4,768 & 151 \\
\hline a) bonds & 1 & 1 \\
\hline b) other securities & 4,767 & 150 \\
\hline 4. Subordinated loans & 16,634 & 17,760 \\
\hline Other long term liabilities & 16,634 & 17,760 \\
\hline E) ACCRUED EXPENSES AND DEFERRED REVENUES & 19,122 & 16,130 \\
\hline \(F)\) Provisions & 11,068 & 11,317 \\
\hline 1. Provisions for contingent liabilities and commitments & 2,238 & 1,192 \\
\hline 2. Provisions for exchange rate risk & 452 & 70 \\
\hline 3. General provisions & 7,444 & 8,550 \\
\hline 4. Other provisions & 934 & 1,505 \\
\hline G) SHAREHOLDER'S EQUITY & 100,653 & 127,502 \\
\hline 1. Registered capital of which: nominal value of own shares repurchased & \[
\begin{array}{r}
28,000 \\
458
\end{array}
\] & \[
\begin{array}{r}
28,000 \\
813
\end{array}
\] \\
\hline 2. Capital reserve & 52 & 52 \\
\hline 3. Retained earnings ( \(\pm\) ) & 29,693 & 49,857 \\
\hline 4. General reserve & 22,362 & 25,610 \\
\hline 5. Net profit ( \(\pm\) ) & 20,546 & 23,983 \\
\hline Total liabilities and equity & 1,767,549 & 1,931,272 \\
\hline
\end{tabular}
(unconsolidated, based on HAR) for the year ended December 31, 2000, in HUF mn
\begin{tabular}{|c|c|c|}
\hline DESCRIPTION 7 \% & 1999 & 2000 \\
\hline Interest received and interest-type income & 241,884 & 214,142 \\
\hline Interest paid and interest-type expenses (-) & 157,882 & 127,289 \\
\hline Net interest income & 84,002 & 86,853 \\
\hline Dividends and profit-sharings received & 7,045 & 160 \\
\hline Revenues from other financial services & 36,625 & 42,078 \\
\hline Other revenues & 16,410 & 21,688 \\
\hline Revenues from investment services & 9,248 & 11,169 \\
\hline Expenses on other financial services (-) & 16,999 & 14,686 \\
\hline Other expenses (-) & 38,598 & 38,836 \\
\hline Expenses on investment services (-) & 4,487 & 4,844 \\
\hline Costs of financial and investmnt services (-) & 60,747 & 63,612 \\
\hline Results of financial and investment services & 32,499 & 39,970 \\
\hline Net revenues from non-financial and investment services & 3,466 & 4,407 \\
\hline Expenses on non-financial and investment services (-) & 2,857 & 3,964 \\
\hline Results of non-financial and investment services & 609 & 443 \\
\hline Net operating income & 33,108 & 40,413 \\
\hline Extraordinary profit or loss & 163 & -197 \\
\hline Income before taxation & 33,271 & 40,216 \\
\hline Tax liabilities (-) & 4,934 & 7,733 \\
\hline Income after taxation & 28,337 & 32,483 \\
\hline Transfer to/from general reserves ( \(\pm\) ) & -2,834 & -3,248 \\
\hline Dividends and profit-sharings paid (approved) (-) & 4,957 & 5,252 \\
\hline Net income for the period & 20,546 & 23,983 \\
\hline
\end{tabular}

\section*{Financial report}

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\section*{Deloitte \\ \& Touche}

\section*{INDEPENDENT AUDITORS' REPORT}

To the stargboifers and Board of Direchurs of Natusal Saviags and Comencrial Dani Ltd

We lave andited, in accondance wath Invermational Standands on Aaditing, the osovolidated firsarcial scrictamta of National Saviggs and Comenercial Bank Lad (the "Bank") for the year ended Decerrber 31, 200), preprarad in acoordance with Hongwian accounting regulations, from which the oovomperying summarized gomsolidatal financial satamenes fbalanke slece and profer and lmas acocust), iscladed on poges \(\$ 5\) to 61 of this rapri. were derived. In oraf iodependent audturn' repori datad Marth 27,2001 we expressed an unpralified apinion on the conkolulated firaccial statemeres pregered in accordatce with Hisiganen aocourtiag reyalatarm, foum which the acoongenying summarined consulidalod firmaid anemerns were decinal
 is all manerial repects, with the cossolisated firencial statements, prepored in accundance with Hengwian acounting regelations, from whish thoy were derieed.

For a hotsor inderstasding of the Baniks consolidrovt firarkial posilion an at Devermber 31, 2064 and the consolidated resuls of its operations for the year then ended
 the acoumpanying ammarided oonsolidated finasial statemerts should be feal in oonjunction with the consolidatel firascial slatemens and the relaned notes from which the sammarined oonasidnoed finascial statemeres wery derived and our audit independent asdnors' report theroon.

Bokepest. May 28. 2001
He: the Firume
Delaine \& Touche
(consolidated, based on HAR) as at December 31, 2000, in HUF mn
\begin{tabular}{|c|c|c|}
\hline Assets man mex & 1999 & 2000 \\
\hline A) CURRENT ASSETS & 1,607,747 & 1,647,022 \\
\hline I. CASH AND BANK & 559,840 & 487,334 \\
\hline II. SECURITIES & 204,741 & 230,422 \\
\hline 1. Debt securities and marketable securities, short term & 195,290 & 207,874 \\
\hline a) government securities issued by the Republic of Hungary, & 194,166 & 206,638 \\
\hline b) other issued securities & 1,124 & 1,236 \\
\hline 2. Shares and other non-interest bearing securities & 4,294 & 3,692 \\
\hline 3. Treasury shares & 5,157 & 18,856 \\
\hline 4. Provisions on securities (-) & 0 & 0 \\
\hline III. RECEIVABLES & 836,137 & 919,421 \\
\hline 1. Placements with, loans and advances to other banks, short term & 250,776 & 204,595 \\
\hline a) sight & 3,276 & 3,690 \\
\hline b) other & 247,500 & 195,079 \\
\hline c) with National Bank of Hungary & 0 & 5,826 \\
\hline 2. Loans and advances to customers, short term & 249,058 & 322,390 \\
\hline 3. Other receivables & 63,478 & 28,894 \\
\hline 4. Placements with, loans and advances to other banks, long term & 10,648 & 17,767 \\
\hline of which: National Bank of Hungary & 3,308 & 0 \\
\hline 5. Loans and advances to customers, long term & 307,427 & 384,441 \\
\hline 6. Receivables from financial leasing & 5,420 & 18,652 \\
\hline 7. Provisions for possible losses on loans and advances (-) & 49,312 & 55,553 \\
\hline 8. Provisions on accrued interest receivables (-) & 1,358 & 1,765 \\
\hline IV. INVENTORIES & 7,029 & 9,845 \\
\hline 1. Raw materials and consumable goods & 1,160 & 1,125 \\
\hline 2. Goods purchased for re-sale & 2,147 & 2,386 \\
\hline 3. Capitalised value of subcontractors' work & 3,686 & 6,054 \\
\hline 4. Value of own production & 120 & 157 \\
\hline 5. Advances for inventories & 43 & 198 \\
\hline 6. Provisions for inventiories (-) & 127 & 75 \\
\hline
\end{tabular}

\section*{Financial report}
\begin{tabular}{|c|c|c|}
\hline  & 1999 & 2000 \\
\hline B) FIXED ASSETS & 237,703 & 397,983 \\
\hline I. FINACIAL INVESTMENTS & 173,127 & 328,854 \\
\hline 1. Shares in fully consolidated companies & 7,627 & 7,824 \\
\hline a) in financial institutions & 12 & 12 \\
\hline b) in other companies & 7,615 & 7,812 \\
\hline 2. Shares in associated companies & 20,857 & 34,756 \\
\hline 3. Bonds and other interest-bearing securities, long term & 147,581 & 290,579 \\
\hline a) government bonds issued by the Republic of Hungary, & 135,718 & 278,690 \\
\hline b) other issued securities & 11,863 & 11,889 \\
\hline 4. Provisions for diminution in value of investments (-) & 3,158 & 4,474 \\
\hline 5. Capital consolidation difference & 220 & 169 \\
\hline II. INTANGIBLE ASSETS & 11,940 & 12,474 \\
\hline III. TANGIBLE FIXED ASSETS & 52,636 & 56,655 \\
\hline 1. Tangible fixed assets in banking activity & 46,438 & 44,550 \\
\hline a) real estates & 28,942 & 30,702 \\
\hline b) premises, equipments and vehicles & 12,272 & 12,177 \\
\hline c) construction in progress & 4,863 & 1,654 \\
\hline d) prepayments on construction in progress & 361 & 17 \\
\hline 2. Tangible fixed assets in & & \\
\hline non-banking activity & 6,198 & 12,105 \\
\hline a) real estates & 5,085 & 6,899 \\
\hline b) premises, equipments and vehicles & 807 & 5,131 \\
\hline c) construction in progress & 296 & 74 \\
\hline d) prepayments on construction in progress & 10 & 1 \\
\hline C) ACCRUED RECEIVABLES AND DEFERRED CHARGES & 26,933 & 32,134 \\
\hline Total assets und & 1,872,383 & 2,077,139 \\
\hline
\end{tabular}

\section*{Financial report}
\begin{tabular}{|c|c|c|}
\hline LIABILITIES AND SHAREHOLDER'S EQUITY & 1999 & 2000 \\
\hline D) LIABILITIES & 1,703,828 & 1,859,257 \\
\hline I. SHORT TERM LIABILITIES & 1,586,296 & 1,739,947 \\
\hline 1. Short term liabilities to banks & 37,416 & 28,765 \\
\hline a) liabilities at sight & 1,491 & 596 \\
\hline b) fixed term liabilities & 32,398 & 24,850 \\
\hline c) with National Bank of Hungary & 3,527 & 3,319 \\
\hline 2. Short term liabilities to customers & 1,497,919 & 1,650,628 \\
\hline a) sight deposits & 37,566 & 41,753 \\
\hline b) fixed term savings deposits & 374,910 & 385,842 \\
\hline c) other sight liabilities & 395,778 & 456,893 \\
\hline d) liabilities from investment services & 1,269 & 2,033 \\
\hline e) other fixed term liabilities & 688,396 & 764,107 \\
\hline 3. Bonds and other interest bearing securities issued, short term & 2,143 & 883 \\
\hline a) bonds & 63 & 0 \\
\hline b) other securities & 2,080 & 883 \\
\hline 4. Other short term liabilities & 47,796 & 58,810 \\
\hline 5. (Calculated) Corporate tax liability due to consolidation & 1,022 & 861 \\
\hline II. LONG TERM LIABILITIES & 117,532 & 119,310 \\
\hline 1. Long term liabilities to banks & 23,016 & 20,230 \\
\hline of which: National Bank of Hungary & 12,914 & 10,033 \\
\hline 2. Long term liabilities to customers & 72,373 & 80,663 \\
\hline 3. Bonds and other marketable interest bearing securities issued, long term & 4,866 & 151 \\
\hline a) bonds & 99 & 1 \\
\hline b) other securities & 4,767 & 150 \\
\hline 4. Subordinated loans & 16,634 & 17,760 \\
\hline 5. Other long term liabilities & 224 & 72 \\
\hline 6. Capital consolidation difference from subsidiaries & 419 & 434 \\
\hline E) ACCRUED EXPENSES AND DEFERRED REVENUES & 21,995 & 20,597 \\
\hline \(F)\) Provisions & 36,677 & 54,179 \\
\hline 1. Provisions for contingent liabilities and commitments & 2,106 & 1,469 \\
\hline 2. Provisions for exchange rate losses & 452 & 70 \\
\hline 3. Provisions for exchange rate risk & 0 & 0 \\
\hline 4. General provisions & 7,958 & 9,162 \\
\hline 5. Other provisions & 26,161 & 43,478 \\
\hline G) SHAREHOLDER'S EQUITY & 109,883 & 143,106 \\
\hline 1. Registered capital & 28,000 & 28,000 \\
\hline of which: Treasury shares at nominal value & 772 & 813 \\
\hline 2. Capital reserve & 52 & 52 \\
\hline 3. Retained earnings ( \(\pm\) ) & 30,915 & 51,143 \\
\hline 4. General reserve & 22,362 & 25,610 \\
\hline 5. Net profit ( \(\pm\) ) & 21,666 & 29,888 \\
\hline 6. Subsidiaries' equity increases/decreases ( \(\pm\) ) & 5,359 & 5,309 \\
\hline 7. Increases/decreases due to consolidation ( \(\pm\) ) & 1,446 & 3,104 \\
\hline 8. Participation of outside members (other owners) & 83 & 0 \\
\hline TOTAL LIABILITIES AND EQUITY & 1,872,383 & 2,077,139 \\
\hline
\end{tabular}

\section*{Financial report}

\section*{ROFIT AND LOSS ACCOUNT}
(consolidated, based on HAR) for the year ended December 31, 2000, in HUF mn
\begin{tabular}{|c|c|c|}
\hline DESCRIPTION ? & 1999 & 2000 \\
\hline Interest received and similar income & 252,350 & 228,833 \\
\hline Interest paid and similar expense ( - ) & 162,103 & 132,283 \\
\hline Net interest income from banking activity & 90,247 & 96,550 \\
\hline Dividends received from equity consolidated subsidiaries & 130 & 109 \\
\hline Dividends received from other subsidiaries & 176 & 318 \\
\hline Income from other financial services activities & 37,833 & 42,655 \\
\hline Other income & 17,997 & 13,312 \\
\hline Consolidation difference - added to profit - due to debt consolidation & 18 & 0 \\
\hline Other income due to consolidation & 404 & 195 \\
\hline Income from investment services & 15,447 & 14,374 \\
\hline Expenses of other banking activity (-) & 16,653 & 15,244 \\
\hline Other expenses (-) & 40,482 & 32,637 \\
\hline Consolidation difference - charged against profit - due to debt consolidation & 0 & 2 \\
\hline Other expenses due to consolidation (-) & 893 & 252 \\
\hline Expenses of investment services & 9,382 & 8,046 \\
\hline Expenses of banking activity ( - ) & 63,780 & 67,813 \\
\hline Profit from banking activities \(<\) al & 31,062 & 43,519 \\
\hline Net income of non banking activity \(\quad\) - & 48,315 & 86,189 \\
\hline Net income of non banking activity of consolidated banks & 9,360 & 29,328 \\
\hline Net sales income of consolidated companies & 9,371 & 11,806 \\
\hline Activated performance of consolidated companies ( \(\pm\) ) & 32 & 43 \\
\hline Insurance technical income of consolidated insurance company & 28,221 & 41,399 \\
\hline Income from finance activities of consolidated companies & 470 & 1,949 \\
\hline Other income of consolidated companies & 861 & 1,664 \\
\hline Expenses of non banking activity ( - ) & 46,463 & 81,726 \\
\hline Expenses of non banking activity of consolidated banks & 9,221 & 29,001 \\
\hline Expenses of consolidated companies & 7,508 & 9,254 \\
\hline Total insurance expenses of consolidated insurance company & 28,527 & 40,673 \\
\hline Expenses of finance activity of consolidated companies & 116 & 980 \\
\hline Other expenses of consolidated companies & 1,091 & 1,818 \\
\hline Profit/loss from non-banking activities & 1,852 & 4,463 \\
\hline Profit from ordinary activities & 32,914 & 47,982 \\
\hline Extraordinary profit & 4,572 & -405 \\
\hline Profit before taxation & 37,486 & 47,577 \\
\hline Income tax (-) & 7,380 & 9,138 \\
\hline (Calculated) Corporate tax difference due to consolidation ( \(\pm\) ) & 463 & -161 \\
\hline Profit after taxation reme tul & 29,643 & 38,600 \\
\hline Transfer from/to general reserve ( \(\pm\) ) & -3,007 & -3,460 \\
\hline Dividend paid (declared) (-) & 4,970 & 5,252 \\
\hline Net profit & 21,666 & 29,888 \\
\hline
\end{tabular}

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\section*{Deloitte \\ \& Touche}



\section*{INDEPENDENT ALDMTORS' REPORT}

To the Shareholders and Boand of Directurs of Natiomal Sarvitus and Conmerial Bark Lad.

We have andied the acoomponying unocnsolidated tahence sherls of National Savings and Commercial Bank Ltd. (the Bark') as at Desernber 31, 2000) and 1999 , and the related unenmolidated satenemti of isoome, taih flows and charyes in equity firt the ytars then ended. inchuded un payes 63 io 84 of dhis repoit. These uecoemidated fancial aakmerte are the respossiblity of the Batk's matagtresta. Our responsbilite is in express an opinian on thene urconsalifated firancial saternetts lased un our awats.

We condacted our andits in aceordancr wih Istemational Standands on Asditiag. Trose Standards require that we plan and perfarm be asdits os obtain reasonable assurance aboun whelter the foancial statements an froe of matrial missaterfent. An aodit inchdes examining, on a test basis, evidense suppeting the anounts and disclosures in the financial staternests. An ande abo incledes assessing the acooenting principlei ased atd stenificam estimabes made by mimapettent, as well as eveluating ter overall fameial sanconem presertation. We believe that cur audits provide a masonable tows for sur cpinion

Consolidrad financial starmems laive not beel presenoed at the date of this report, as required by Internabiotal Accountiag Standard No. 27. We daw anestion oo Notes 2.5 and 2.6 to the unscasolidated firarcial statements, which explain why oomsolidunet fistaical statements have sot been presented and the method of mepouzting fur ansomsolifared ishtoidiaries, respectively

In oue opinion, except for the affects on the firmazial stalements of the maner referred to in the preveding peragraph, the financial statments provest fairly, in all material respects, the uncomselidnod fitantial position of the Bank ns \(\Rightarrow\) Decertber 31, 2000 atd 1999, and the anconselidnod resulas of its operaions, cash flows and changes in equity for the ytars then endod in aceordanse sith Imemational Accountisg Sandands.

Budapest, Merch 21, 2001
her.t. . Tenche
Deloint \& Touche
\begin{tabular}{lrr} 
DESCRIPTION & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
(see Note 2.13\()\) \\
Cash, Due from Banks and Balances with the National Bank of Hungary & 492,509 & 565,239 \\
Placements with Other Banks, Net of Allowance & & \\
for Possible Placement Losses & 223,580 & 270,272 \\
Trading Securities & 168,665 & 162,327 \\
Loans, Net of Allowance for Possible Loan Losses & 625,673 & 488,760 \\
Accrued Interest Receivable & 26,882 & 22,422 \\
Equity Investments & 26,638 & 23,982 \\
Investments in Debt Securities & 283,361 & 152,426 \\
Premises, Equipment and Intangible Assets, Net & 55,673 & 55,496 \\
Other Assets & 17,000 & 19,178 \\
ToTAL ASSETS & \(\mathbf{1 , 9 1 9 , 9 8 1}\) & \(\mathbf{1 , 7 6 0 , 1 0 2}\) \\
& & \\
Due to Banks and Deposits from the National Bank of Hungary & & 42,208 \\
and Other Banks & 44,415 & \(1,524,688\) \\
Deposits from Customers & \(1,663,932\) & 6,848 \\
Liabilities from Issued Securities & 1,033 & 15,104 \\
Accrued Interest Payable & 11,093 & 48,473 \\
Other Liabilities & 55,413 & 16,634 \\
Subordinated Bonds and Loans & 17,760 & \(1,653,955\) \\
TOTAL LIABILITIES & \(1,793,646\) & 28,000 \\
Share Capital & 28,000 & 80,196 \\
Retained Earnings and Reserves & 107,402 & \(-2,049\) \\
Treasury Shares & \(-9,067\) & 106,147 \\
TOTAL SHAREHOLDERS' EQUITY & 126,335 & \(\mathbf{1 , 7 6 0 , 1 0 2}\) \\
ToTAL LIABILITIES AND SHAREHOLDER'S EQUITY & \(\mathbf{1 , 9 1 9 , 9 8 1}\) & \\
\hline
\end{tabular}

\footnotetext{
The accompanying notes to unconsolidated financial statements on pages 66 to 83 form an integral part of these unconsolidated financial statements
}
\begin{tabular}{|c|c|c|}
\hline Description & 2000 & 1999 \\
\hline \multicolumn{3}{|l|}{INTEREST INCOME} \\
\hline Loans & 80,703 & 81,511 \\
\hline Placements with Other Banks & 16,912 & 23,672 \\
\hline Due from Banks and Balances with the National Bank of Hungary & 47,374 & 46,036 \\
\hline Trading Securities & 7,147 & 14,714 \\
\hline Investments in Debt Securities & 33,396 & 40,304 \\
\hline TOTAL INTEREST INCOME & 185,532 & 206,237 \\
\hline \multicolumn{3}{|l|}{INTEREST EXPENSES} \\
\hline Due to Banks and Deposits from the National Bank of Hungary and Other Banks & 2,975 & 4,880 \\
\hline Deposits from Customers & 94,441 & 114,634 \\
\hline Liabilities from Issued Securities & 1,107 & 2,929 \\
\hline Subordinated Bonds and Loans & 1,591 & 1,456 \\
\hline TOTAL INTEREST EXPENSES & 100,114 & 123,899 \\
\hline Net interest income & 85,418 & 82,338 \\
\hline Provision for Possible Loan Losses (Credit)/Provision for Possible Placement Losses & \[
\begin{array}{r}
5,683 \\
-56
\end{array}
\] & \[
\begin{array}{r}
7,622 \\
263
\end{array}
\] \\
\hline Net interest income after provision for Possible Loan and Possible Placement Losses & \[
79,791
\] & 74,453 \\
\hline \multicolumn{3}{|l|}{NON-INTEREST INCOME} \\
\hline Fees and Commissions & 38,220 & 30,107 \\
\hline Foreign Exchange Gains and Losses, Net & 3,052 & 2,365 \\
\hline Gains and Losses on Securities, Net & 2,176 & 1,908 \\
\hline Gains and Losses on Real Estate Transactions, Net & -85 & 437 \\
\hline Dividend Income & 160 & 7,045 \\
\hline Other & 1,437 & 2,368 \\
\hline TOTAL NON-INTEREST INCOME & 44,960 & 44,230 \\
\hline \multicolumn{3}{|l|}{NON-INTEREST EXPENSES} \\
\hline Fees and Commissions & 6,374 & 6,242 \\
\hline Personnel Expenses & 24,791 & 24,285 \\
\hline Depreciation and Amortization & 11,663 & 9,362 \\
\hline Other & 41,899 & 46,720 \\
\hline TOTAL NON-INTEREST EXPENSES & 84,727 & 86,609 \\
\hline Income before Income Taxes & 40,024 & 32,074 \\
\hline Income Taxes & 7,636 & 5,039 \\
\hline Income after Income Taxes & 32,388 & 27,035 \\
\hline Earnings Per Share (in HUF) & 1,238 & 1,022 \\
\hline
\end{tabular}

\footnotetext{
The accompanying notes to unconsolidated financial statements on pages 66 to 83 form an integral part of these unconsolidated financial statements.
}

\title{
Financial report \\ ASH FLOW STATEMENT \\ (unconsildated, based on IAS) for the year ended December 31, 2000, in HUF mn
}
\begin{tabular}{|c|c|c|}
\hline DESCRIPTION & 2000 & 1999 \\
\hline \multicolumn{3}{|l|}{OPERATING ACTIVITIES} \\
\hline Income After Income Taxes & 32,388 & 27,035 \\
\hline \multicolumn{3}{|l|}{Adjustments to reconcile income after income taxes to net cash provided by operating activities:} \\
\hline Depreciation and Amortization & 11,663 & 9,362 \\
\hline Provision for Possible Loan Losses & 5,683 & 7,622 \\
\hline (Credit)/Provision for Possible Placement Losses & -56 & 263 \\
\hline Lower of Cost and Market Adjustment on Trading Secuirites & 50 & -105 \\
\hline Provision for Permanent Diminution in Value of Equity Investments & 744 & 5,795 \\
\hline Provision for Possible Losses on Other Assets & 1,498 & 426 \\
\hline (Credit)/Provision for Possible Losses on Off-Balance Sheet & & \\
\hline Commitments, Contingent Liabilities and Financial Instruments, Net & -344 & 688 \\
\hline Effect of Deferred Taxes & -97 & 105 \\
\hline \multicolumn{3}{|l|}{Changes in operating assets and liabilities:} \\
\hline Net (Increase)/Decrease in Accrued Interest Receivable & -4,460 & 12,698 \\
\hline Net Decrease/(Increase) in Other Assets, Excluding Advances & & \\
\hline for Investments and Before Provisions for Possible Losses & 797 & -6,461 \\
\hline Net Decrease in Accrued Interest Payable & -4,011 & -3,365 \\
\hline Net Increase in Other Liabilities & 6,883 & 6,578 \\
\hline Net Cash Provided by Operating Activities & 50,738 & 60,641 \\
\hline \multicolumn{3}{|l|}{INVESTING ACTIVITIES} \\
\hline Net Decrease/(Increase) in Placements with Other Banks, & & \\
\hline Before Provision for Possible Placement Losses & 46,748 & -30,082 \\
\hline Net Decrease in Trading Securities, & & \\
\hline Before Lower of Cost and Market Adjustment & 47,674 & 61,740 \\
\hline Net Increase in Equity Investments, Before Provision for & & \\
\hline Permanent Diminuation in Value & -3,400 & -3,994 \\
\hline Net (Increase)/Decrease in Investments in Debt Securities & -184,997 & 103,353 \\
\hline Net Increase in Advances for Investments Included in Other Assets & -20 & -1,259 \\
\hline Net Increase in Loans, Before Provision for Possible Loan Losses & -142,596 & -59,085 \\
\hline Net Additions to Premises, Equipment and Intangible Assets & -11,904 & -17,003 \\
\hline Net Cash (Used in)/Provided by Investing Activities & -248,495 & 53,670 \\
\hline \multicolumn{3}{|l|}{FINANCING ACTIVITIES} \\
\hline Net Increase/(Decrease) in Due to Banks and Deposits from & & \\
\hline \begin{tabular}{l}
the National Bank of Hungary and Other Banks \\
Net Increase in Deposits from Customers
\end{tabular} & 2,207
139,244 & -562
112,069 \\
\hline Net Increase in Deposits from Customers Net Decrease in Liabilities from Issued Securities & \[
\begin{array}{r}
139,244 \\
-5,815
\end{array}
\] & \[
\begin{gathered}
112,069 \\
-12,054
\end{gathered}
\] \\
\hline Increase in Subordinated Bonds and Loans & 1,126 & 995 \\
\hline Profit/(Loss) on Sale of Treasury Shares & 70 & -187 \\
\hline (Increase)/Decrease in Treasury Shares & -7,018 & 441 \\
\hline Net Increase in the Compulsory Reserve established by the National Bank of Hungary & -1,247 & -14,446 \\
\hline Dividends Paid & -4,787 & -4,456 \\
\hline Net Cash Provided by Financing Activities & 123,780 & 81,800 \\
\hline Net (Decrease)/Increase in Cash and Cash Equivalents & -73,977 & 196,111 \\
\hline Cash and Cash Equivalents at Beginning of the Year & 383,338 & 187,227 \\
\hline Cash and Cash Equivalents at the End of the Year & 309,361 & 383,338 \\
\hline
\end{tabular}

\footnotetext{
The accompanying notes to unconsolidated financial statements on pages 66 to 83 form an integral part of these unconsolidated financial statements.
}

\title{
TATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY
}
\begin{tabular}{lcrrr} 
& Share Capital & \begin{tabular}{c} 
Retained \\
Earnings and Reserves
\end{tabular} & \begin{tabular}{c} 
Treasury \\
Shares
\end{tabular} & Total \\
Balance as at January 1, 1999 (see Note 2.13) & 28,000 & 58,306 & \(-2,490\) & 83,816 \\
Income After Income Taxes & - & 27,035 & - & 27,035 \\
Loss on Sale of Treasury Shares & - & -187 & - & -187 \\
Change in Carrying Value of Treasury Shares & - & - & 441 & 441 \\
Dividends Declared on Common Shares & - & \(-4,751\) & - & \(-4,751\) \\
Dividends Declared on Preference Shares & - & -207 & - & -207 \\
Balance as at December 31, 1999 (see Note 2.13) & \(\mathbf{2 8 , 0 0 0}\) & \(\mathbf{8 0 , 1 9 6}\) & \(\mathbf{- 2 , 0 4 9}\) & \(\mathbf{1 0 6 , 1 4 7}\) \\
Income After Income Taxes & - & 32,388 & - & 32,388 \\
Profit on Sale of Treasury Shares & - & 70 & - & 70 \\
Change in Carrying Value of Treasury Shares & - & - & \(-7,018\) & \(-7,018\) \\
Dividends Proposed on Common Shares & - & \(-5,207\) & - & \(-5,207\) \\
Dividends Proposed on Preference Shares & - & -45 & - & -45 \\
Balance as at December 31, 2000 & \(\mathbf{2 8 , 0 0 0}\) & \(\mathbf{1 0 7 , 4 0 2}\) & \(\mathbf{- 9 , 0 6 7}\) & \(\mathbf{1 2 6 , 3 3 5}\)
\end{tabular}

The accompanying notes to unconsolidated financial statements on pages 66 to 83 form an integral part of these unconsolidated financial statements.

\section*{OTES TO FINANCIAL STATEMENTS}

\section*{NOTE 1: ORGANIZATION AND BASIS OF FINANCIAL STATEMENTS}

\subsection*{1.1. GENERAL}

National Savings and Commercial Bank Ltd. (the "Bank" or "OTP") was established on December 31, 1990, when the predecessor State-owned company was transformed into a limited liability company.

As at December 31, 1994, 79\% of the Bank's shares were held directly or indirectly by the Hungarian Government and the remaining \(21 \%\) were held by domestic investors or represented as own shares (less than 3\%). In Spring 1995, 20\% of the Bank's shares were transferred by the Hungarian Government to the Hungarian Social Security Funds. Subsequent to the successful initial public offering in Summer 1995, the Bank's shares were introduced to the Budapest and the Luxembourg stock exchanges and were also listed on SEAQ London.

At an extraordinary General Assembly, on September 3, 1997, the Bank issued a preferential voting share with a nominal value of HUF 1 thousand (the "Special Share") to the State Privatization and Holding Company. The Special Share gives the power to the State Privatization and Holding Company to control the outcome of certain shareholder votes in accordance with the Bank's Articles of Association and the right to delegate one member to the Bank's Board of Directors and one member to the Supervisory Board of the Bank.

By public offerings in Fall 1997 and Fall 1999, the State Privatization and Holding Company sold the remaining common shares. As at December 31, 2000 approximately \(93 \%\) of the Bank's shares were held by domestic and foreign private and institutional inventors. The remaining shares are owned by employees (4\%) and the Bank (3\%).

\section*{Financial report}

The Bank provides a full range of commercial banking services through a nationwide network of more 450 branches in Hungary.

\subsection*{1.2. ACCOUNTING}

The Bank maintains its accounting records and prepares its statutory accounts in accordance with the commercial, banking and fiscal regulations prevailing in Hungary.

The Bank's functional currency is the Hungarian Forint ("HUF").
Certain of the accounting principles prescribed for statutory purposes are different from those generally recognized in international financial markets. In order to present the unconsolidated financial position and results of operations of the Bank in accordance with International Accounting Standards ("IAS"), certain adjustments have been made to the Bank's Hungarian unconsolidated statutory accounts, (see Note 32).

\section*{NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES}

Significant accounting policies applied in the preparation of the accompanying unconsolidated financial statements are summarized below:

\subsection*{2.1. BASIS OF PRESENTATION}

These unconsolidated financial statements have been prepared under the historical cost convention. Revenues and expenses are recorded in the period in which they are earned or incurred.

\subsection*{2.2. FOREIGN CURRENCY TRANSLATION}

Assets and liabilities denominated in foreign currencies are translated into HUF at exchange rates quoted by the National Bank of Hungary (" NBH ") as of the date of the financial statements. Income and expenses arising in foreign currencies are converted at the rate of exchange on the transaction date. Resulting foreign exchange gains or losses are recorded in the Unconsolidated Statement of Operations.

\subsection*{2.3. CONSOLIDATED FINANCIAL STATEMENTS}

These financial statements present the Bank's unconsolidated financial position and results of operations. However, the Bank prepares consolidated financial statements in accordance with International Accounting Standards, the preparation of which is in progress. See Note 2.6 for the description of the method of accounting for investments in subsidiaries and associated companies in these unconsolidated financial statements. As at December 31, 1999 unconsolidated and consolidated shareholders' equity, in accordance with International Accounting Statements was HUF 106,147 million and HUF 112,493 million, respectively, after the deduction of the carrying value of treasury shares.

\subsection*{2.4. TRADING SECURITIES}

Trading securities consist of discounted and interest bearing Treasury bills, Hungarian Government and Social Security bonds, bonds issued by National Bank of Hungary and commercial companies and other securities. Other securities include shares in commercial companies, shares in investment funds and bonds issued by Hungarian municipalities.

Interest bearing and other trading securities are included in the unconsolidated financial statements at the lower of acquisition cost and market value as determined on an aggregrate portfolio basis. Discounted Treasury bills are included in the

\section*{Financial report}
unconsolidated financial statements at cost, as adjusted for the amortization of discounts on such securities, which is recognized as income on a straight-line basis during the period from acquisition to maturity and included in accrued interest receivable.

Gains and losses on the sale of trading securities are determined on the basis of the specific identification of the cost of each security.

\subsection*{2.5. LOANS, PLACEMENTS WITH OTHER BANKS AND ALLOWANCE FOR POSSIBLE LOAN AND PLACEMENT LOSSES}

Loans and placements with other banks are stated at the principal amounts outstanding, net of allowance for possible loan or placement losses, respectively. Interest is accrued and credited to income based on the principal amounts outstanding. When a borrower is unable to meet payments as they come due or, in the opinion of the management, there is an indication that a borrower may be unable to meet payments as they come due, all unpaid interest is reversed. Loan origination fees and costs are recognized in the Unconsolidated Statement of Operations in full at the time of the loan origination.

The allowances for possible loan and placement losses are maintained at levels adequate to absorb probable future losses. Management determines the adequacy of the allowances based upon reviews of individual loans and placements, recent loss experience, current economic conditions, the risk characteristics of the various categories of loans and other pertinent factors.

\subsection*{2.6. EQUITY INVESTMENTS}

Investments comprise equity investments and equity securities. Equity investments with a controlling or significant interest include investments in companies in which the Bank holds an equity share of \(10 \%\) or more and investments made for strategic, regulatory or operational purposes. Equity investments representing a controlling interest comprise those investments where the Bank, through direct and indirect ownership interest, has the power to govern the financial and operating policies of the investee. Equity investments representing a significant interest comprise those investments where the Bank, through direct and indirect ownership interest, has the power to participate in the financial and operating policies of the investee but not to control those activities. Other equity securities comprise shareholdings which do not meet the preceding criteria.

Investments are recorded at the cost of acquisition, less allowance for permanent diminution in value, when appropriate.

\subsection*{2.7. INVESTMENTS IN DEBT SECURITIES}

Debt securities held for investment purposes are those securities which the Bank has the ability and intent to hold to maturity. Such securities comprise mainly securities issued by the Hungarian Government. Debt securities are stated at cost, adjusted for the amortization of premiums or discounts over the period from acquisition to maturity on a straight-line basis. Gains and losses on the sale of debt securities are determined based on the specific identification of the adjusted cost of each security.

\subsection*{2.8. PREMISES, EQUIPMENT AND INTANGIBLE ASSETS}

Premises, equipment and intangible assets are stated at cost, less accumulated depreciation and amortization. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the assets based on the following annual percentages:
\begin{tabular}{lr} 
Buildings & \(1-2 \%\) \\
Machinery and equipment & \(8-33.3 \%\) \\
Leased assets & \(16.7-33.3 \%\) \\
Vehicles & \(15-20 \%\) \\
Software & \(20-33.3 \%\) \\
Property rights & \(16.7 \%\)
\end{tabular}

\section*{Financial report}

The carrying value of each intangible asset is reviewed annually and adjusted for permanent impairment where it is considered necessary. Where the carrying value of premises, equipment and other tangible fixed assets is greater than the estimated recoverable amount, it is written down immediately to the estimated recoverable amount.

Depreciation and amortization on premises, equipment and intangible assets commences on the day such assets are placed into service.

\subsection*{2.9. TREASURY SHARES}

Treasury shares are purchased on the stock exchange and the over-the-counter market by the Bank and are presented in the Unconsolidated Balance Sheet as a deduction from unconsolidated shareholders' equity. Gains and losses on the sale of treasury shares are credited or charged directly to retained earnings and reserves.

\subsection*{2.10. INCOME TAXES}

The annual taxation charge is based on the tax payable under Hungarian fiscal law, adjusted for deferred taxation. Deferred taxation is provided on temporary differences in the tax bases of assets and liabilities and their carrying value for financial reporting purposes, measured at the tax rates that are expected to apply when the asset is realized or the liability is settled, based on tax rates that have been enacted at the date of the Unconsolidated Balance Sheet.

\subsection*{2.11. OFF-BALANCE SHEET COMMITMENTS, CONTINGENT LIABILITIES AND FINANCIAL INSTRUMENTS}

In the ordinary course of its business, the Bank has entered into off-balance sheet commitments such as guarantees, commitments to extend credit, letters of credit, warranties and transactions with financial instruments. These commitments are recorded in the unconsolidated financial statements if and when they become payable.

The allowance for possible losses on commitments and contingent liabilities is maintained at a level adequate to absorb probable future losses. Management determines the adequacy of the allowance based upon reviews of individual items, recent loss experience, current economic conditions, the risk characteristics of the various categories of transactions and other pertinent factors.

Changes in the value of off-balance sheet financial instruments used to manage foreign currency exposure are recognized using the same principle as that applied to the recognition of income or expense on the underlying hedged assets or liabilities. Forward differences on foreign exchange financial instruments designated as hedging are accrued on a straight-line basis over the terms of the underlying contracts.

\subsection*{2.12. UNCONSOLIDATED STATEMENT OF CASH FLOWS}

For the purposes of reporting cash flows, cash and cash equivalents include cash, due from banks and balances with the National Bank of Hungary, excluding compulsory reserve established by the National Bank of Hungary. Cash flows from hedging activities are classified in the same category as the item being hedged.

\subsection*{2.13. CHANGE IN ACCOUNTING POLICY}

Effective January 1, 2000, as a result of the introduction of Standing Interpretations Committee SIC No. 16, Share Capital Reacquired Own Equity Instruments (Treasury Shares), the Bank has changed its accounting policy regarding the presentation of treasury shares in its Unconsolidated Balance Sheet. As a result of this change in accounting policy, the Unconsolidated Balance Sheet as at December 31, 1999 has been restated. Treasury shares with a book value of HUF 2,049 million have been reclassified from Trading Securities to a component of unconsolidated shareholders' equity.

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\subsection*{2.14. RECENTLY ISSUED/ADOPTED INTERNATIONAL ACCOUNTING STANDARDS}

Effective January 1, 2001, the Bank is required to adopt IAS No. 39, Financial Instruments: Recognition and Measurement which establishes principles for recognising, measuring and disclosing information about financial assets and financial liabilities. This standard significantly increases the use of fair values in accounting for financial instruments. The standard is not expected to have a material impact upon the Bank, however a complete evaluation of the potential effect at December 31, 2000 has not been performed.

\subsection*{2.15. COMPARATIVE FIGURES}

Certain other amounts in the 1999 unconsolidated financial statements have been reclassified to conform with current year presentation.

NOTE 3: CASH, DUE FROM BANKS AND BALANCES WITH THE NATIONAL BANK OF HUNGARY
\begin{tabular}{llrr} 
& & & \(\mathbf{c}\) \\
Cash on hand: & (in HUF mn) \\
& In HUF & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
& In foreign currency & 32,986 & 49,523 \\
& & 5,559 & 3,988 \\
Due from banks and balances with NBH: & 38,545 & 53,511 \\
Short-term: & In HUF & & \\
& In foreign currency & 400,904 & 474,141 \\
& & 48,727 & 29,713 \\
Long-term: & In foreign currency & 449,631 & 503,854 \\
Total & & 4,333 & 7,874 \\
\hline
\end{tabular}

Based on the requirements for compulsory reserves set by the National Bank of Hungary, the balance of compulsory reserves amounted to approximately HUF 183,148 million and HUF 181,901 million as at December 31, 2000 and 1999, respectively.

NOTE 4: PLACEMENTS WITH OTHER BANKS AND ALLOWANCE FOR POSSIBLE PLACEMENT LOSSES
\begin{tabular}{llrr} 
& & & (in HUF mn) \\
Short-term: & In HUF & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
& In foreign currency & 78,825 & 88,925 \\
& & 126,757 & 173,947 \\
Long-term: & In HUF & 205,582 & 262,872 \\
& In foreign currency & 8,300 & 300 \\
& & 9,881 & 7,339 \\
Total & & 18,181 & 7,639 \\
Allowance for possible placement losses & \(\mathbf{2 2 3 , 7 6 3}\) & \(\mathbf{2 7 0 , 5 1 1}\) \\
\hline
\end{tabular}

Placements with other banks in foreign currency as at December 31, 2000 and 1999 bear interest rates in the range from 3.1\% to \(9.4 \%\) and from \(1.5 \%\) to \(8.2 \%\), respectively.

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Placements with other banks in HUF as at December 31, 2000 and 1999 bear interest rates in the range from 9.8\% to 12.5\% and from \(12.3 \%\) to \(16.2 \%\), respectively.

An analysis of the change in the allowance for possible placement losses is as follows:
\begin{tabular}{l|rr} 
& (in HUF mn) \\
(i999
\end{tabular}\(|\)

\section*{NOTE 5: TRADING SECURITIES}
\begin{tabular}{lrr}
\hline & (in HUF mn) \\
Hungarian Government discounted Treasury bills & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Hungarian Government interest bearing Treasury bills & 17,649 & 1,583 \\
Hungarian Government bonds and Social Security bonds & 278 & 96,130 \\
Bonds issued by the National Bank of Hungary & 86,581 & - \\
Other securities & 61,569 & 8,638 \\
\\
Lower of cost and market adjustment & 168,715 & 162,327 \\
& -50 & - \\
\hline
\end{tabular}

Trading securities are primarily denominated in HUF.
Interest rates on trading securities ranged from \(4.3 \%\) to \(16 \%\) and from \(4 \%\) to \(18.5 \%\) as at December 31, 2000 and 1999, respectively.

An analysis of the lower of cost and market adjustment is as follows:
\begin{tabular}{lrrr} 
& & (in HUF mn) \\
& \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Balance as at January 1 & 0 & 105 \\
Lower of cost and market adjustment & 50 & -105 \\
\hline Balance as at December 31 & \(\mathbf{5 0}\) & \(\mathbf{0}\) \\
\hline
\end{tabular}

\section*{NOTE 6: LOANS AND ALLOWANCE FOR POSSIBLE LOAN LOSSES}
\begin{tabular}{lcc} 
& & (in HUF mn) \\
Short-term loans and trade bills (within one year) & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Long-term loans and trade bills (over one year) & 308,374 & 231,785 \\
Allowance for possible loan losses & 337,115 & 279,419 \\
\hline
\end{tabular}

Foreign currency loans represent approximately \(25 \%\) and \(22 \%\) of the loan portfolio, before allowance for possible losses, as at December 31, 2000 and 1999, respectively.

\section*{Financial report}

Loans denominated in HUF, with a maturity within one year as at December 31, 2000 and 1999, bear interest rates in the range from \(17 \%\) to \(29 \%\) and from \(21 \%\) to \(29 \%\), respectively.

Loans denominated in HUF, with a maturity over one year as at December 31, 2000 and 1999, bear interest rates in the range from \(13.4 \%\) to \(24.3 \%\) and from \(15 \%\) to \(25.5 \%\), respectively.

Approximately \(9 \%\) and \(11 \%\) of the gross loan portfolio represented loans on which interest is not being accrued as at December 31, 2000 and 1999, respectively.

An analysis of the loan portfolio by type, before allowances for possible loan losses, is as follows:
\begin{tabular}{lrrrr} 
& \multicolumn{2}{c}{ 2000 } & \multicolumn{3}{c}{\({ }^{(\text {(in HUF mn) }}\)} \\
\hline Commercial loans & 406,011 & \(63 \%\) & 302,697 & \(59 \%\) \\
Municipality loans & 53,727 & \(8 \%\) & 45,652 & \(9 \%\) \\
Housing loans & 103,293 & \(16 \%\) & 95,001 & \(19 \%\) \\
Consumer loans & 82,458 & \(13 \%\) & 67,854 & \(13 \%\) \\
\hline
\end{tabular}

An analysis of the change in the allowance for possible loan losses is as follows:
\begin{tabular}{lrrr} 
& & (in HUF mn) \\
& \(\mathbf{1 9 9 9}\) \\
Balance as at January 1 & 2000 & 18,629 \\
Provision for possible loan losses & 5,684 & 7,622 \\
Write-offs & \(-8,311\) & \(-3,807\) \\
Balance as at December 31 & \(\mathbf{1 9 , 8 1 6}\) & \(\mathbf{2 2 , 4 4 4}\) \\
\hline
\end{tabular}

NOTE 7: EQUITY INVESTMENTS


As at December 31, 2000 and 1999, except as follows, all investments were in companies incorporated in Hungary. As at December 31, 2000 and 1999, the Bank held an investment in a company incorporated in the United Kingdom, the carrying value of which is HUF 1,192 million and HUF 1,143 million, respectively.

Equity investments in companies in which the Bank has a controlling interest are detailed as follows:


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\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{(continued from page 72)} & \multicolumn{2}{|l|}{\multirow[b]{2}{*}{\begin{tabular}{l}
December 31, 2000 \\
\% Held (direct and indirect)
\end{tabular}}} & \multicolumn{2}{|l|}{\begin{tabular}{l}
(in HUF mn) \\
December 31, 1999
\end{tabular}} \\
\hline & & & \% Held (direct and indirect) & Cost \\
\hline OTP Securities Ltd. & 100\% & 750 & 100\% & 750 \\
\hline Merkantil Bank Ltd. & 100\% & 1,600 & 100\% & 1,600 \\
\hline OTP Building Society Ltd. & 100\% & 1,950 & 100\% & 1,950 \\
\hline HIF Ltd. & 100\% & 1,192 & 100\% & 1,143 \\
\hline Bank Center No. 1. Ltd. & 100\% & 9,364 & 100\% & 9,364 \\
\hline OTP Factoring Ltd. & 100\% & 150 & 100\% & 150 \\
\hline INGA One Ltd. & 100\% & 407 & 100\% & 407 \\
\hline INGA Two Ltd. & 100\% & 5,892 & 100\% & 5,892 \\
\hline OTP Funds Servicing and Consulting Ltd. & 100\% & 242 & & - \\
\hline OTP Fund Management Ltd. & 100\% & 1,653 & 100\% & 33 \\
\hline Other & 100\% & 14 & 100\% & 14 \\
\hline  & & 30,361 & & 27,352 \\
\hline
\end{tabular}

During 1999 Bank Center No. 1. Ltd. sold the office building which represented its primary asset. As a result of this transaction, Bank Center No. 1. Ltd. paid a dividend of HUF 6,820 million to the Bank and as at December 31, 1999 the Bank recorded a provision for permanent diminution in value of HUF 3,006 million against the equity investment in Bank Center No. 1. Ltd.

An analysis of the change in the allowance for permanent diminution in value is as follows:
\begin{tabular}{lrrr} 
& & (in HUF mn) \\
Balance as at January 1 & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Provision for permanent diminution in value & 8,311 & 2,516 \\
Balance as at December 31 & 744 & 5,795 \\
\hline
\end{tabular}

\section*{NOTE 8: INVESTMENTS IN DEBT SECURITIES}
\begin{tabular}{llrr} 
& & (in HUF mn) \\
Government securities & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Other debt securities & 272,067 & 139,718 \\
& 11,294 & 12,708 \\
\hline & \(\mathbf{2 8 3 , 3 6 1}\) & \(\mathbf{1 5 2 , 4 2 6}\) \\
\hline
\end{tabular}

Interest conditions and the remaining maturities of investments in debt securities can be analysed as follows:
\begin{tabular}{lrc} 
& & (in HUF mn) \\
(999 \\
Within five years, variable interest & \(\mathbf{2 0 0 0}\) & 32,187 \\
Within five years, fixed interest & 103,413 & 55,915 \\
& 142,634 & 88,102 \\
Over five years, variable interest & 246,047 & 61,616 \\
Over five years, fixed interest & 17,503 & 2,708 \\
& 19,811 & 64,324 \\
Total & 37,314 & \(\mathbf{1 5 2 , 4 2 6}\) \\
\hline
\end{tabular}

\section*{Financial report}

Approximately \(92 \%\) and \(84 \%\) of the debt securities portfolio was denominated in HUF as at December 31, 2000 and 1999, respectively. In most cases, interest on variable rate securities is based on the interest rates of 90 day Hungarian Government Treasury bills and is adjusted semi-annually.

Interest rates on fixed interest securities denominated in HUF ranged from \(7.5 \%\) to \(16 \%\) and from \(9.5 \%\) to \(16 \%\) as at December 31, 2000 and 1999, respectively. Interest on fixed rate and variable rate securities is, in most cases, paid semi-annually.

\section*{NOTE 9: PREMISES, EQUIPMENT AND INTANGIBLE ASSETS}
\begin{tabular}{lrrr} 
& & (in HUF mn) \\
Land and buildings & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Machinery and equipment & 32,494 & 38,011 \\
Construction in progress & 45,047 & 5,447 \\
Intangible assets & 1,640 & 5,194 \\
& 21,147 & 17,473 \\
Accumulated depreciation and amortization & 100,328 & 90,125 \\
& \(-44,655\) & \(-34,629\) \\
\hline
\end{tabular}

\section*{NOTE 10: OTHER ASSETS}
\begin{tabular}{lrr} 
& & (in HUF mn) \\
Receivables due to collection of Hungarian Government securities & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Property held for sale & 256 & 1,680 \\
Due from Government for interest subsidies & 1,189 & 770 \\
Trade receivables & 510 & 1,862 \\
Advances for securities and investments & 2,183 & 514 \\
Deferred tax asset & 534 & 235 \\
Taxes recoverable & 332 & 350 \\
Inventories & 96 & 1,222 \\
Other advances & 1,137 & 1,259 \\
Credits sold under deferred payment scheme & 503 & 1,177 \\
Subsidies paid on behalf of the Government & 5,668 & 749 \\
Dividends receivable from Bank Center No. 1. Ltd. & 804 & 6,820 \\
Margin account balance & - & - \\
Accounts with investment and pension funds & 58 & 14 \\
Settlement accounts & 91 & 2,378 \\
Other & 2,007 & 1,242 \\
& 4,540 & 20,588 \\
Allowance for possible losses on other assets & 19,908 & \(-1,410\) \\
\hline
\end{tabular}

Allowance for possible losses on other assets mainly consists of allowances for property held for sale and credits sold under deferred payment scheme.

An analysis of the change in the allowance for possible losses on other assets is as follows:
\begin{tabular}{llrl} 
& & \begin{tabular}{c} 
(in HUF mn) \\
\(\mathbf{1 9 9 9}\)
\end{tabular} \\
Balance as at January 1 & \(\mathbf{2 0 0 0}\) & 984 \\
Provision for permanent diminution in value & 1,410 & 426 \\
Balance as at December 31 & 1,498 & \(\mathbf{1 , 4 1 0}\) \\
\hline
\end{tabular}

\section*{Financial report}

NOTE 11: DUE TO BANKS AND DEPOSITS FROM THE NATIONAL BANK OF HUNGARY AND OTHER BANKS
\begin{tabular}{lllr} 
& & & (in HUF mn) \\
Within one year: & in HUF & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
& in foreign currency & 4,714 & 10,622 \\
& & 22,215 & 9,790 \\
Over one year: & in HUF & 26,929 & 20,412 \\
& in foreign currency & 10,033 & 12,908 \\
& & 7,453 & 8,888 \\
Total & 17,486 & 21,796 \\
\hline
\end{tabular}

Due to banks and deposits from the National Bank of Hungary and other banks payable in HUF within one year as at December 31, 2000 and 1999, bear interest rates in the range from \(10.8 \%\) to \(11.8 \%\) and from \(12.3 \%\) to \(14 \%\), respectively.
Due to banks and deposits from the National Bank of Hungary and other banks payable in HUF over one year as at December 31, 2000 and 1999, bear interest rates in the range from \(3 \%\) to \(11 \%\) and from \(3 \%\) to \(15.5 \%\), respectively.

Due to banks and deposits from the National Bank of Hungary and other banks payable in foreign currency within one year as at December 31, 2000 and 1999, bear interest rates in the range from \(2 \%\) and \(6.9 \%\) and from \(1.9 \%\) and \(7.1 \%\), respectively.

Due to banks and deposits from the National Bank of Hungary and other banks payable in foreign currency over one year as at December 31, 2000 and 1999, bear interest rates in the range form \(5 \%\) and \(8 \%\) and from \(1.2 \%\) to \(9.2 \%\), respectively.

\section*{NOTE 12: DEPOSITS FROM CUSTOMERS}


Deposits from customers payable in HUF within one year as at December 31, 2000 and 1999, bear interest rates in the range from \(1 \%\) and \(8.5 \%\) and from \(3 \%\) to \(11.8 \%\), respectively.
Deposits from customers payable in HUF over one year as at December 31, 2000 and 1999, bear interest rates in the range from \(6.5 \%\) and \(9.5 \%\) and from \(9.8 \%\) to \(11.8 \%\), respectively.

Deposits from customers payable in foreign currency as at December 31, 2000 and 1999, bear interest rates in the range from \(0.1 \%\) to \(4 \%\) and from \(0.1 \%\) to \(4.2 \%\), respectively.

\section*{NOTE 13: LIABILITIES FROM ISSUED SECURITIES}


Liabilities from issued securities are denominated in HUF at interest rates in the range from \(6 \%\) to \(8.8 \%\) and from \(7 \%\) to \(10.8 \%\) as at December 31, 2000 and 1999, respectively.

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\section*{NOTE 14: OTHER LIABILITIES}
\begin{tabular}{lrr} 
& & (in HUF mn) \\
Taxes payable & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Giro clearing accounts & 2,227 & 1,173 \\
Accounts payable & 15,977 & 12,031 \\
Liabilities from finance leases & 3,903 & 3,922 \\
Salaries and social security payable & - & 64 \\
Liabilities from security trading & 3,380 & 3,732 \\
Allowances for possible losses on off-balance sheet commitments, & 9,134 & 4,557 \\
contingent liabilities and financial instruments & 2,345 & 3,039 \\
Margin account balance & - & 84 \\
Dividends payable & 5,789 & 5,324 \\
Accrued expenses & 2,854 & 5,078 \\
Suspense accounts & 3,720 & 4,506 \\
Other & 6,084 & 4,963 \\
& \(\mathbf{5 5 , 4 1 3}\) & \(\mathbf{4 8 , 4 7 3}\)
\end{tabular}

The allowances for possible losses on off-balance sheet commitments, contingent liabilities and financial instruments are detailed as follows:


The allowance for possible losses on other off-balance sheet commitments, contingent liabilities and financial instruments, primarily relates to commitments stemming from guarantees issued by the Bank.

As part of its operations, until 1991, the Bank financed and constructed residential accommodations for resale on which it was required to provide a ten year guarantee against defective workmanship. The Bank has recourse against the constructors for any claims. The recovery of such claims is, however, dependent upon the financial status of the constructors, which is impaired in certain cases. An allowance has been recorded to account for the estimated possible future losses due to housing warranties.

Movements in the allowance for possible losses on commitments, contingent liabilities and financial instruments can be summarized as follows:
\begin{tabular}{llcc} 
\\
& & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\)
\end{tabular} (in HUF mn)

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\section*{NOTE 15: SUBORDINATED BONDS AND LOANS}

In 1993, the Bank issued HUF 5 billion in bonds, which are subordinated to the other liabilities of the Bank and subscribed by the Hungarian Ministry of Finance. Interest on subordinated bonds and the frequency of payment of interests are based on condition of interest of 2013/C credit consolidated government bonds, which is a variable-rate bond, the interest payable and the rate of interest are fixed twice a year. The semiannual interest payable was \(7.03 \%\) as at June 20, 2000 and \(5.57 \%\) as at December 20, 2000. The original maturity was 20 years. The proceeds of the subordinated bonds were invested in Hungarian Government bonds with similar interest conditions and maturity.

In December 1996, the Bank obtained a USD 30 million and DEM 31.14 million subordinated loan from the European Bank for Reconstruction and Development. The loan has a ten-year maturity, with interest payable at six-month LIBOR \(+1.0 \%\) from December 29, 1997 until June 28, 1999, at six-month LIBOR + 1.7\% from June 28, 1999 until December 27, 2004 and at sixmonth LIBOR \(+2.5 \%\) from December 27, 2004 until December 27, 2006.

\section*{NOTE 16: SHARE CAPITAL}
\begin{tabular}{lrr} 
(in HUF mn) \\
Authorized, issued and fully paid: & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Common shares of HUF one thousand each & & 26,850 \\
Preference shares of HUF one thousand each & 1,150 & 1,150 \\
& \(\mathbf{2 8 , 0 0 0}\) & \(\mathbf{2 8 , 0 0 0}\)
\end{tabular}

Preference shares are non-voting, entitle bearers to a minimum \(12 \%\) dividend and rights for such dividends are cumulative. In the event insufficient dividends are paid to the preferred shareholders for two consecutive years, the preference shares will automatically receive voting rights until the accumulated dividends are paid.

From September 3, 1997, the Bank has one preferential voting share (the "Special Share") outstanding with a nominal value of HUF 1 thousand (see Note 1.1).

\section*{NOTE 17: RETAINED EARNINGS AND RESERVES}
\begin{tabular}{llcc} 
& & (in HUF mn) \\
Balance as at January 1 & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Income after income taxes & 80,196 & 58,306 \\
Profit/(loss) on sale of Treasury Shares & 32,388 & 27,035 \\
Dividends & 70 & -187 \\
\(\quad\) Balance as at December 31 & \(-5,252\) & \(-4,958\) \\
\hline \(\mathbf{1 0 7 , 4 0 2}\) & \(\mathbf{8 0 , 1 9 6}\)
\end{tabular}

The Bank's reserves under Hungarian Accounting Standards were HUF 99,501 million and HUF 72,653 million as at December 31, 2000 and 1999, respectively. Of these amounts, legal reserves represent HUF 25,610 million and HUF 22,362 million, respectively. The legal reserve is not available for distribution.

Dividends for the year ended December 31, 1999 represent the dividends declared by the Bank's shareholders for both preference and common shares at the Annual General Meeting in 2000.

Dividends for the year ended December 31, 2000 represent the dividends to be proposed to the Bank's shareholders by management of the Bank at the forthcoming Annual General Meeting.

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\section*{NOTE 18: TREASURY SHARES}
\begin{tabular}{lrr} 
& \(\mathbf{2 0 0 0}\) & (in HUF mn) \\
\hline Nominal value (Common Shares) & 813 & 459 \\
Carrying value & 9,067 & 2,049
\end{tabular}

\section*{NOTE 19: OTHER EXPENSES}
\begin{tabular}{lrr} 
& & (in HUF mn) \\
Lower of cost and market adjusment on trading securities & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Provision for permanent diminution in value of equity investments & 50 & 5,105 \\
Provision for other assets & 744 & 5,795 \\
(Credit)/provision for possible losses on off-balance sheet commitments, & 1,498 & 426 \\
contingent liabilities and financial instruments & -344 & 688 \\
Administration expenses, including rent & 15,176 & 16,391 \\
Advertising & 2,057 & 2,181 \\
Taxes, other than income & 7,965 & 8,044 \\
Services & 10,248 & 10,574 \\
Professional fees & 2,178 & 2,213 \\
Other & 2,327 & 513 \\
& \(\mathbf{4 1 , 8 9 9}\) & \(\mathbf{4 6 , 7 2 0}\)
\end{tabular}

\section*{NOTE 20: INCOME TAXES}

The Bank is presently liable for income tax at a rate of \(18 \%\) of taxable income.
A reconciliation of the income tax charge is as follows:
\begin{tabular}{llrr} 
& & (in HUF mn) \\
Current tax & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Deferred tax & 7,733 & 4,934 \\
& -97 & 105 \\
\hline
\end{tabular}

A reconciliation of the deferred tax asset is as follows:
\begin{tabular}{llcc|} 
& & (in HUF mn) \\
Balance as at January 1 & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Deferred tax credit/(charge) & 235 & 340 \\
Balance as at December 31 & 97 & -105 \\
\hline
\end{tabular}

A reconciliation of the income tax charge is as follows:
\begin{tabular}{lrr} 
& & (in HUF mn) \\
& \(\mathbf{1 9 9 9}\) \\
Income before income taxes & \(\mathbf{2 0 0 0}\) & 32,074 \\
Permanent differences due to movements in statutory provisions & 40,024 & 737 \\
Dividend income & -160 & \(-7,045\) \\
Other permanent differences & 1,822 & 1,662 \\
Adjusted tax base & 42,423 & 27,992 \\
Income tax at 18\% & \(\mathbf{7 , 6 3 6}\) & \(\mathbf{5 , 0 3 9}\) \\
\hline
\end{tabular}

\section*{NOTE 21: OFF-BALANCE SHEET COMMITMENTS, CONTINGENT LIABILITIES AND FINANCIAL INSTRUMENTS}
\begin{tabular}{lrr} 
& & (in HUF mn) \\
Commitments: & \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Forward purchase commitments, foreign exchange & 47,289 & 27,912 \\
Forward purchase commitments, securities & - & 26,751 \\
Repurchase agreements & 15 & 144 \\
& 47,304 & 54,807 \\
Contingent liabilities: & & \\
Commitments to extend credit & 157,403 & 145,917 \\
Guarantees arising from banking activities & 15,892 & 14,917 \\
Confirmed letters of credit & 988 & 3,163 \\
Options & 12,555 & 12,155 \\
Local tax contingency & 542 & 542 \\
& 187,380 & 176,694 \\
& \(\mathbf{2 3 4 , 6 8 4}\) & \(\mathbf{2 3 1 , 5 0 1}\)
\end{tabular}

The Bank employs derivative financial instruments primarily to hedge the foreign exchange exposure generated by the sale of foreign currency against HUF which are designed to benefit from the relatively high interest rates on HUF placements. These financial instruments are designed as hedges of underlying exposures identified as portions of the Bank's foreign currency assets and liabilities. Because of the correlation between these financial instruments and the underlying exposures being hedged, fluctuations in the value of the financial instruments are offset by the changes in the value of the underlying exposure.

The Bank has a legal case against the Municipality of Budapest in connection with local tax paid in previous years. The Bank paid the total amount of local tax due, but the Municipality of Budapest has challenged the allocation of the tax between the various Hungarian municipalities. The total amount of local tax being claimed by the Municipality of Budapest is HUF 542 million. Management believes this claim by the Municipality of Budapest to be groundless and is vigorously defending the Bank against this claim. No provision for possible loss has been recorded by the Bank.

For an analysis of the allowance for possible losses on off-balance sheet commitments, contingent liabilities and financial instruments, see Note 14.

\section*{NOTE 22: RELATED PARTY TRANSACTIONS}

Transactions with related parties, other than increases in share capital, are summarized below:

During the year ended December 31, 2000 and 1999 the Bank sold, without recourse, non-performing loans and the related accrued interest receivable to OTP Factoring for HUF 2,030 million and HUF 808 million, respectively. The gross book value of such credits was HUF 9,895 million and HUF 4,657 million, respectively, with a corresponding allowance for possible loan losses of HUF 7,005 million and HUF 4,098 million, respectively. The underlying mortgage rights were also transferred to OTP Factoring. Gains or losses related to such transactions are included in the unconsolidated financial statements.

Commissions received by the Bank from OTP Securities in relation to securities transactions were HUF 1,076 million and HUF 1,500 million for the years ended December 31, 2000 and 1999, respectively. Gains recorded by the Bank from the sale of securites to OTP Secuities were HUF 817 million and HUF 500 million for the years ended December 31, 2000 and 1999, respectively.

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Commissions received by the Bank from OTP Building Society in relation to finalised customer contracts were HUF 291 million and HUF 214 million for the years ended December 31, 2000 and 1999, respectively.

Insurance premiums paid by the Bank to OTP Garancia Insurance were HUF 549 million and HUF 613 million for the years ended December 31, 2000 and 1999, respectively.

Commissions received by the Bank from OTP Fund Management Ltd. in relation to custody activity were HUF 258 million and HUF 153 million, in relation to trading activity were HUF 1,265 million and HUF 744 million for the years ended December 31, 2000 and 1999, respectively.

Commissions received by the Bank from OTP Real Estate Ltd. in relation to its activity were HUF 961 million and HUF 829 million for the years ended December 31, 2000 and 1999, respectively.

Revenue from the sale of real estate during the year ended December 31, 2000 and 1999 to OTP Real Estate Fund Management, were HUF 178 million and HUF 39 million, respectively. The net book value of such real estate was HUF 307 million and HUF 74 million, respectively.

In the normal course of business, the Bank enters into other transactions with its subsidiaries, the amounts and volumes of which are not significant to these unconsolidated financial statements taken as a whole.

\section*{NOTE 23: NON-CASH INVESTING AND FINANCING ACTIVITIES}

Investments amounting to HUF 54,062 million, reclassified by the Bank in 2000 from Investment in Debt Securities to Trading Securities, have been excluded from the Unconcolidated Statement of Cash Flows for 2000.

\section*{NOTE 24: CASH AND CASH EQUIVALENTS}
\begin{tabular}{lrr} 
& \(\mathbf{2 0 0 0}\) & (in HUF mn) \(^{\text {(1999 }}\) \\
\hline Cash, due from banks and balances with the NBH & 492,509 & 565,239 \\
Compulsory reserve established by the NBH & \(-183,148\) & \(-181,901\)
\end{tabular}
\(\square \mathrm{L}\)

\section*{NOTE 25: TRUST ACTIVITIES}

The Bank acts as a trustee for certain loans granted by companies or employers to their employees, mainly for housing purposes. The ultimate risk for these loans rests with the party advancing the funds. As these loans and related funds are not considered to be assets or liabilities of the Bank, they have been excluded from the accompanying Unconsolidated Balance Sheet. The total amount of such loans managed by the Bank as a trustee amounted to HUF 42,955 million and HUF 42,361 million as at December 31, 2000 and 1999, respectively.

\section*{NOTE 26: CONCENTRATION OF ASSETS AND LIABILITIES}

Approximately \(46 \%\) of the Bank's total assets consisted of receivables from, or securities issued by, the Hungarian Government or the National Bank of Hungary as at December 31, 2000 and 1999. There were no other significant concentrations of the Bank's assets or liabilities as at December 31, 2000 and 1999, respectively.

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\section*{NOTE 27: MATURITY ANALYSIS OF ASSETS AND LIABILITIES AND LIQUIDITY RISK}

As at December 31, 2000
\begin{tabular}{|c|c|c|c|}
\hline  & Short-term (Within one year) & Long-term (Over one year) & Total \\
\hline Cash, Due from Banks and Balances with the National Bank of Hungary & 488,176 & 4,333 & 492,509 \\
\hline Placements with Other Banks, Net of Allowance for Possible Placement Losses & 205,399 & 18,181 & 223,580 \\
\hline Trading Securities & 168,665 & - & 168,665 \\
\hline Loans, Net of Allowance for Possible Loan Losses & s 300,967 & 324,706 & 625,673 \\
\hline Accrued Interest Receivable & 26,882 & - & 26,882 \\
\hline Investments & - & 26,638 & 26,638 \\
\hline Investments in Debt Securities & 42,709 & 240,652 & 283,361 \\
\hline Premises, Equipment and Intangible Assets, Net & - & 55,673 & 55,673 \\
\hline Other Assets & 17,000 & - & 17,000 \\
\hline Total assets & 1,249,798 & 670,183 & 1,919,981 \\
\hline Due to Banks and Deposits from the & & & \\
\hline National Bank of Hungary and Other Banks & 26,929 & 17,486 & 44,415 \\
\hline Deposits from Customers & 1,639,032 & 24,900 & 1,663,932 \\
\hline Liabilities from Issued Securities & 883 & 150 & 1,033 \\
\hline Accrued Interest Payable & 11,093 & - & 11,093 \\
\hline Other Liabilities & 55,413 & - & 55,413 \\
\hline Subordinated Bonds and Loans & - & 17,760 & 17,760 \\
\hline TOTAL LIABILITIES & 1,733,350 & 60,296 & 1,793,646 \\
\hline Share Capital & - & 28,000 & 28,000 \\
\hline Retained Earnings and Reserves & - & 107,402 & 107,402 \\
\hline Treasury Shares & -9,067 & - & -9,067 \\
\hline TOTAL SHAREHOLDERS' EQUITY & -9,067 & 135,402 & 126,335 \\
\hline Total liabilities and shareholder's equity & 1,724,283 & 195,698 & 1,919,981 \\
\hline LIQUIDITY DEFICIENCY/EXCESS & -474,485 & 474,485 & IV \\
\hline
\end{tabular}

Deposits from Customers represent 92.8 \% of Total Liabilities. From this amount, HUF 493,442 million represent deposits repayable on demand, (see also Note 30).

As at December 31, 1999


Cash, Due from Banks and Balances with the National Bank of Hungary
\begin{tabular}{rrr}
557,365 & 7,874 & 565,239 \\
262,633 & 7,639 & 270,272 \\
162,327 & - & 162,327
\end{tabular}

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Deposits from Customers represent 92.2 \% of Total Liabilities. From this amount, HUF 431,376 million represent deposits repayable on demand, (see also Note 30).

\section*{NOTE 28: NET FOREIGN CURRENCY POSITION AND FOREIGN CURRENCY RISK}

As at December 31, 2000
\begin{tabular}{|c|c|c|c|c|}
\hline  & USD & EUR & Other & \[
\begin{aligned}
& \text { (in } \mathrm{Hl} \\
& \text { Total }
\end{aligned}
\] \\
\hline Assets & 150,619 & 192,580 & 46,732 & 389,931 \\
\hline Liabilities & -162,973 & -183,434 & -47,487 & -393,894 \\
\hline Off-balance sheet assets and Liabilities, net & 13,305 & -7,579 & 117 & 5,843 \\
\hline Net position & 951 & 1,567 & -638 & 1,880 \\
\hline
\end{tabular}

As at December 31, 1999
\begin{tabular}{|c|c|c|c|c|}
\hline  & USD & EUR & Other & (in HUF mn) Total \\
\hline Assets & 139,327 & 174,398 & 47,660 & 361,385 \\
\hline Liabilities & -136,794 & -171,278 & -47,497 & -355,569 \\
\hline Off-balance sheet assets and liabilities, net & -28 & 2,099 & 36 & 2,107 \\
\hline Net position & 2,505 & 5,219 & 199 & 7,923 \\
\hline
\end{tabular}

EUR includes items denominated in EURO, DEM and ATS.

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\section*{NOTE 29: FAIR VALUE ANALYSIS OF MONETARY ASSETS AND LIABILITIES}

Trading Securities and Investments in Debt Securities:
\begin{tabular}{lccc} 
& \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) & (in HUF mn) \\
Carrying Value & 452,076 & 314,753 \\
Fair Value & 451,769 & 331,334
\end{tabular}

The fair value of both trading and investment securities has been determined based on the market rates for publicly quoted securities. For those securities which are not publicly quoted, the management of the Bank has employed other methods to determine fair value, including discounted cash flow analysis.

With the exception of those items listed above and described in the following paragraph, the fair value of other financial instruments approximates their carrying value at December 31, 2000 and 1999.

It is not practicable within the constraints of timeliness or cost to determine the fair value of investments in equity securities with sufficient reliability; information about the principal characteristics of those items are separately disclosed.

\section*{NOTE 30: INTEREST RATE RISK MANAGEMENT}

The majority of the Bank's interest bearing assets and liabilities are structured to match either short-term assets and short-term liabilities, or long-term assets and liabilities with repricing opportunities within one year, or long-term assets and corresponding liabilities where repricing is performed simultaneously. Interest rate risk mismatch is limited to a very short-term portion of the Bank's unconsolidated assets and liabilities.

In addition, the significant spread existing between the different types of interest bearing assets and liabilities enables the Bank to benefit from a high level of flexibility in adjusting for its interest rate matching and interest rate risk exposure.

\section*{NOTE 31: EARNINGS PER SHARE}

Earnings per share attributable to the Bank's common shares are determined based on dividing income after income taxes for the year attributable to common shareholders, after the deduction of declared preference dividends, by the weighted average number of common shares outstanding during the year.
\begin{tabular}{lrr} 
& \(\mathbf{2 0 0 0}\) & \(\mathbf{1 9 9 9}\) \\
Income after income taxes (in HUF mn) & 32,388 & 27,035 \\
Proposed/declared preference dividends (in HUF mn) & -45 & -207 \\
\begin{tabular}{l} 
Income after income taxes for the year \\
attributable to common shareholders (in HUF mn) \\
Weighted average number of common shares \\
outstanding during the year (piece)
\end{tabular} & 32,343 & 26,828 \\
\hline Earnings per share (in HUF) & \(26,132,521\) & \(26,244,367\) \\
\hline
\end{tabular}

The weighted average number of common shares outstanding during the period does not include own shares held.
For the year ended December 31, 2000 the Bank will not pay dividends on preference shares with a nominal value of HUF 928 million, which were repurchased by the Bank during the first quarter of the year ended December 31, 2001.

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\section*{NOTE 32: RECONCILIATION OF FINANCIAL STATEMENTS PREPARED UNDER HUNGARIAN ACCOUNTING STANDARDS AND FINANCIAL STATEMENTS PREPARED UNDER IAS}
\begin{tabular}{|c|c|c|c|c|c|}
\hline  & Retained Earnings and Reserves January 1, 2000 & Income for the Year Ended December 31, 2000 & Dividends & Direct Movements on Reserves & \begin{tabular}{l}
(in HUF mn) \\
Retained Earnings and Reserves December 31, 2000
\end{tabular} \\
\hline Hungarian financial statements & 72,653 & 32,483 & -5,252 & -383 & 99,501 \\
\hline \multicolumn{6}{|l|}{Adjustments to Hungarian financial statements:} \\
\hline Reversal of statutory general provision & 7,444 & 1,105 & - & - & 8,549 \\
\hline Reversal of statutory provision for net foreign currency position & 452 & -382 & - & - & 70 \\
\hline Reversal of statutory country risk provision & 566 & 14 & - & - & 580 \\
\hline Premium and discount amortization on investment securities & 280 & -1,193 & - & - & -913 \\
\hline Allowance for possible loan losses & -1,340 & - & - & - & -1,340 \\
\hline \multicolumn{6}{|l|}{Allowance for possible losses on off-balance sheet commitments, contingent} \\
\hline liabilities and financial instruments & -800 & 350 & - & - & -450 \\
\hline Increase of investment in subsidiary & 950 & 62 & - & - & 1,012 \\
\hline Difference in accounting for finance leases & -252 & 313 & - & - & 61 \\
\hline Deferred taxation & 235 & 97 & - & - & 332 \\
\hline Difference in accounting for off-balance shee financial instruments & -534 & -8 & - & - & -542 \\
\hline Profit on sale of Treasury Shares & - & -70 & - & 70 & - \\
\hline Reclassification of direct charges & - & -383 & - & 383 & - \\
\hline Reclassification of 1999 direct charge related to local tax & 542 & - & - & - & 542 \\
\hline International financial statements & 80,196 & 32,388 & -5,252 & 70 & 107,402 \\
\hline
\end{tabular}```

