

## Financial Reports



**otpbank**

## INDEPENDENT AUDITORS' REPORT

To the Shareholders and Board of Directors of OTP Bank Plc.

We have audited the accompanying consolidated financial statements of OTP Bank Plc. and its subsidiaries, which comprise the consolidated balance sheet as at December 31, 2008, and the related consolidated income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes, included on pages 60 to 108 of this Annual Report.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### *Auditor's Responsibility*

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

*Opinion*


In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of OTP Bank Plc. and its subsidiaries as of December 31, 2008, and of its consolidated financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

Budapest, March 20, 2009



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## Balance Sheet

(consolidated, based on IFRS, as at 31 December 2008, in HUF million)

|   | Note | 2008             | 2007             |
|---|------|------------------|------------------|
| Cash, amounts due from banks and balances with the National Bank of Hungary         | 4.   | 348,849          | 353,243          |
| Placements with other banks, net of allowance for placement losses                  | 5.   | 593,542          | 654,788          |
| Financial assets at fair value through profit or loss                               | 6.   | 129,332          | 285,895          |
| Securities available-for-sale   | 7.   | 481,257          | 473,925          |
| Loans, net of allowance for loan losses   | 8.   | 6,730,170        | 5,582,437        |
| Accrued interest  |      | 87,793           | 63,459           |
| Associates and other investments  | 9.   | 10,467           | 9,892            |
| Securities held-to-maturity   | 10.  | 321,733          | 317,557          |
| Property and equipment  | 11.  | 200,359          | 188,486          |
| Intangible assets   | 11.  | 269,342          | 353,423          |
| Other assets  | 12.  | 206,592          | 178,769          |
| <b>TOTAL ASSETS</b>   |      | <b>9,379,436</b> | <b>8,461,874</b> |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks | 13.  | 842,867          | 798,154          |
| Deposits from customers   | 14.  | 5,219,226        | 5,038,372        |
| Liabilities from issued securities  | 15.  | 1,526,639        | 985,265          |
| Accrued interest payable  |      | 99,141           | 60,153           |
| Fair value of derivative financial instruments designated as held for trading       |      | 125,487          | 12,920           |
| Other liabilities   | 16.  | 200,957          | 370,269          |
| Subordinated bonds and loans  | 17.  | 316,148          | 301,164          |
| <b>TOTAL LIABILITIES</b>  |      | <b>8,330,465</b> | <b>7,566,297</b> |
| Share capital   | 18.  | 28,000           | 28,000           |
| Retained earnings and reserves  | 19.  | 1,160,935        | 976,225          |
| Treasury shares   | 20.  | (146,749)        | (114,001)        |
| Minority interest   | 21.  | 6,785            | 5,353            |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>   |      | <b>1,048,971</b> | <b>895,577</b>   |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>                                   |      | <b>9,379,436</b> | <b>8,461,874</b> |

The accompanying notes to consolidated financial statements on pages 64 to 108 form an integral part of these consolidated financial statements.

## Statements of Operations

(consolidated based on IFRS, for the year ended 31 December 2008, in HUF million)

|   | Note   | 2008           | 2007           |
|---|--------|----------------|----------------|
| Interest Income:  |        |                |                |
| Loans   |        | 720,650        | 586,883        |
| Placements with other banks   |        | 172,586        | 95,793         |
| Amounts due from banks and balances with the National Bank of Hungary               |        | 16,161         | 12,824         |
| Securities held for trading   |        | 7,029          | 7,272          |
| Securities available-for-sale   |        | 32,402         | 34,145         |
| Securities held-to-maturity   |        | 26,624         | 29,938         |
| Total Interest Income   |        | 975,452        | 766,855        |
| Interest Expense:   |        |                |                |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks |        | 226,809        | 76,147         |
| Deposits from customers   |        | 221,607        | 172,506        |
| Liabilities from issued securities  |        | 72,750         | 50,197         |
| Subordinated bonds and loans  |        | 17,009         | 16,438         |
| Total Interest Expense  |        | 538,175        | 315,288        |
| <b>NET INTEREST INCOME</b>  |        | <b>437,277</b> | <b>451,567</b> |
| Provision for impairment on loan and placement losses                               | 5., 8. | 111,449        | 58,184         |
| <b>NET INTEREST INCOME AFTER PROVISION FOR LOAN AND PLACEMENT LOSSES</b>            |        | <b>325,828</b> | <b>393,383</b> |
| Non-Interest Income:  |        |                |                |
| Fees and commissions  |        | 181,765        | 168,913        |
| Foreign exchange gains, net   |        | 130,527        | 8,399          |
| (Losses)/gains on securities, net   |        | (1,096)        | 5,085          |
| Gains on real estate transactions   |        | 1,807          | 1,371          |
| Dividend income and gains and losses of associated companies                        |        | 2,466          | 993            |
| Insurance premiums  |        | 60,432         | 83,591         |
| Gain on sale of insurance business line   | 40.    | 121,186        | –              |
| Other   |        | 27,801         | 40,067         |
| Total Non-Interest Income   |        | 524,888        | 308,419        |
| Non-Interest Expenses:  |        |                |                |
| Fees and commissions  |        | 46,534         | 35,903         |
| Personnel expenses  |        | 167,461        | 147,831        |
| Depreciation and amortization   | 11.    | 132,201        | 35,627         |
| Insurance expenses  |        | 47,178         | 69,204         |
| Administration expenses   |        | 116,783        | 106,484        |
| Other   | 22.    | 66,192         | 57,801         |
| Total Non-Interest Expense  |        | 576,349        | 452,850        |
| <b>PROFIT BEFORE INCOME TAX</b>   |        | <b>274,367</b> | <b>248,952</b> |
| Income tax  | 23.    | (33,299)       | (40,404)       |
| <b>NET PROFIT FOR THE YEAR</b>  |        | <b>241,068</b> | <b>208,548</b> |
| From this, attributable to:   |        |                |                |
| Minority interest   |        | 596            | 340            |
| Equity holders  |        | 240,472        | 208,208        |
| Consolidated earnings per share (in HUF)  |        |                |                |
| Basic   | 36.    | 938            | 796            |
| Diluted   | 36.    | 935            | 794            |

The accompanying notes to consolidated financial statements on pages 64 to 108 form an integral part of these consolidated financial statements.

## Statement of Cash Flows

(consolidated, based on IFRS, for the year ended 31 December 2008, in HUF million)

| OPERATING ACTIVITIES  | Note    | 2008               | 2007               |
|---|---------|--------------------|--------------------|
| <b>Profit before income tax</b>   |         | <b>274,367</b>     | <b>248,952</b>     |
| Income tax paid   |         | (35,475)           | (45,005)           |
| Goodwill impairment   | 11.     | 93,592             | –                  |
| Depreciation and amortization   | 11.     | 38,609             | 35,627             |
| Provision for impairment on loan and placement losses   | 5., 8.  | 111,449            | 58,184             |
| Provision for impairment on permanent diminution in value of equity investments                     | 9.      | 463                | 131                |
| Provision for impairment on other assets  | 22.     | 11,290             | 8,386              |
| Provision for impairment on off-balance sheet commitments and contingent liabilities                | 16.     | 4,731              | 4,018              |
| Net (decrease)/increase in insurance reserves   |         | (183,211)          | 20,604             |
| Share-based payment   | 2., 26. | 28                 | 5,123              |
| Changes in fair value adjustment of securities held for trading                                     |         | (5,010)            | 695                |
| Unrealised gains/(losses) on fair value adjustment of derivative financial instruments              |         | 78,937             | (44,522)           |
| Changes in financial assets at fair value through profit or loss                                    |         | 168,518            | (32,298)           |
| Increase in accrued interest  |         | (24,259)           | (8,338)            |
| Increase in other assets, excluding advances for investments and before provisions for losses       |         | (37,808)           | (18,649)           |
| Increase in accrued interest payable  |         | 38,886             | 14,021             |
| (Decrease)/increase in other liabilities  |         | (66,897)           | 4,072              |
| <b>Net Cash Provided by Operating Activities</b>  |         | <b>468,210</b>     | <b>251,001</b>     |
| <b>INVESTING ACTIVITIES</b>   |         |                    |                    |
| Net decrease in placement with other banks before provision for placements losses                   |         | 61,922             | 16,315             |
| Net increase in securities available-for-sale   |         | (31,827)           | (94,121)           |
| Net (increase)/decrease in equity investments, before provision                                     |         | (990)              | 61,133             |
| Net cash outflow from acquisition of subsidiaries   | 29.     | (4,806)            | (58,303)           |
| Net increase in securities held-to-maturity   |         | (4,169)            | (47,990)           |
| Net (increase)/decrease in advances for investments, included in other assets                       |         | (246)              | 254                |
| Net increase in loans, net of allowance for loan losses   |         | (1,175,078)        | (1,179,630)        |
| Net additions to property, equipment and intangible assets  |         | (53,126)           | (66,744)           |
| <b>Net Cash Provided by Investing Activities</b>  |         | <b>(1,208,320)</b> | <b>(1,369,086)</b> |
| <b>FINANCING ACTIVITIES</b>   |         |                    |                    |
| Net increase in amounts due to banks and deposits from the National Bank of Hungary and other banks |         | 44,713             | 118,469            |
| Net increase in deposits from customers   |         | 160,449            | 671,271            |
| Net increase in liabilities from issued securities  |         | 591,307            | 203,950            |
| Increase in subordinated bonds and loans  |         | 14,723             | 50,438             |
| Increase of minority interest   |         | 1,432              | 127                |
| Foreign currency translation losses   |         | (21,978)           | (5,579)            |
| Effect on ICES – exchangeable bond transaction recognised through equity                            |         | (11,202)           | (5,640)            |
| Effect of Treasury share transactions   |         | (7,499)            | –                  |
| Net change in Treasury shares   |         | (36,172)           | (54,182)           |
| Net decrease/(increase) in compulsory reserves at National Bank of Hungary                          | 4.      | 87,857             | (22,416)           |
| Dividends paid  |         | (57)               | (40,151)           |
| <b>Net Cash Provided by Financing Activities</b>  |         | <b>823,573</b>     | <b>916,287</b>     |
| <b>Net Increase in Cash and cash equivalents</b>  |         | <b>83,463</b>      | <b>(201,798)</b>   |
| Cash and cash equivalents as at 1 January   |         | 194,860            | 396,658            |
| <b>Cash and cash equivalents as at 31 December</b>  |         | <b>278,323</b>     | <b>194,860</b>     |
| <b>Analysis of cash and cash equivalents opening and closing balance</b>                            |         |                    |                    |
| Cash, amounts due from banks and balances with the National Bank of Hungary                         |         | 353,243            | 532,625            |
| Compulsory reserve established by the National Bank of Hungary                                      |         | (158,383)          | (135,967)          |
| <b>Cash and cash equivalents as at 1 January</b>  |         | <b>194,860</b>     | <b>396,658</b>     |
| Cash, amounts due from banks and balances with the National Bank of Hungary                         |         | 348,849            | 353,243            |
| Compulsory reserve established by the National Bank of Hungary                                      |         | (70,526)           | (158,383)          |
| <b>Cash and cash equivalents as at 31 December</b>  |         | <b>278,323</b>     | <b>194,860</b>     |

The accompanying notes to consolidated financial statements on pages 64 to 108 form an integral part of these consolidated financial statements.

## Statement of Changes in Shareholders' Equity

(consolidated, based on IFRS, for the year ended 31 December 2008, in HUF million)

|   | Note | Share Capital | Retained Earnings and Reserves | Treasury shares  | Minority interest | Total            |
|---|------|---------------|--------------------------------|------------------|-------------------|------------------|
| <b>Balance as at 1 January 2007</b>   |      | <b>28,000</b> | <b>820,819</b>                 | <b>(63,716)</b>  | <b>3,110</b>      | <b>788,213</b>   |
| Net profit for the year   |      | –             | 208,548                        | –                | (340)             | 208,208          |
| Fair value adjustment of securities available-for-sale recognised directly through equity |      | –             | (858)                          | –                | –                 | (858)            |
| Fair value adjustment of derivatives on equity instruments recognised through equity      |      | –             | (387)                          | –                | –                 | (387)            |
| Share-based payment   | 26.  | –             | 5,123                          | –                | –                 | 5,123            |
| Dividend for the year 2006  |      | –             | (40,320)                       | –                | –                 | (40,320)         |
| Loss on sale of Treasury shares   |      | –             | (3,897)                        | –                | –                 | (3,897)          |
| Acquisition of Treasury shares  |      | –             | –                              | (50,285)         | –                 | (50,285)         |
| Derivative financial instruments designated as cash flow hedge                            |      | –             | (1,196)                        | –                | –                 | (1,196)          |
| Dividend on equity instrument (ICES)  |      | –             | (5,640)                        | –                | –                 | (5,640)          |
| Foreign currency translation gain   | 19.  | –             | (5,627)                        | –                | –                 | (5,627)          |
| Minority interest   |      | –             | (340)                          | –                | 2,583             | 2,243            |
| <b>Balance as at 31 December 2007</b>   |      | <b>28,000</b> | <b>976,225</b>                 | <b>(114,001)</b> | <b>5,353</b>      | <b>895,577</b>   |
| Net profit for the year   |      | –             | 241,068                        | –                | (596)             | 240,472          |
| Fair value adjustment of securities available-for-sale recognised directly through equity |      | –             | (12,862)                       | –                | –                 | (12,862)         |
| Fair value adjustment of derivatives on equity instruments recognised through equity      |      | –             | 387                            | –                | –                 | 387              |
| Share-based payment   | 26.  | –             | 28                             | –                | –                 | 28               |
| Effect of Treasury shares transaction   |      | –             | (7,499)                        | –                | –                 | (7,499)          |
| Loss on sale of Treasury shares   |      | –             | (3,424)                        | –                | –                 | (3,424)          |
| Acquisition of Treasury shares  |      | –             | –                              | (32,748)         | –                 | (32,748)         |
| Derivative financial instruments designated as cash flow hedge                            |      | –             | 788                            | –                | –                 | 788              |
| Dividend on equity instrument (ICES)  | 19.  | –             | (11,202)                       | –                | –                 | (11,202)         |
| Foreign currency translation gain   |      | –             | (21,978)                       | –                | –                 | (21,978)         |
| Minority interest   |      | –             | (596)                          | –                | 2,028             | 1,432            |
| <b>Balance as at 31 December 2008</b>   |      | <b>28,000</b> | <b>1,160,935</b>               | <b>(146,749)</b> | <b>6,785</b>      | <b>1,048,971</b> |

The accompanying notes to consolidated financial statements on pages 64 to 108 form an integral part of these consolidated financial statements.

# NOTES TO THE CONSOLIDATED IFRS FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2008

## NOTE 1:

### ORGANIZATION AND BASIS OF CONSOLIDATED FINANCIAL STATEMENTS

#### 1.1. General information

OTP Bank Plc. (the 'Bank' or 'OTP') was established on 31 December 1990, when the previously State-owned company was transformed into a public liability company. The Bank's registered office address is 16, Nador street, Budapest 1051.

In 1995, the shares of the Bank were listed on the Budapest and the Luxembourg stock exchanges and were also listed on the SEAQ board on the London Stock Exchange and PORTAL in the USA.

As at 31 December 2008 approximately 91% of the shares of the Bank were held by domestic and foreign private and institutional investors. The remaining shares are owned by employees (2%) and the Bank itself (7%).

The Bank and its subsidiaries ('Entities of the Group', together the 'Group') provide a full range of commercial banking services through a wide network of 1,601 branches. The Group has operations in Hungary, Bulgaria, Slovakia, Romania, Croatia, Serbia, Ukraine, Russia and Montenegro.

As at 31 December 2008 the number of employees at the Group was 30,776. The average number of employees for year ended 31 December 2008 was 30,710.

#### 1.2. Accounting

The Entities of the Group maintain their accounting records and prepare its statutory accounts in accordance with the commercial, banking and fiscal regulations prevailing in Hungary and in case of foreign subsidiaries in accordance with the local commercial, banking and fiscal regulations.

The Group's functional currency is the Hungarian Forint ('HUF').

Due to the fact that the Bank is listed on international and national stock exchanges, the Bank is obliged to present its financial position in accordance with International Financial Reporting Standards ('IFRS'). Certain adjustments have been made to the entities' statutory accounts in order to present the consolidated financial position and results of operations of the Bank in accordance with all standards and interpretations approved by the International Accounting Standards Board ('IASB'), which are referred to as IFRS.

The consolidated financial statements have been prepared in accordance with IFRS as adopted by the European Union (the 'EU'). IFRS as adopted by the EU do not currently differ from IFRS as issued by the IASB, except for portfolio hedge accounting under IAS 39 Financial Instruments: Recognition and Measurement ('IAS 39') which has not been approved by the EU. As the Group does not apply portfolio hedge accounting under



IAS 39, there would be no impact on these consolidated financial statements, had it been approved by the EU at the balance sheet date.

The Financial Statements were authorised for issue on 20 March 2009.

### **1.2.1. The effect of adopting new and revised International Financial Reporting Standards effective from 1 January 2008**

Four Standards and Interpretations issued by the IASB and International Financial Reporting Interpretations Committee ('IFRIC') are effective for the current period. These are:

- IAS 39 (Amendment) Financial Instruments: Recognition and Measurement and IFRS 7: Reclassification of Financial Assets (effective from 1 July 2008)
- IFRIC 11 IFRS 2: – Group and Treasury Share Transactions (effective for accounting periods beginning on or after 1 March 2007)
- IFRIC 12: Service Concession Arrangements (effective for accounting periods beginning on or after 1 January 2008)
- IFRIC 14 IAS 19: – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction (effective for accounting periods beginning on or after 1 January 2008)

The adoption of the above presented Amendment and Interpretations had no significant impact on the consolidated financial statements of the Group. IFRIC 12 is not yet endorsed by the EU.

### **1.2.2. Amendments to IFRSs effective from 1 January 2009, not yet adopted**

At the balance sheet date of these financial statements, other than the Standards and Interpretations adopted by the Bank, the following Standards and Interpretations were issued but not yet effective:

- IAS 1 (Revised): Presentation of Financial Statements (effective for accounting periods beginning on or after 1 January 2009)

- IAS 23 (Revised): Borrowing Costs (effective for accounting periods beginning on or after 1 January 2009)
- IAS 27 (Amendment) Consolidated and Separate Financial Statements (effective from 1 July 2009)
- IAS 32 (Amendment) Financial Instruments: Presentation (effective for accounting periods beginning on or after 1 January 2009)
- IAS 39 (Amendment) Financial Instruments: Recognition and Measurement (effective for accounting periods on or after 1 July 2009)
- IFRS 2 (Amendment): Share-based Payment (effective for accounting periods beginning on or after 1 January 2009)
- IFRS 3 (Revised) Business Combinations (effective from 1 July 2009)\*
- IFRS 5 (Amendment) Non-current Assets Held for Sale and Discontinued Operations (and Consequential Amendment to IFRS 1: First-Time Adoption) (effective from 1 July 2009)\*
- IFRS 7 (Amendment) Financial Instruments: Disclosures (effective for accounting periods beginning on or after 1 January 2009)\*
- IFRS 8: Operating Segments (effective for accounting periods beginning on or after 1 January 2009)
- IFRIC 13: Customer Loyalty Programmes (effective for accounting periods beginning on or after 1 July 2008)
- IFRIC 15: Agreements for the Construction of Real Estate (effective for accounting periods beginning on or after 1 January 2009)\*
- IFRIC 16: Hedges of a Net Investment in a Foreign Operation (effective for accounting periods beginning on or after 1 October 2008)\*
- IFRIC 17: Distributions of Non-cash Assets to Owners (effective for accounting periods beginning on or after 1 July 2009)\*
- IFRIC 18: Transfers of Assets from Customers (effective from 1 January 2009)\*
- Improvements to International Financial Reporting Standards 2008 (effective for accounting periods beginning on or after 1 January 2009)

The adoption of the above presented Amendment and Interpretations would have no significant impact on the consolidated financial statements of the Group.

\*Not yet endorsed by the EU.

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

### 2.1. Basis of Presentation

These Consolidated Financial Statements have been prepared under the historical cost convention with the exception of certain financial instruments, which are recorded at fair value. Revenues and expenses are recorded in the period in which they are earned or incurred.

The presentation of Consolidated Financial Statements in conformity with IFRS requires the management of the Group to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and their reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Future changes in economic conditions, business strategies, regulatory requirements, accounting rules and other factors could result in a change in estimates that could have a material impact on future financial statements.

### 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'), or if there is no official rate, at exchange rates quoted by OTP as at the date of the Consolidated 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 Consolidated Statements of Operations.

Net differences resulting from translating foreign currency financial statements of consolidated subsidiaries are presented as an element of the Retained earnings and reserves in the Consolidated Balance Sheet.

Goodwill arising on acquisition is expressed in the functional currency of the foreign operation and translated at the closing rate in the Consolidated Balance Sheet. The resulting the foreign currency translation difference is presented as an element of the Retained earnings and reserves in the Consolidated Balance Sheet.

### 2.3. Principles of consolidation

Included in these Consolidated Financial Statements are the accounts of those subsidiaries in which the Bank holds a controlling interest. The list of the major fully consolidated subsidiaries, the percentage of issued capital owned by the Bank and the description of their activities is provided in Note 30. However, certain subsidiaries in which the Bank holds a controlling interest have not been consolidated because the effect of consolidating such companies is not material to the Consolidated Financial Statements as a whole (see Note 2.10.).

### 2.4. Accounting for acquisitions

Upon acquisition, subsidiaries are accounted for under the purchase method of accounting. Any goodwill arising on acquisition is recognized in the Consolidated Balance Sheet and accounted for as indicated below.

The Group has applied IFRS 3 Business Combinations since 31 March 2004 for acquisitions after that date. Goodwill, which represents the residual cost of the acquisition after recognizing the acquirer's interest in the fair value of the identifiable assets, liabilities and contingent liabilities acquired, is held as an intangible asset and recorded at cost less any accumulated impairment losses in the Consolidated Financial Statements. If the Group loses control of a subsidiary, derecognises the assets (including any goodwill) and liabilities of the subsidiary at their carrying amounts at the date when control is lost and recognises any difference as a gain or loss on the sale attributable to the parent in Statement of Operation.

Goodwill acquired in a business combination is tested for impairment annually or more frequently if events or changes in circumstances indicate that it might be impaired.

OTP Group calculates the fair value of the goodwill using a discounted cash-flow model. The 5 year period explicit cash-flow model serves as a basis for the impairment test by which OTP Group defines the impairment need on goodwill based on the strategic factors and financial data of its cash-generating units.

OTP Group, in its strategic plan, has taken into consideration the effects of the present global economic crisis, the probable economic decline and their possible influence on the financial sector as well as the limited external refinancing funds, the lower possibility of the expansion and the prospective effects of all these above mentioned factors.

Negative goodwill, when the interest of the acquirer in the net fair value of the acquired identifiable net assets exceeds the cost of the business combination, is recognized immediately in the Consolidated Statements of Operations as other income.

## **2.5. Securities held-to-maturity**

Investments in securities are accounted for on a settlement date basis and are initially measured at fair value. At subsequent reporting dates, securities that the Group has the expressed intention and ability to hold to maturity are measured at amortised cost, less any impairment losses recognised to reflect irrecoverable amounts.

The annual amortisation of any discount or premium on the acquisition of a held-to-maturity security is aggregated with other investment income receivable over the term of the investment so that the revenue recognised in each period represents a constant yield on the investment.

Held-to-maturity securities include securities, which the Group has the ability and intent to hold to maturity. Such securities comprise

mainly securities issued by the Hungarian Government and NBH and mortgage bonds.

## **2.6. Financial assets at fair value through profit or loss**

### ***2.6.1. Securities held for trading***

Investments in securities are accounted for on a settlement date basis and are initially measured at fair value. Held for trading investments are measured at subsequent reporting dates at fair value. Unrealised gains and losses on held for trading securities are recognised in profit or loss and included in the Consolidated Statements of Operations for the period. Such securities consist of Hungarian and foreign discounted and interest bearing Treasury bills, Hungarian government bonds, mortgage bonds, corporate bonds and other securities. Other securities include shares in commercial companies and shares in investment funds.

### ***2.6.2. Derivative financial instruments***

In the normal course of business, the Group is a party to contracts for derivative financial instruments, which represent a very low initial investment compared to the notional value of the contract. The derivative financial instruments used include interest rate forward or swap agreements and currency forward or swap agreements and options. These financial instruments are used by the Group to hedge interest rate risk and currency exposures associated with its transactions in the financial markets. Derivative financial instruments are initially measured at fair value and at subsequent reporting dates also at their fair value. Fair values are obtained from quoted market prices, discounted cash flow models and option pricing models as appropriate.

Changes in the fair value of derivative financial instruments that do not qualify for hedge accounting are recognised in profit or loss and included in the Consolidated Statements of Operations for the period. All derivatives are

carried as assets when fair value is positive and as liabilities when fair value is negative.

### **2.6.3. Derivative financial instruments designated as a fair-value or cash flow hedge**

Changes in the fair value of derivatives that are designated and qualify as fair value hedges and that prove to be highly effective in relation to the hedged risk, are recorded in the Consolidated Statements of Operations along with the corresponding change in fair value of the hedged asset or liability that is attributable to the specific hedged risk. The ineffective element of the hedge is charged directly to the Consolidated Statements of Operations.

Changes in fair value of derivatives that are designated and qualify as cash flow hedges and that prove to be highly effective in relation to the hedged risk are recognised in the reserve among Consolidated Shareholders' Equity. Amounts deferred in equity are transferred to the Consolidated Statements of Operations and classified as revenue or expense in the periods during which the hedged assets and liabilities affect the Consolidated Statements of Operations for the period. The ineffective element of the hedge is charged directly to the Consolidated Statements of Operations.

Certain derivative transactions, while providing effective economic hedges under the risk management policy of the Group, do not qualify for hedge accounting under the specific rules of IAS 39 and are therefore treated as derivatives held for trading with fair value gains and losses charged directly to the Consolidated Statements of Operations.

### **2.7. Securities available-for-sale**

Investments in securities are accounted for on a settlement date basis and are initially measured at fair value. Available-for-sale investments are

measured at subsequent reporting dates at fair value. Unrealised gains and losses on available-for-sale financial instruments are recognised directly in equity, unless such available-for-sale security is part of an effective fair value hedge. Such gains and losses will be reported when realised in profit and loss for the applicable period. Such securities consist of Hungarian and foreign discounted and interest bearing Treasury bills, government bonds, mortgage bonds and other securities. Other securities include shares in investment funds, shares in commercial companies, municipality bonds, foreign government bonds. Available-for-sale securities are remeasured at fair value based on quoted prices or amounts derived from cash flow models. In circumstances where the quoted market prices are not readily available, the fair value of debt securities is estimated using the present value of future cash flows and any unquoted equity instruments are measured at cost.

Those available-for-sale financial assets that do not have a quoted market price and whose fair value cannot be reliably measured by other models mentioned above, are measured at cost, less provision for impairment, when appropriate.

### **2.8. Loans, placements with other banks and allowance for loan and placement losses**

Loans and placements with other banks are stated at the principal amounts outstanding, net of allowance for loan or placement losses, respectively. Interest is accrued and credited to income based on the principal amount outstanding. When a borrower is unable to meet payments as they fall due or, in the opinion of the management, there is an indication that a borrower may be unable to meet payments as they fall due, all unpaid interest is reversed and accruals are stopped.

The amount of allowance is the difference between the carrying amount and the recoverable amount, being the present value of the expected cash flows, including

amounts recoverable from guarantees and collateral, discounted at the original effective interest rate.

Allowance for losses on loans and placements with other banks represent management assesment for potential losses in relation to these activities.

The allowances for loan and placement losses are maintained to cover losses that have been specifically identified and for potential losses which may be present based on portfolio performance.

Write-offs are generally recorded after all reasonable restructuring or collection activities have taken place and the possibility of further recovery is considered to be remote. The loan is written off against the related account 'Provisions for impairment on loan and placement losses' in the statement of operations. If the reason for provisioning is no longer deemed appropriate, the redundant provisioning charge is released into income.

## 2.9. Sale and repurchase agreements, security lending

Where debt or equity securities are sold under a commitment to repurchase them at a pre-determined price, they remain on the balance sheet and the consideration received is recorded in Other liabilities or Amounts due to banks and deposits from the NBH and other banks. Conversely, debt or equity securities purchased under a commitment to resell are not recognised in the balance sheet and the consideration paid is recorded in Other assets. Interest is accrued evenly over the life of the repurchase agreement.

## 2.10. Associates and other investments

Companies where the Bank has the ability to exercise significant influence are accounted for using the equity method. However, certain associated companies in which the Bank holds a significant interest

have not been accounted for in accordance with the equity method because the effect of using the equity method to account for such companies is not material to the consolidated financial statements as a whole.

Unconsolidated subsidiaries and associated companies that were not accounted for using the equity method and other investments where the Bank does not hold a controlling or significant interest are recorded at the cost of acquisition, less allowance for permanent diminution in value, when appropriate.

Gains and losses on the sale of equity investments are determined on the basis of the specific identification of the cost of each investment.

## 2.11. Property and equipment, Intangible assets

Property and equipment and Intangible assets are stated at cost, less accumulated depreciation and amortization and impairment, if any. The depreciable amount (book value less residual value) of the non-current assets must be allocated over the useful lives. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the assets based on the following annual percentages:

|                  |          |
|------------------|----------|
| Property         | 1–10%    |
| Office equipment | 2.5–64%  |
| Vehicles         | 3–33.33% |
| Leased assets    | 1.2–33%  |
| Software         | 4–50%    |
| Property rights  | 10–50%   |

Depreciation and amortization on Property and equipment and Intangible assets commence on the day such assets are placed into service.

At each balance sheet date, the Group reviews the carrying value of its tangible and intangible assets to determine if there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated to determine the extent (if any) of the impairment loss. Where it is not possible to estimate the recoverable amount of an individual asset, the Group

estimates the recoverable amount of the cash-generating unit to which the asset belongs. Where the carrying value of Property and equipment and Intangible assets is greater than the estimated recoverable amount, it is written down immediately to the estimated recoverable amount.

## 2.12. Financial liabilities

The financial liabilities are disclosed within financial liabilities at fair value through profit or loss or financial liabilities measured at amortized costs. In connection to the financial liabilities at fair value through profit or loss, the Bank presented the amount of change in their fair value originated from the changes of market conditions and business environment.

## 2.13. Leases

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

### *The Group as lessor*

Amounts due from lessees under finance leases are recorded as other receivables at the amount of the net investment in the lease of the Group. Finance lease income is allocated to accounting periods so as to reflect a constant rate of return on the net investment outstanding of the Group in respect of the leases. Direct costs such as commissions are included in the initial measurement of the finance lease receivables.

Rental income from operating leases is recognised on a straight-line basis over the term of the relevant lease.

### *The Group as lessee*

Assets held under finance leases, which confer rights and obligations similar to those attached to owned assets, are capitalised at their fair value and depreciated over the useful lives of assets. The capital element of each future lease obligation is recorded as a liability, while the interest elements are charged to the Consolidated Statements of Operations over the period of the

leases to produce a constant rate of charge on the balance of capital payments outstanding. Payments made under operating leases are charged to the Consolidated Statements of Operations on a straight-line basis over the term of the lease. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

## 2.14. Insurance reserves

The insurance business line was sold in September 2008.

Insurance reserves are accrued for liabilities from life and non-life insurance contracts and are included in Other liabilities. The level of such reserves reflects the amount of future liabilities expected as at the date of the Consolidated Financial Statements. The provision for outstanding claims and claim settlement expenses for non-life policies are based upon estimates of the expected losses for all classes of business. The reserve includes reported claims, claims incurred but not reported and claim adjustment expenses. This provision takes into account mortality factors within Hungary and other countries where insurance operations are conducted and is based upon mortality tables approved by regulatory authorities.

## 2.15. Treasury shares

Treasury shares are shares which are purchased on the stock exchange and the over-the-counter market by the Bank and its subsidiaries and are presented in the Consolidated Balance Sheet at acquisition cost as a deduction from Consolidated Shareholders' Equity.

Gains and losses on the sale of Treasury shares are credited or charged directly to consolidated Retained earnings and reserves. Derecognition of Treasury shares is based on the FIFO method.

## **2.16. Interest income and interest expense**

The interest income and expense are recognised on the accrual basis and based on the IAS 18 Revenue, referring to IAS 39.

## **2.17. Fees and Commissions**

Fees and commissions are recognised in the Consolidated Statements of Operations on an accrual basis based on IAS 18, referring to IAS 39 fees and commissions are recognised using the effective interest method.

## **2.18. Income taxes**

The annual taxation charge is based on the tax payable under fiscal regulations prevailing in the country where the company is incorporated, adjusted for deferred taxation.

Deferred taxation is accounted for using the balance sheet liability method in respect of temporary differences between the tax bases of assets and liabilities and their carrying value for financial reporting purposes, measured at the tax rates that apply to the future period when the asset is expected to be realised or the liability is settled.

Deferred tax assets are recognized by the Group for the amounts of income taxes that are recoverable in future periods in respect of deductible temporary differences as well as the carryforward of unused tax losses and the carryforward of unused tax credits.

## **2.19. Off-balance sheet commitments and contingent liabilities**

In the ordinary course of its business, the Group has entered into off-balance sheet commitments such as guarantees, commitments to extend credit and letters of credit and transactions with financial instruments. The provision for impairment on off-balance sheet 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.

The Group recognises a provision when it has a present obligation as a result of a past event; it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation; and a reliable estimate can be made of the obligation.

## **2.20. Share-based payment**

The Bank issues equity-settled share-based payment to certain employees. Equity-settled share-based payment is measured at fair value at the date of grant. The fair value determined at the grant date of the equity-settled share-based payment is expensed on a straight-line basis over the year, based on the Bank's estimate of shares that will eventually vest.

Fair value is measured by use of a binomial model. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

## **2.21. Consolidated Statement of Cash Flows**

For the purposes of reporting consolidated cash flows, cash and cash equivalents include cash, due from banks and balances with the NBH, excluding the compulsory reserve established by the NBH. Consolidated cash flows from hedging activities are classified in the same category as the item being hedged. The unrealised gains and losses from the translation of monetary items to the closing foreign exchange rates and unrealized gains and losses from derivative financial instruments are presented net in the statement of cash-flows for the items being hedged.

## 2.22. Segment reporting

Segment information is based on two segments formats. The primary format represents the geographical markets of the Group. The secondary format represents three business segments – banking (finance), insurance and other. The insurance business line was sold in September 2008.

Segment results include revenue and expenses directly attributable to a segment and the relevant portion of revenue and expenses that can be allocated to a segment, whether from external transactions or from transactions with other segments of the Group.

Unallocated items mainly comprise administrative expenses. Segment results are determined before any adjustments for minority interest.

Segment assets and liabilities comprise those operating assets and liabilities that are directly attributable to the segment on a reasonable basis. Segment assets are determined after deducting related adjustments that are reported as direct offsets in the balance sheet of the Group.

## 2.23. Comparative figures

Certain amounts in the consolidated financial statements for the year ended 31 December 2007 have been reclassified to conform with the current year presentation. These reclassifications were not material.

## NOTE 3:

### SIGNIFICANT ACCOUNTING ESTIMATES AND DECISIONS IN THE APPLICATION OF ACCOUNTING POLICIES

The presentation of financial statements in conformity with IFRS requires the management of the Group to make judgement about estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities as at the date of the financial statements and their reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Significant areas of subjective judgement include:

#### 3.1. Impairment on loans and advances

The Group regularly assesses its loan portfolio for impairment. 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. Provisioning involves many uncertainties about the outcome of those risks and requires the management of the

Group to make many subjective judgements in estimating the loss amounts.

#### 3.2. Valuation of instruments without direct quotations

Financial instruments without direct quotations in an active market are valued using the valuation model technique. The models are regularly reviewed and each model is calibrated for the most recent available market data. While the models are built only on available data, their use is subject to certain assumptions and estimates (e.g. correlations, volatilities, etc.). Changes in the model assumptions may affect the reported fair value of the relevant financial instruments.

#### 3.3. Provisions

Provisions are recognised and measured based on IAS 37 Provisions, Contingent Liabilities and Contingent Assets. The Group is involved in a number of ongoing legal disputes. Based upon



historical experience and expert reports, the Group assesses the developments in these cases, and the likelihood and the amount of potential financial losses which are appropriately provided for (see Note 16.).

A provision is recognised by the Group when it has a present obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

### 3.4. Insurance liabilities

The insurance business line was sold in September 2008. See Note 40.

Insurance liabilities for life and non-life insurance contracts reflect the amount of future liabilities expected at the date of the consolidated financial statements. Such reserves are based on past experience, mortality tables and management estimates. Changes in these assumptions may affect the level of such liabilities.

## NOTE 4:

### CASH, AMOUNTS DUE FROM BANKS AND BALANCES WITH THE NATIONAL BANK OF HUNGARY (in HUF mn)

|  | 2008           | 2007           |
|--|----------------|----------------|
| <b>Cash on hand:</b>                                     |                |                |
| In HUF   | 67,012         | 51,038         |
| In foreign currency                                      | 101,946        | 90,850         |
|  | <b>168,958</b> | <b>141,888</b> |
| <b>Amounts due from banks and balances with the NBH:</b> |                |                |
| Within one year:   |                |                |
| In HUF   | 73,909         | 170,019        |
| In foreign currency                                      | 105,982        | 41,336         |
|  | <b>179,891</b> | <b>211,355</b> |
| <b>Total</b>   | <b>348,849</b> | <b>353,243</b> |

Based on the requirements for compulsory reserve, set by the NBH, the balance of compulsory reserves maintained by the Group

amounted to HUF 70,526 million and HUF 158,383 million for the years ended 31 December 2008 and 2007, respectively.

## NOTE 5:

### PLACEMENTS WITH OTHER BANKS, NET OF ALLOWANCE FOR PLACEMENT LOSSES (in HUF mn)

|  | 2008           | 2007           |
|--|----------------|----------------|
| <b>Within one year:</b>                      |                |                |
| In HUF                                       | 65,873         | 22,721         |
| In foreign currency                          | 510,219        | 594,408        |
|  | <b>576,092</b> | <b>617,129</b> |
| <b>Over one year:</b>                        |                |                |
| In HUF                                       | 2,000          | 2,700          |
| In foreign currency                          | 15,820         | 35,001         |
|  | <b>17,820</b>  | <b>37,701</b>  |
| Provision for impairment on placement losses | (370)          | (42)           |
| <b>Total</b>                                 | <b>593,542</b> | <b>654,788</b> |

**An analysis of the change in the provision for impairment on placement with other banks, net of allowance for placement losses is as follows:**

|   | 2008       | 2007      |
|---|------------|-----------|
| <b>Balance as at 1 January</b>          | <b>42</b>  | <b>-</b>  |
| Provision for the year                  | 329        | 40        |
| Foreign currency translation difference | (1)        | 2         |
| <b>Balance as at 31 December</b>        | <b>370</b> | <b>42</b> |

Placements by foreign subsidiaries with their respective National Banks amounted to HUF 180,547 million and HUF 284,885 million for the years ended 31 December 2008 and 2007, respectively.

Placements with other banks in foreign currency bear interest rates in the range of 0.02% to 30% and of 0.05% to 11.99% as at 31 December 2008 and 2007, respectively.

Placements with other banks in HUF bear interest rates in the range of 5.7% to 16.0% and of 3.9% to 14.13% as at 31 December 2008 and 2007, respectively.

The provision for impairment on placement losses amounted to HUF 370 million and HUF 42 million as at 31 December 2008 and 2007, respectively.

**NOTE 6:**

**FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS (in HUF mn)**

|  | 2008           | 2007           |
|--|----------------|----------------|
| <b>Securities held for trading:</b>                                    |                |                |
| Government bonds   | 48,388         | 90,330         |
| Hungarian government interest bearing Treasury bills                   | 2,608          | 2,406          |
| Treasury bills   | 1,373          | 24,143         |
| Mortgage bonds   | 422            | 807            |
| Corporate bonds  | 352            | 72,443         |
| Other securities   | 3,530          | 31,828         |
|  | <b>56,673</b>  | <b>221,957</b> |
| <b>Derivative financial instruments designated as held for trading</b> | <b>72,659</b>  | <b>63,938</b>  |
| <b>Total</b>   | <b>129,332</b> | <b>285,895</b> |

Securities held for trading are measured at fair value in the financial statements of the Group which approximates book value.

Approximately 13% and 17% of the government bonds were denominated in foreign currency as at 31 December 2008 and 2007, respectively. Approximately 29%, 24%, 33% and 14% of

this portfolio was denominated in EUR, BGN, RUB and RON as at 31 December 2008, and 10%, 22%, 17%, and 51% of this portfolio was denominated in USD, EUR, BGN and RUB as at 31 December 2007.

Interest rates on securities held for trading ranges from 2.8% to 13.7% and from 2% to 12.1% as at 31 December 2008 and 2007, respectively.

**Interest conditions and the remaining maturities of held for trading securities can be analysed as follows:**

|  | 2008          | 2007           |
|--|---------------|----------------|
| <b>Within five years</b>               |               |                |
| with variable interest                 | 401           | 25,803         |
| with fixed interest                    | 34,362        | 138,752        |
|  | <b>34,763</b> | <b>164,555</b> |
| <b>Over five years</b>                 |               |                |
| with variable interest                 | 1,208         | –              |
| with fixed interest                    | 17,822        | 51,820         |
|  | <b>19,030</b> | <b>51,820</b>  |
| <b>Non-interest bearing securities</b> | <b>2,880</b>  | <b>5,582</b>   |
| <b>Total</b>                           | <b>56,673</b> | <b>221,957</b> |

**NOTE 7:**

**SECURITIES AVAILABLE-FOR-SALE (in HUF mn)**

|  | 2008           | 2007           |
|--|----------------|----------------|
| <b>Securities available-for-sale:</b>                            |                |                |
| Government bonds   | 298,558        | 271,111        |
| Corporate bonds  | 141,878        | 133,778        |
| Treasury bills   | 19,792         | 25,247         |
| Mortgage bonds   | 415            | 264            |
| Other securities   | 23,977         | 43,555         |
|  | <b>484,620</b> | <b>473,955</b> |
| <b>Provision for impairment on securities available-for-sale</b> | <b>(3,363)</b> | <b>(30)</b>    |
| <b>Total</b>   | <b>481,257</b> | <b>473,925</b> |

Securities available-for-sale are measured at fair value in the financial statements of the Group which approximates book value. Except when there is objective evidence that the asset is impaired, the cumulative loss that had been recognised directly in equity were reclassified from equity to Statement of Operations.

Approximately 57% and 60% of the available-for-sale securities portfolio was denominated in HUF as at 31 December 2008 and 2007, respectively.

Approximately 19% of the government bonds were denominated in foreign currency as at

31 December 2008 and 2007. Approximately 8%, 12%, 30%, 24%, 6%, 20% of this portfolio was denominated in USD, EUR, HRK, BGN, UAH and SKK as at 31 December 2008, and 7%, 35%, 29%, 16%, 11% and 2% of this portfolio was denominated in USD, EUR, HRK, BGN, UAH and other foreign currencies as at 31 December 2007.

Interest rates on securities available-for-sale ranges from 1% to 26% and from 2% to 16.5% as at 31 December 2008 and 2007, respectively.

**Interest conditions and the remaining maturities of available-for-sale financial assets can be analysed as follows:**

|  | 2008           | 2007           |
|--|----------------|----------------|
| <b>Within five years</b>               |                |                |
| with variable interest                 | 154,598        | 30,672         |
| with fixed interest                    | 163,571        | 256,643        |
|  | <b>318,169</b> | <b>287,315</b> |
| <b>Over five years</b>                 |                |                |
| with variable interest                 | 82,736         | 66,247         |
| with fixed interest                    | 63,330         | 85,137         |
|  | <b>146,066</b> | <b>151,384</b> |
| <b>Non-interest bearing securities</b> | <b>20,385</b>  | <b>35,256</b>  |
| <b>Total</b>                           | <b>484,620</b> | <b>473,955</b> |

**An analysis of the change in the provision for impairment on securities available-for-sale is as follows:**

|   | 2008         | 2007      |
|---|--------------|-----------|
| <b>Balance as at 1 January</b>          | <b>30</b>    | <b>29</b> |
| Provision for the year                  | 3,332        | 1         |
| Foreign currency translation difference | 1            | –         |
| <b>Balance as at 31 December</b>        | <b>3,363</b> | <b>30</b> |

Certain fixed-rate corporate bonds and other securities mainly denominated in foreign currency are hedged by derivative financial instruments to reduce the exposure to interest rate risk or the changes in fair value of these assets. Where the hedging relationships are designated and a HUF 1,102 million gain and HUF 308 million net loss that had been

recognised directly in equity was removed from equity and recognised in net profit and loss as at 31 December 2008 and 2007, respectively in line with IAS 39.

The fair value of the hedged bonds was HUF 20,335 million and HUF 29,457 million as at 31 December 2008 and 2007, respectively.

**NOTE 8:**

**LOANS, NET OF ALLOWANCE FOR LOAN LOSSES  
(in HUF mn)**

|  | 2008             | 2007             |
|--|------------------|------------------|
| Short-term loans and trade bills (within one year) | 1,776,696        | 1,640,455        |
| Long-term loans and trade bills (over one year)    | 5,224,154        | 4,120,640        |
|  | <b>7,000,850</b> | <b>5,761,095</b> |
| Provision for impairment on loan losses            | (270,680)        | (178,658)        |
| <b>Total</b>                                       | <b>6,730,170</b> | <b>5,582,437</b> |

Approximately 77% and 69% of total loan portfolio represent foreign currency loans, before allowance for losses as at 31 December 2008 and 2007, respectively.

to 25% and of 4% to 23% as at 31 December 2008 and 2007, respectively.

Short-term loans and bills denominated in HUF bear interest rates in the range of 6% to 30% as at 31 December 2008 and 2007, respectively.

Foreign currency loans bear interest rates in the range of 1% to 66% and of 1% to 40% as at 31 December 2008 and 2007, respectively.

Long-term loans and trade bills denominated in HUF bear interest rates in the range of 2%

Approximately 4% and 3% of the gross loan portfolio represented loans on which interest is not being accrued as at 31 December 2008 and 2007, respectively.

**An analysis of the loan portfolio by type, before provision for impairment on loan losses, is as follows:**

|                    | 2008             |             | 2007             |             |
|--------------------|------------------|-------------|------------------|-------------|
| Corporate loans    | 2,535,027        | 36%         | 2,227,693        | 39%         |
| Retail loans       | 2,194,562        | 31%         | 1,536,364        | 27%         |
| Housing loans      | 2,061,881        | 30%         | 1,766,219        | 30%         |
| Municipality loans | 209,380          | 3%          | 230,819          | 4%          |
| <b>Total</b>       | <b>7,000,850</b> | <b>100%</b> | <b>5,761,095</b> | <b>100%</b> |

**An analysis of the change in the provision for impairment on loan losses is as follows:**

|   | 2008           | 2007           |
|---|----------------|----------------|
| Balance as at 1 January                 | 178,658        | 127,611        |
| Provision for the year                  | 110,933        | 58,144         |
| Write-offs                              | (10,537)       | (6,274)        |
| Foreign currency translation difference | (8,374)        | (823)          |
| <b>Balance as at 31 December</b>        | <b>270,680</b> | <b>178,658</b> |

The Group issued fixed rate mortgage bonds with the face value of EUR 1,000 million to finance its mortgage lending activity. Since the Group grants most of its mortgage loans in CHF, the Group entered into cross currency interest rate swap (CCIRS) contracts to hedge its exchange rate risk exposure. The hedging relationship is proved and documented.

According to IAS 39 an amount of HUF 9,173 million was recognised on hedging derivative instruments as a positive fair value adjustment and the same amount is recognised as a negative adjustment on mortgage bonds as at 31 December 2008. The nominal value of loans as designated hedged items is CHF 1,294 million and JPY 31,720 million.

**NOTE 9:**

**ASSOCIATES AND OTHER INVESTMENTS (in HUF mn)**

|   | 2008          | 2007          |
|---|---------------|---------------|
| <b>Equity investments:</b>                    |               |               |
| Unconsolidated subsidiaries                   | 7,529         | 6,741         |
| Associated companies (non-listed)             | 987           | 998           |
| Other investments (non-listed)                | 2,830         | 2,495         |
|   | <b>11,346</b> | <b>10,234</b> |
| Provision for impairment on equity investment | (879)         | (342)         |
| <b>Total</b>                                  | <b>10,467</b> | <b>9,892</b>  |

|  | 2008           | 2007          |
|--|----------------|---------------|
| <b>Total assets of unconsolidated subsidiaries</b> | <b>122.597</b> | <b>69.265</b> |

**An analysis of the change in the provision for impairment on equity investment is as follows:**

|   | 2008       | 2007       |
|---|------------|------------|
| Balance as at 1 January                 | 342        | 207        |
| Provision for the year                  | 463        | 131        |
| Foreign currency translation difference | 74         | 4          |
| <b>Balance as at 31 December</b>        | <b>879</b> | <b>342</b> |

**NOTE 10:****SECURITIES HELD-TO-MATURITY (in HUF mn)**

|   | <b>2008</b>    | <b>2007</b>    |
|---|----------------|----------------|
| Government securities                                   | 172,753        | 201,670        |
| Bonds issued by NBH                                     | 109,684        | 97,085         |
| Mortgage bonds  | 15,171         | 13,022         |
| Hungarian government discounted Treasury bills          | 4,545          | 1,140          |
| Other securities  | 19,692         | 4,688          |
| Total   | 321,845        | 317,605        |
| Provision for impairment on securities held-to-maturity | (112)          | (48)           |
| <b>Total</b>  | <b>321,733</b> | <b>317,557</b> |

***Interest conditions and the remaining maturities of securities held-to-maturity can be analysed as follows:***

|                          | <b>2008</b>    | <b>2007</b>    |
|--------------------------|----------------|----------------|
| <b>Within five years</b> |                |                |
| with variable interest   | 34,118         | 30,304         |
| with fixed interest      | 244,157        | 228,191        |
|                          | <b>278,275</b> | <b>258,495</b> |
| <b>Over five years</b>   |                |                |
| with variable interest   | 17,280         | 32,856         |
| with fixed interest      | 26,290         | 26,254         |
|                          | <b>43,570</b>  | <b>59,110</b>  |
| <b>Total</b>             | <b>321,845</b> | <b>317,605</b> |

Approximately 83% and 85% of the securities held-to-maturity portfolio was denominated in HUF as at 31 December 2008 and 2007, respectively. In most cases, interest on variable rate bonds 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 ranges from 2.8% to

13.8% and from 2.5% to 9.5% as at 31 December 2008 and 2007, respectively. Interest on fixed rate and variable rate securities is, in most cases, paid semi-annually.

The fair value of securities held-to-maturity was HUF 310,723 million and HUF 310,513 million as at 31 December 2008 and 2007, respectively.

***An analysis of the change in the provision for impairment on securities held-to-maturity is as follows:***

|   | <b>2008</b> | <b>2007</b> |
|---|-------------|-------------|
| Balance as at 1 January                 | 48          | –           |
| Provision for the year                  | 173         | 168         |
| Release of provision                    | (102)       | (120)       |
| Foreign currency translation difference | (7)         | –           |
| <b>Balance as at 31 December</b>        | <b>112</b>  | <b>48</b>   |

**NOTE 11: PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS**  
(in HUF mn)

**For the year ended 31 December 2008:**

|  | Intangible assets<br>and goodwill | Land and<br>buildings | Office<br>equipments | Construction<br>in progress | Total           |
|--|-----------------------------------|-----------------------|----------------------|-----------------------------|-----------------|
| <b>Cost</b>  |                                   |                       |                      |                             |                 |
| Balance as at 1 January                              | 409,437                           | 129,034               | 131,647              | 16,544                      | 686,662         |
| Acquisition of subsidiary                            | 17                                | 1,714                 | 246                  | 9                           | 1,986           |
| Additions  | 22,833                            | 18,615                | 22,971               | 24,057                      | 88,476          |
| Foreign currency translation differences             | 2,444                             | (887)                 | 1,601                | 540                         | 3,698           |
| <b>Disposals</b>                                     | <b>(22,407)</b>                   | <b>(6,155)</b>        | <b>(12,759)</b>      | <b>(25,502)</b>             | <b>(66,823)</b> |
| <b>Balance as at 31 December</b>                     | <b>412,324</b>                    | <b>142,321</b>        | <b>143,706</b>       | <b>15,648</b>               | <b>713,999</b>  |
| <b>Depreciation and Amortization</b>                 |                                   |                       |                      |                             |                 |
| Balance as at 1 January                              | 56,014                            | 17,108                | 71,631               | –                           | 144,753         |
| Charge for the year (except for Goodwill impairment) | 16,447                            | 4,594                 | 16,968               | –                           | 38,009          |
| Goodwill impairment                                  | 93,592                            | –                     | –                    | –                           | 93,592          |
| <b>Foreign currency translation differences</b>      | <b>(182)</b>                      | <b>(78)</b>           | <b>762</b>           | <b>–</b>                    | <b>502</b>      |
| <b>Disposals</b>                                     | <b>(22,889)</b>                   | <b>(1,325)</b>        | <b>(8,344)</b>       | <b>–</b>                    | <b>(32,558)</b> |
| <b>Balance as at 31 December</b>                     | <b>142,982</b>                    | <b>20,299</b>         | <b>81,017</b>        | <b>–</b>                    | <b>244,298</b>  |
| <b>Net book value</b>                                |                                   |                       |                      |                             |                 |
| Balance as at 1 January                              | 353,423                           | 111,926               | 60,016               | 16,544                      | 541,909         |
| <b>Balance as at 31 December</b>                     | <b>269,342</b>                    | <b>122,022</b>        | <b>62,689</b>        | <b>15,648</b>               | <b>469,701</b>  |

**An analysis of the changes in the goodwill for the year ended 31 December 2008 is as follows:**

|   | Goodwill       |
|---|----------------|
| <b>Cost</b>                             |                |
| Balance as at 1 January                 | 296,336        |
| Additions                               | 6,956          |
| Foreign currency translation difference | 3,115          |
| Decrease                                | (322)          |
| <b>Balance as at 31 December</b>        | <b>306,085</b> |
| <b>Net book value</b>                   |                |
| Balance as at 1 January                 | 296,336        |
| <b>Balance as at 31 December</b>        | <b>212,493</b> |

The Bank performed impairment tests to investigate, whether it is necessary to impair any goodwill for its cash generating units. Based on the result of the tests, HUF 21,118 million goodwill impairment was booked for OTP banka Srbija a.d. (Serbia) and HUF 72,474 million for CJSC OTP Bank (Ukraine), altogether

HUF 93,592 million. As a result of the test, the goodwill for OTP banka Srbija a.d. was fully impaired as of 31 December 2008. The Bank performed the goodwill impairment test for all the cash generating units, but no further impairment was identified.

**For the year ended 31 December 2007:**

|  | Intangible assets<br>and goodwill | Land and<br>buildings | Office<br>equipments | Construction<br>in progress | Total          |
|--|-----------------------------------|-----------------------|----------------------|-----------------------------|----------------|
| <b>Cost</b>                              |                                   |                       |                      |                             |                |
| Balance as at 1 January                  | 346,370                           | 110,186               | 111,398              | 13,537                      | 581,491        |
| Additions                                | 62,896                            | 24,451                | 29,029               | 28,976                      | 145,352        |
| Foreign currency translation differences | 752                               | (487)                 | (167)                | (61)                        | 37             |
| Disposals                                | (581)                             | (5,116)               | (8,613)              | (25,908)                    | (40,218)       |
| <b>Balance as at 31 December</b>         | <b>409,437</b>                    | <b>129,034</b>        | <b>131,647</b>       | <b>16,544</b>               | <b>686,662</b> |
| <b>Depreciation and Amortization</b>     |                                   |                       |                      |                             |                |
| Balance as at 1 January                  | 40,110                            | 15,404                | 61,261               | –                           | 116,775        |
| Charge for the year                      | 15,956                            | 3,575                 | 15,882               | –                           | 35,413         |
| Foreign currency translation differences | (69)                              | (11)                  | 90                   | –                           | 10             |
| Disposals                                | 17                                | (1,860)               | (5,602)              | –                           | (7,445)        |
| <b>Balance as at 31 December</b>         | <b>56,014</b>                     | <b>17,108</b>         | <b>71,631</b>        | <b>–</b>                    | <b>144,753</b> |
| <b>Net book value</b>                    |                                   |                       |                      |                             |                |
| Balance as at 1 January                  | 306,260                           | 94,782                | 50,137               | 13,537                      | 464,716        |
| <b>Balance as at 31 December</b>         | <b>353,423</b>                    | <b>111,926</b>        | <b>60,016</b>        | <b>16,544</b>               | <b>541,909</b> |

**An analysis of the changes in the goodwill for the year ended 31 December 2007 is as follows:**

|   | Goodwill       |
|---|----------------|
| <b>Cost</b>                             |                |
| Balance as at 1 January                 | 256,685        |
| Additions                               | 38,442         |
| Foreign currency translation difference | 1,209          |
| <b>Balance as at 31 December</b>        | <b>296,336</b> |
| <b>Net book value</b>                   |                |
| Balance as at 1 January                 | 256,685        |
| <b>Balance as at 31 December</b>        | <b>296,336</b> |

**NOTE 12:**

**OTHER ASSETS (in HUF mn)**

|  | 2008           | 2007           |
|--|----------------|----------------|
| Receivables from leasing activities  | 69,195         | 48,908         |
| Current income tax receivable  | 30,030         | 12,266         |
| Inventories  | 29,521         | 23,372         |
| Receivables from trade refinancing   | 15,033         | 29,213         |
| Trade receivables  | 14,913         | 12,237         |
| Fair value of derivative financial instruments designated<br>as hedge accounting relationships | 8,970          | 11,405         |
| Due from Hungarian government for interest subsidies   | 7,630          | 3,552          |
| Prepayments and accrued income   | 6,707          | 8,807          |
| Other advances   | 6,188          | 8,538          |
| Receivables due from pension funds and fund management   | 1,079          | 2,444          |
| Receivables from investment services   | 929            | 1,425          |
| Advances for securities and investments  | 758            | 512            |
| Receivables due from insurance bond holders*   | –              | 2,665          |
| Other  | 22,334         | 20,086         |
|  | 213,287        | 185,430        |
| <b>Provision for impairment on other assets</b>  | <b>(6,695)</b> | <b>(6,661)</b> |
| <b>Total</b>   | <b>206,592</b> | <b>178,769</b> |

\* The insurance business line was sold in September 2008.

Provision for impairment on other assets mainly consists of provision for impairment on

receivables from leasing activities and trade receivables.



**An analysis of the movement in the provision for impairment on other assets is as follows:**

|   | <b>2008</b>  | <b>2007</b>  |
|---|--------------|--------------|
| Balance as at 1 January                 | 6,661        | 4,076        |
| Provision for the year                  | 117          | 2,726        |
| Write-offs                              | (58)         | (129)        |
| Foreign currency translation difference | (25)         | (12)         |
| <b>Balance as at 31 December</b>        | <b>6,695</b> | <b>6,661</b> |

**NOTE 13: AMOUNTS DUE TO BANKS AND DEPOSITS FROM THE NATIONAL BANK OF HUNGARY AND OTHER BANKS (in HUF mn)**

|                         | <b>2008</b>    | <b>2007</b>    |
|-------------------------|----------------|----------------|
| <b>Within one year:</b> |                |                |
| In HUF                  | 131,773        | 98,269         |
| In foreign currency     | 467,211        | 349,777        |
|                         | <b>598,984</b> | <b>448,046</b> |
| <b>Over one year:</b>   |                |                |
| In HUF                  | 88,865         | 70,185         |
| In foreign currency     | 155,018        | 279,923        |
|                         | <b>243,883</b> | <b>350,108</b> |
| <b>Total</b>            | <b>842,867</b> | <b>798,154</b> |

Amounts due to banks and deposits from the NBH and other banks payable in HUF within one year bear interest rates in the range of 7.5% to 11% and of 5.79% to 7.52% as at 31 December 2008 and 2007, respectively.

Amounts due to banks and deposits from the NBH and other banks payable in HUF over one year bear interest rates in the range of 3% to 9.9% and of 3% to 6.28% as at 31 December 2008 and 2007, respectively.

Amounts due to banks and deposits from the NBH and other banks payable in foreign currency

within one year bear interest rates in the range of 0.01% to 18.9% and of 0.5% to 18.5% as at 31 December 2008 and 2007, respectively.

Amounts due to banks and deposits from the NBH and other banks payable in foreign currency over one year bear interest rates in the range of 0.5% to 8.9% and of 0.5% to 8% as at 31 December 2008 and 2007, respectively.

No assets are pledged as collateral against the amounts due to banks.

**NOTE 14: DEPOSITS FROM CUSTOMERS (in HUF mn)**

|                         | <b>2008</b>      | <b>2007</b>      |
|-------------------------|------------------|------------------|
| <b>Within one year:</b> |                  |                  |
| In HUF                  | 2,528,185        | 2,487,829        |
| In foreign currency     | 2,452,147        | 2,385,075        |
|                         | <b>4,980,332</b> | <b>4,872,904</b> |
| <b>Over one year:</b>   |                  |                  |
| In HUF                  | 131,651          | 107,279          |
| In foreign currency     | 107,243          | 58,189           |
|                         | <b>238,894</b>   | <b>165,468</b>   |
| <b>Total</b>            | <b>5,219,226</b> | <b>5,038,372</b> |

Deposits from customers payable in HUF within one year bear interest rates in the range of 0.2% to 13.8% and of 0.2% to 12% as at 31 December 2008 and 2007, respectively.

Deposits from customers payable in foreign currency within one year bear interest rates in the range of 0.05% to 30% and of 0.05% to 18%, as at 31 December 2008 and 2007, respectively.

Deposits from customers payable in HUF over one year bear interest rates in the range of 0.2% to 11% and of 1.3% to 7.75% as at 31 December 2008 and 2007, respectively.

Deposits from customers payable in foreign currency over one year bear interest rates in the range of 0.1% to 25% and of 0.1% to 19.6%, as at 31 December 2008 and 2007, respectively.

### **An analysis of deposits from customers by type, is as follows:**

|                       | 2008             |             | 2007             |             |
|-----------------------|------------------|-------------|------------------|-------------|
| Retail deposits       | 3,573,985        | 69%         | 3,246,589        | 64%         |
| Corporate deposits    | 1,366,459        | 26%         | 1,495,636        | 30%         |
| Municipality deposits | 278,782          | 5%          | 296,147          | 6%          |
| <b>Total</b>          | <b>5,219,226</b> | <b>100%</b> | <b>5,038,372</b> | <b>100%</b> |

### **NOTE 15:**

### **LIABILITIES FROM ISSUED SECURITIES (in HUF mn)**

|                                | 2008             | 2007           |
|--------------------------------|------------------|----------------|
| <b>With original maturity:</b> |                  |                |
| <b>Within one year</b>         |                  |                |
| In HUF                         | 165,977          | 201,761        |
| In foreign currency            | 238,394          | 20,110         |
|                                | 404,371          | 221,871        |
| <b>Over one year</b>           |                  |                |
| In HUF                         | 212,843          | 81,851         |
| In foreign currency            | 909,425          | 681,543        |
|                                | 1,122,268        | 763,394        |
| <b>Total</b>                   | <b>1,526,639</b> | <b>985,265</b> |

Approximately 24% and 29% of the issued securities are denominated in HUF as at 31 December 2008 and 2007, respectively. They bear interest rates from 0.3% to 11% and from 0.3% to 10.5% as 31 December 2008 and 2007, respectively.

Liabilities from issued securities in foreign currency bear interest rates from 3.1% to 13.1% and from 2.6% to 10.5% as at 31 December 2008 and 2007, respectively.

The Bank issued variable-rate bonds with a face value of EUR 500 million on 1 July 2005 which are due on 1 July 2010, at 99.9%. Interest on these bonds is three month EURIBOR+0.16% that is payable quarterly.

The Bank issued variable-rate bonds with a face value of EUR 300 million on 20 December 2005 which are due on 20 December 2010, at 99.81%. Interest on these bonds is three months EURIBOR+0.15% that is payable quarterly.

On 26 February 2007, the Bank issued EUR 750 million floating rate notes due on 27 February 2009 at 99.87% under the European Medium Term Note Program (EMTN Program). Interest on these bonds is three month EURIBOR + 0.125% that is payable quarterly.

The Bank issued bonds with a nominal value of EUR 500 million at 99.812 % of the face value on 16 May 2008.

The bonds are fixed-rate senior bonds with a 3 year maturity. The bonds bear a coupon with a fixed rate of 5.75% interest paid annually. See Note 41. The price of the fixed rate senior bonds with 3 years maturity was set on 7 May 2008. The agents of the issue (which attracted approximately 30% oversubscription of the accepted amount) were DZ Bank AG and Morgan Stanley Ltd. The re-offer spread is 140 bps over the 3 year mid-swap, the bond bears a coupon of 5.75% fixed rate, with annual interest payments. The bonds were introduced to the Luxembourg Stock Exchange.

The Bank issued two series of bonds under HUF 100 billion bond issue program on 2 August 2007. The first series has a nominal value of HUF 7,143 million, and was issued between 16 June and 25 July 2008. The bonds are fixed-rate senior bonds with maturity as of 27 June 2009. The bonds bear a coupon of 8.7% fixed rate. The second series has a nominal value of HUF 50,984 million and was issued between

3 November and 31 December 2008. The bonds are fixed-rate senior bonds with maturity as of 31 October 2009. The bonds bear a coupon of 10% fixed rate.

OTP Mortgage Bank Ltd. issued fixed rate interest bearing mortgage bonds with a 5 year maturity denominated in EUR on 10 July 2006 with a value of EUR 750 million. Interest on these bonds is 4.25%.

OTP Mortgage Bank Ltd. issued fixed rate interest bearing mortgage bonds with a 2 year maturity denominated in EUR on 3 March 2008 with a value of EUR 1 billion. Interest on these bonds is 4.5%.

OTP Mortgage Bank Ltd. issued a fixed rate interest bearing mortgage bond with a 10 years maturity denominated in EUR on 15 December 2004 with a value of EUR 200 million. Interest on these bonds is 4%.

### ***An analysis of significant issued securities by type is as follows:***

|                          | <b>2008</b>      | <b>2007</b>    |
|--------------------------|------------------|----------------|
| Mortgage bonds           | 877,266          | 540,753        |
| Variable-rate Euro Bonds | 550,187          | 392,557        |
| Other securities         | 99,186           | 51,955         |
| <b>Total</b>             | <b>1,526,639</b> | <b>985,265</b> |

### **NOTE 16:**

### **OTHER LIABILITIES (in HUF mn)**

|  | <b>2008</b>    | <b>2007</b>    |
|--|----------------|----------------|
| Fair value of derivative financial instruments designated as hedge accounting relationship | 33,514         | 3,471          |
| Salaries and social security payable   | 25,253         | 13,012         |
| Giro clearing accounts   | 24,805         | 21,547         |
| Provision for impairment on off-balance sheet commitments and contingent liabilities       | 24,234         | 19,759         |
| Accounts payable   | 13,890         | 18,721         |
| Current income tax payable   | 12,843         | 9,211          |
| Accrued expenses   | 12,697         | 18,100         |
| Deferred tax liabilities   | 5,352          | 5,373          |
| Liabilities from security trading  | 2,829          | 20,697         |
| Advance for housing loans  | 1,698          | 3,890          |
| Loans for collections  | 1,340          | 1,523          |
| Dividends payable  | 864            | 930            |
| Advances received from customers   | 582            | 5,631          |
| Insurance liabilities*   | –              | 183,211        |
| Other  | 41,056         | 45,193         |
| <b>Total</b>   | <b>200,957</b> | <b>370,269</b> |

\* The insurance business line was sold in September 2008.

**The provision for losses on off-balance sheet commitments and contingent liabilities are detailed as follows:**

|  | <b>2008</b>   | <b>2007</b>   |
|--|---------------|---------------|
| Provision for litigation   | 4,989         | 4,621         |
| Provision for expected pension commitments   | 554           | 409           |
| Provision for losses on other off-balance sheet commitments and contingent liabilities | 16,720        | 9,456         |
| Other provision for expected liabilities   | 1,971         | 5,273         |
| <b>Total</b>   | <b>24,234</b> | <b>19,759</b> |

Provision for losses on other off-balance sheet commitments and contingent liabilities are

recognized on guarantees and commitments on loan facilities given by the Group.

**The movements of provision for losses on off-balance sheet commitments and contingent liabilities can be summarized as follows:**

|  | <b>2008</b>   | <b>2007</b>   |
|--|---------------|---------------|
| Balance as at 1 January                  | 19,759        | 15,156        |
| Provision for the year                   | 4,731         | 4,018         |
| Release of provision                     | (32)          | –             |
| Increase due to acquisitions             | –             | 659           |
| Foreign currency translation differences | (224)         | (74)          |
| <b>Balance as at 31 December</b>         | <b>24,234</b> | <b>19,759</b> |

**NOTE 17:**

**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 held by the Hungarian Ministry of Finance. Interest on subordinated bonds and the frequency of payment of interest is based on condition of interest of 2013/C credit consolidation government bonds, which is a variable-rate bond, the interest payable and the rate of interest are fixed twice a year. The semi-annual interest payable was 4.02% as at 20 June 2007, 3.76% as at 20 December 2007, 4.15% as at 20 June 2008 and 4.75% as at 20 December 2008. The maturity is 20 years. The proceeds of the subordinated bonds were invested in Hungarian Government bonds with similar interest conditions and maturity.

The Bank had a subordinated loan from the European Bank for Reconstruction and Development ('EBRD') that has been repaid in 2008. The Bank obtained it in December 1996 in the amount of USD 30 million and DEM 31.14 million (15.92 million in EUR) with an original maturity of 27 December 2006. The maturity date was modified to 27 August 2008 on 22 August 2003.

The loan was unsecured, subordinated to the other liabilities and had a twelve-year maturity, with interest payable at six-month LIBOR + 1.35% from 28 December 2003 until 27 August 2008.

In December 1999, the CJSC OTP Bank obtained a USD 10 million subordinated loan from the EBRD with the maturity date of 23 December 2009. The interest on this subordinated loan is six-month LIBOR + 2.75%. The loan is secured by a bank guarantee of the Bank. The repayment of the loan will be completed semi-annually, in five equal instalments, the first repayment date was 23 December 2007.

On 3 July 2003, CJSC OTP Bank obtained a USD 5 million subordinated loan from the EBRD with the maturity date of 23 June 2010. The interest on subordinated loan is three-month LIBOR + 2.75%. The repayment of the loan will be completed semi-annually in four equal instalments, the first repayment date is 3 January 2009.

On 4 March 2005, the Bank issued EUR 125 million in bonds, which are subordinated to the

other liabilities of the Bank. Interest on subordinated bonds is variable and payable at three-month EURIBOR + 0.55% quarterly. The maturity of the bonds is 10 years.

On 31 October 2006, the Bank issued perpetual subordinated (UT2) bonds to finance acquisitions. The 500 EUR million nominal value bonds were issued at 99.375% of the face value with 7 November 2006 as payment date. The re-offer spread is 200 basis points over 10 year mid-swap. The bonds are perpetual and callable after year 10. The bonds bear a fixed coupon of 5.875%, with annual interest payments in the first 10 years, and a floating (variable) coupon of 3 months EURIBOR + 3%, quarterly thereafter. The bonds were listed on the Luxembourg Stock Exchange.

On 30 August 2006, the Bank updated the EMTN Program and increased its amount from EUR 1 billion to EUR 3 billion.

Under the EMTN Program on 12 September 2006 the Bank issued fixed rate subordinated bonds in a total nominal value of EUR 300 million to finance acquisitions. The EUR 300 million nominal value bonds were issued at 100% of

the face value with 19 September 2016 as maturity date. The bonds bear a coupon of 5.27%, interest is paid annually.

On 26 February 2007, the Bank also issued EUR 200 million subordinated bonds due on 19 September 2016 under the same program.

On 21 April 2008, the CJSC OTP Bank obtained a USD 65 million subordinated loan from the EBRD with a maturity date of 13 October 2015 which is covered by a bank guarantee of the Bank. The interest on this subordinated loan is payable at six-month LIBOR + 2.75% with 7 years maturity. The repayment of the loan will be completed semi-annually in four equal instalments, the first repayment date was on 13 October 2008.

OOO Donskoy Narodny Bank obtained a RUB 38.12 million subordinated loan from Russian third party lenders 12 times. The original maturity of the loans varies between 10 and 12 years, the interest rate fixed at 13%. The interest is to be paid on 31 December annually, the principal is to be repaid at the maturity date. The first loan was granted on 15 June 2001 and the last is to be repaid on 30 November 2016.

## NOTE 18:

### SHARE CAPITAL (in HUF mn)

|   | 2008          | 2007          |
|---|---------------|---------------|
| <b>Authorized, issued and fully paid:</b> |               |               |
| Ordinary shares                           | 28,000        | 28,000        |
| <b>Total</b>                              | <b>28,000</b> | <b>28,000</b> |

On 21 April 2007 the law on abolishment of 'Aranyrészvény' (special share assigning voting rights to the Hungarian State) came into force (Act XXVI of 2007). Consequently, this special voting

share was transformed into 10 ordinary shares with a face value of HUF 100. Therefore the registered capital of the Bank consists of 280,000,010 ordinary shares with a face value of HUF 100.

**NOTE 19:****RETAINED EARNINGS AND RESERVES  
(in HUF mn)**

The reserves of the Bank under Hungarian Accounting Standards were HUF 652,297 million and HUF 537,211 million as at 31 December 2008 and 2007, respectively. Of these amounts, legal reserves represent HUF 156,975 million and HUF 152,569 million as at 31 December 2008 and 2007, respectively. The legal reserves are not available for distribution. The dividend has been determined on the basis of the net profit for the year determined in the unconsolidated financial statements according to the Hungarian Accounting Standards.

Dividends of HUF 40,320 million for the year 2006 were approved by the Annual General Meeting on 28 April 2007.

According to the decision made at the Annual General Meeting on 25 April 2008, the Bank did not pay dividend for the year 2007.

These Financial Statements will be approved by the Annual General Meeting in April 2009. No dividend is proposed.

On 19 October 2006, the Bank sold 14.5 million Treasury shares owned by OTP Group through an issue of Income Certificates Exchangeable

for Shares ('ICES'). Within the transaction 10 million shares owned by the Bank, and 4.5 million shares owned by OTP Fund Management Ltd. were sold during the underwriting period of ICES on the weighted average market price (HUF 7,080) of the Budapest Stock Exchange. The shares have been purchased by Opus Securities S.A., which issued an exchangeable bond with a total face value of EUR 514,274,000 backed by those shares. The exchangeable bonds have been sold at a 32% premium over the selling price of the shares. The EUR denominated exchangeable bonds are without final maturity and the investors can exercise the conversion right between year 6 and 10. The bonds carry a fixed coupon of 3.95% during the first 10 years thereafter the Issuer has the right to buy back the bonds at face value. Following the year 10, the bonds carry a coupon of 3 month EURIBOR +3%.

If the Bank pays a dividend for the ordinary shares, the Bank under a subordinated swap contract, will pay the interest of ICES payable to Opus and receives the same amount of money from Opus as the dividend that is payable for the shares held by Opus.

**NOTE 20:****TREASURY SHARES (in HUF mn)**

|   | <b>2008</b>    | <b>2007</b>    |
|---|----------------|----------------|
| Nominal value (Ordinary shares)           | 3,402          | 2,340          |
| <b>Carrying value at acquisition cost</b> | <b>146,749</b> | <b>114,001</b> |

The changes in the carrying value of Treasury shares are due to purchase and

sale transactions on market authorised by the General Assembly.

**NOTE 21:****MINORITY INTEREST (in HUF mn)**

|   | <b>2008</b>  | <b>2007</b>  |
|---|--------------|--------------|
| Balance as at 1 January                               | 5,353        | 3,110        |
| Minority interest purchased                           | –            | 2,116        |
| Foreign currency translation difference               | (434)        | 171          |
| Changes due to ownership structure                    | 1,270        | (384)        |
| Minority interest included in net profit for the year | 596          | 340          |
| <b>Balance as at 31 December</b>                      | <b>6,785</b> | <b>5,353</b> |

**NOTE 22:****OTHER EXPENSES (in HUF mn)**

|  | <b>2008</b>   | <b>2007</b>   |
|--|---------------|---------------|
| Taxes, other than income taxes   | 29,955        | 30,664        |
| Provision for impairment on accrued interest   | 7,770         | 5,612         |
| Provision for impairment on off-balance sheet commitments and contingent liabilities | 4,731         | 4,018         |
| Provision for impairment on securities available-for-sale                            | 3,332         | 1             |
| Provision for impairment on securities held-to-maturity                              | 71            | 47            |
| Provision for impairment on equity investments                                       | 463           | 131           |
| Provision for impairment on other assets   | 117           | 2,726         |
| Other  | 19,753        | 14,602        |
| <b>Total</b>   | <b>66,192</b> | <b>57,801</b> |

**NOTE 23:****INCOME TAXES (in HUF mn)**

The Group is presently liable for income tax at rates between 9% and 28.5% of taxable income.

Deferred tax is calculated at the income tax rate of 9% in Montenegro, 10% in Bulgaria and Serbia, 16% in Hungary and Romania, 19% in Slovakia, 20% in Croatia and 24% in Russia and 25% in Ukraine.

In Hungary an additional 4% of special tax is to be paid. In the calculation below, 20% tax rate was taken into account for entities operating in Hungary.

***A reconciliation of the income tax charges is as follows:***

|              | <b>2008</b>   | <b>2007</b>   |
|--------------|---------------|---------------|
| Current tax  | 29,356        | 42,134        |
| Deferred tax | 3,943         | (1,730)       |
| <b>Total</b> | <b>33,299</b> | <b>40,404</b> |

***A reconciliation of the net deferred tax liability is as follows:***

|   | <b>2008</b>    | <b>2007</b>    |
|---|----------------|----------------|
| Balance as at 1 January                 | (5,373)        | (8,337)        |
| Acquisition of subsidiaries             | 111            | (165)          |
| Foreign currency translation difference | 362            | 202            |
| Deferred tax (charge)/credit            | (3,943)        | 1,730          |
| Recognised in equity                    | 3,491          | 1,197          |
| <b>Balance as at 31 December</b>        | <b>(5,352)</b> | <b>(5,373)</b> |

***A reconciliation of the income tax charges is as follows:***

|                                   | <b>2008</b>  | <b>2007</b>  |
|-----------------------------------|--------------|--------------|
| Profit before income tax          | 274,367      | 248,952      |
| Income tax at statutory tax rates | 45,001       | 41,923       |
| <b>Special tax</b>                | <b>5,351</b> | <b>7,445</b> |

**Income tax adjustments are as follows:**

|   | <b>2008</b>   | <b>2007</b>   |
|---|---------------|---------------|
| Reversal of statutory general provision                                       | (188)         | (1,896)       |
| Tax effect of provision for loan losses                                       | (268)         | –             |
| Tax effect of amortization of statutory goodwill                              | 4,608         | (1,762)       |
| Revaluation of investments denominated in foreign currency to historical cost | (2,826)       | (2,514)       |
| Profit on sale of Treasury shares   | –             | (779)         |
| Fair value of share-based payment   | 6             | 1,025         |
| Treasury share transactions   | (10,283)      | –             |
| Profit on disposal of shares and equities                                     | (19,619)      | –             |
| Other   | 11,517        | (3,038)       |
| <b>Income tax</b>   | <b>33,299</b> | <b>40,404</b> |
| <b>Effective tax rate</b>   | <b>12.1%</b>  | <b>16.2%</b>  |

**A breakdown of the deferred tax assets and liabilities are as follows:**

|  | <b>2008</b>  | <b>2007</b>  |
|--|--------------|--------------|
| Premium and discount amortization on bonds   | 395          | –            |
| Difference in accounting for leases  | –            | 322          |
| Provision for losses on off-balance sheet commitments and contingent liabilities on derivative financial instruments | –            | 55           |
| Fair value adjustment of securities held for trading, securities available-for-sale and equity investments           | 356          | –            |
| Fair value adjustment of derivative financial instruments  | –            | 1,115        |
| Repurchase agreements  | –            | 1,818        |
| Temporary differences arising on consolidation   | 746          | 633          |
| Provision for impairment on equity investments   | 3,184        | –            |
| Other  | 2,807        | 1,177        |
| <b>Deferred tax asset</b>  | <b>7,488</b> | <b>5,120</b> |

|  | <b>2008</b>     | <b>2007</b>     |
|--|-----------------|-----------------|
| Premium and discount amortization on bonds   | –               | (233)           |
| Provision for impairment on off-balance sheet commitments and contingent liabilities on derivative financial instruments | (10)            | –               |
| Difference in accounting for leases  | (278)           | –               |
| Fair value adjustment of securities held for trading, securities available-for-sale and equity investments               | –               | (301)           |
| Fair value adjustment of derivative financial instruments  | (451)           | –               |
| Repurchase agreements  | (2,498)         | –               |
| Valuation of equity instrument (ICES)  | (1,964)         | (2,760)         |
| Difference in depreciation and amortization  | (3,726)         | (3,882)         |
| <b>Accrued losses</b>  | <b>(3,913)</b>  | <b>(3,317)</b>  |
| <b>Deferred tax liabilities</b>  | <b>(12,840)</b> | <b>(10,493)</b> |



**NOTE 24:****FINANCIAL RISK MANAGEMENT**

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

Financial instruments may result in certain risks to the Group. The most significant risks the Group faces include:

***Credit risk***

The Group takes on exposure to credit risk which is the risk that a counter-party will be unable to pay amounts in full when due. The Group structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower, or banks of borrowers, and to geographical and industry segments. Such risks are monitored on a revolving basis and subject to an annual or more frequent review. The exposure to any one borrower including banks and brokers is further restricted by sub-limits covering on and off-balance sheet exposures and daily delivery risk limits in relation to trading items such as forward foreign exchange contracts. Actual exposures against limits are monitored daily.

Exposure to credit risk is managed through regular analysis of the ability of borrowers and potential borrowers to meet interest and

capital repayment obligations and by changing these lending limits where appropriate.

Exposure to credit risk is also managed in part by obtaining collateral and corporate and personal guarantees.

***Market risk***

The Group takes on exposure to market risks. Market risks arise from open positions in interest rate, currency and equity products, all of which are exposed to general and specific market movements. The Group applies a 'value at risk' methodology to estimate the market risk of positions held and the maximum losses expected, based upon a number of assumptions for various changes in market conditions. The Management Board sets limits on the value of risk that may be accepted, which is monitored on a daily basis.

***Liquidity risk***

See Note 33.

***Foreign currency risk***

See Note 34.

***Interest rate risk***

See Note 35.

**NOTE 25:****OFF-BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn)**

In the normal course of business, the Group becomes a party to various financial transactions that are not reflected on the balance sheet and are referred to as off-balance sheet financial

instruments. The following represent notional amounts of these off-balance sheet financial instruments, unless stated otherwise.

**(a) Contingent liabilities**

|  | <b>2008</b>      | <b>2007</b>      |
|--|------------------|------------------|
| Commitments to extend credit               | 792,042          | 999,639          |
| Guarantees arising from banking activities | 260,175          | 224,616          |
| Confirmed letters of credit                | 20,890           | 12,757           |
| Legal disputes                             | 6,798            | 6,558            |
| Other                                      | 61,035           | 53,772           |
| <b>Total</b>                               | <b>1,140,940</b> | <b>1,297,342</b> |

***Commitments to extend credit, guarantees and letters of credit***

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Guarantees and standby letters of credit, which represent irrevocable assurances that the Group will make payments in the event that a customer cannot meet its obligations to third parties, carry the same credit risk as loans.

Documentary and commercial letters of credit, which are written undertakings by the Group on behalf of a customer authorising a third party to draw drafts on the Group up to a stipulated amount under specific terms and conditions, are collateralised by the underlying shipments of goods to which they relate and therefore carry less risk than a direct borrowing.

Commitments to extend credit represent unused portions of authorisations to extend credit in the form of loans, guarantees or letters of credit. With respect to credit risk on commitments to extend credit, the Group is potentially exposed to loss in an amount equal to the total unused commitments. However, the likely amount of loss is less than the total unused commitments since most commitments to extend credit are contingent upon customers maintaining specific credit standards.

Guarantees, irrevocable letters of credit and undrawn loan commitments are subject to similar credit risk monitoring and credit policies as utilised in the extension of loans.

The management of the Group believes the market risk associated with guarantees, irrevocable letters of credit and undrawn loan commitments to be minimal.

***Legal disputes***

At the balance sheet date the Group was involved in various claims and legal proceedings of a nature considered normal to its business. The level of these claims and legal proceedings corresponds to the level of claims and legal proceedings in previous years.

The Group believes that the various asserted claims and litigations in which it is involved will not materially affect its financial position, future operating results or cash flows, although no assurance can be given with respect to the ultimate outcome of any such claim or litigation. Provisions due to legal disputes were HUF 4,989 million and HUF 4,621 million as at 31 December 2008 and 2007, respectively. (See Note 16.)

**(b) Derivatives and other options (nominal amount, unless otherwise stated)**

|  | 2008      | 2007      |
|--|-----------|-----------|
| <b>Foreign currency contracts</b>  |           |           |
| Off-balance sheet assets   | 134,190   | 145,810   |
| Off-balance sheet liabilities  | 138,778   | 146,795   |
| Net  | (4,588)   | (985)     |
| Net fair value   | (3,422)   | (119)     |
| <b>Foreign currency contracts designated as hedge accounting relationships</b>                     |           |           |
| Off-balance sheet assets   | 59,883    | 41,858    |
| Off-balance sheet liabilities  | 59,883    | 41,857    |
| Net  | –         | 1         |
| Net fair value   | 12        | –         |
| <b>Foreign exchange swaps and interest rate swaps designated as held for trading</b>               |           |           |
| Off-balance sheet assets   | 3,244,043 | 1,947,648 |
| Off-balance sheet liabilities  | 3,065,336 | 1,849,946 |
| Net  | 178,707   | 97,702    |
| Net fair value   | (32,286)  | 2,033     |
| <b>Foreign exchange swaps and interest rate swaps designated as hedge accounting relationships</b> |           |           |
| Off-balance sheet assets   | 499,242   | 260,777   |
| Off-balance sheet liabilities  | 534,938   | 245,626   |
| Net  | (35,696)  | 15,151    |
| Net fair value   | 16,597    | (5,071)   |
| <b>Option contracts</b>  |           |           |
| Off-balance sheet assets   | 9,945     | 119,004   |
| Off-balance sheet liabilities  | 9,716     | 119,467   |
| Net  | 229       | (463)     |
| Net fair value   | 210       | 25,910    |
| <b>Forward rate agreements designated as held for trading</b>                                      |           |           |
| Off-balance sheet assets   | 37        | –         |
| Off-balance sheet liabilities  | –         | –         |
| Net  | 37        | –         |
| Net fair value   | 33        | –         |
| <b>Forward security agreements designated as held for trading</b>                                  |           |           |
| Off-balance sheet assets   | 2,101     | 175       |
| Off-balance sheet liabilities  | 2,101     | 175       |
| Net  | –         | –         |
| Net fair value   | 52        | (1)       |

The Group maintains strict control limits on net open derivative positions, i.e. the difference between purchase and sale contracts, by both amount and term. At any one time the amount subject to credit risk is limited to the current fair value of instruments that are favourable to the Group (i.e. assets), which in relation to derivatives is only a small fraction of the contract or notional values used to express the volume of instruments outstanding. This credit risk exposure is managed as part of the overall lending limits with customers, together with potential exposures from market movements. Collateral or other security is not usually obtained for credit risk exposures on these instruments, except for trading with clients, where the Group in most of the cases requires margin deposits.

As at 31 December 2008, the Group has derivative instruments with positive fair values of HUF 81,629 million and negative fair values of HUF 159,001 million. Positive fair values of derivative instruments designated as hedge accounting relationships are included in Other assets, while positive fair values of derivative instruments designated as held for trading are included in Financial assets at fair value through profit or loss. Negative fair values of hedging derivative instruments are included in Other liabilities. Corresponding figures as at 31 December 2007 were HUF 75,343 million and HUF 16,391 million, respectively.

#### ***Foreign currency contracts***

Foreign currency contracts are agreements to exchange specific amounts of currencies at a specified rate of exchange, at a spot date (settlement occurs two days after the trade date) or at a forward date (settlement occurs more than two days after the trade date). The notional amount of these contracts does not represent the actual market or credit risk associated with these contracts.

Foreign currency contracts are used by the Group for risk management and trading purposes. The risk management foreign currency contracts of the Group were used to hedge against exchange rate fluctuations on loans and advances to credit institutions denominated in foreign currency.

#### ***Foreign exchange swaps and interest rate swaps***

The Group enters into foreign exchange swap and interest rate swap transactions. The swap transaction is a complex agreement concerning the swap of certain financial instruments, which usually consists of a prompt and one or more futures contracts.

Interest rate swaps oblige two parties to exchange one or more payments calculated with reference to fixed or periodically reset rates of interest applied to a specific notional principal amount. Notional principal is the amount upon which interest rates are applied to determine the payment streams under interest rate swaps. Such notional principal amounts often are used to express the volume of these transactions but are not actually exchanged between the counterparties.

The interest rate swaps of the Group were used for management of interest rate exposures and have been accounted for at mark-to-market fair value.

#### ***Cross-currency interest rate swap***

The Bank enters into cross-currency interest rate swap (CCIRS) transactions which have special attributes, i.e. the parties exchange the notional amount at the beginning and also at the maturity of the transaction. A special type of these deals are the mark-to-market CCIRS agreements. At this kind of deals the parties – according to the foreign exchange prices – revalue the notional amount during lifetime of the transaction.

#### ***Forward rate agreements***

A forward rate agreement is an agreement to settle amounts at a specified future date based on the difference between an interest rate index and an agreed upon fixed rate. Market risk arises from changes in the market value of contractual positions caused by movements in interest rates.

The Group limits its exposure to market risk by entering into generally matching or offsetting positions and by establishing and monitoring limits on unmatched positions. Credit risk is managed through approval procedures that establish specific limits for individual counterparties. The Group's forward rate agreements were transacted for management of interest rate exposures and have been accounted for at mark-to-market fair value.

## **NOTE 26:**

### **SHARE-BASED PAYMENT**

The terms of the options relating to the years of 2005 to 2009 were approved by the Annual General Meeting of 2005. The grant date of these options is 29 April 2005. The maximum number of shares which are available is 2.92 million.

The 2006 Annual General Meeting approved a five year share option program for the years from 2006 to 2010. In the framework of the program, the options are granted annually. The current grant dates of these options are 28 April 2006 and 27 April 2007, the dates of the Annual

General Meetings of the Bank. At this second Annual General Meeting, the amount provided in the program has been increased.

The exercise price of the options of 2005 is calculated as the average of the market price of OTP shares quoted by the Budapest Stock Exchange ('BSE') daily during the two month period ending on the last day of the month of the Annual General Meeting.

The exercise prices of the options relating to the years of 2006 to 2010 are calculated as the average of the market price of OTP shares quoted by the BSE daily during the period between 30 April and 30 May in the actual year and decreased by HUF 1,000. In that case if the average price of the shares exceeds by more than HUF 3,000 the exercise price one day before the date of exercise the exercise price would be increased by the amount above the HUF 3,000.

The 2007 Annual General Meeting approved a few changes in the program:

The exercise prices of the options relating to the years of 2006 to 2010 is calculated as the average of the market price of OTP shares

quoted by the BSE daily during the three month period ended 31 March in the actual year and decreased by HUF 2,000. In that case if the average price of the shares exceeds by more than HUF 4,000 the exercise price one day before the date of exercise the exercise price would be increased by the amount above the HUF 4,000.

To be able to practice the option program, two of the following conditions should be fulfilled:

- the growth of the net income should be 10%
- the ROA indicator for the actual year ended 31 December should be at least 2.1%
- the ROE indicator for the actual year ended 31 December should be at least 20%

The exercise period of the options granted for the year of 2005 is two years and for the years of 2006 to 2010 is 19 months. The exercise period of the option program for the years of 2006 to 2010 must be opened at 1 June in the actual year, the period can be prolonged by two years. If the options remain unexercised before the end of the exercise period the options expire. Additionally, options are forfeited if the employee leaves the Bank before the options vest.

|   | 2008                          |  | 2007                          |  |
|---|-------------------------------|--|-------------------------------|--|
|   | Options<br>(number of shares) | Weighted average<br>exercise price<br>(in HUF) | Options<br>(number of shares) | Weighted average<br>exercise price<br>(in HUF) |
| Outstanding at beginning of period          | 6,678,130                     | 7,957  | 4,799,825                     | 7,231  |
| Granted during the period                   | –                             | –  | 3,510,000                     | 8,419  |
| Forfeited during the period                 | 965,050                       | 6,484  | 187,250                       | 7,648  |
| Exercised during the period                 | 257,500                       | 6,536  | 1,444,445                     | 6,706  |
| Outstanding at the end of the period        | 2,534,950                     | 6,484  | 6,678,130                     | 7,957  |
| <b>Exercisable at the end of the period</b> | <b>1,774,466</b>              | <b>8,424</b>                                   | <b>2,334,304</b>              | <b>7,369</b>                                   |

For the year ended 31 December 2008 the key vesting conditions are not met, in accordance with the option program the Bank did not recognise any personnel expense.

The options outstanding as at 31 December 2008 and 2007 had a weighted average exercise price of HUF 6,484 and HUF 7,957 with a weighted average remaining contractual life of 18 and 22 months, respectively.

**The inputs into the Binomial model at grant date were as follows:**

|                                       | <b>2008</b> | <b>2007</b> |
|---------------------------------------|-------------|-------------|
| Weighted average share price (HUF)    | 7,828       | 7,663       |
| Weighted average exercise price (HUF) | 7,941       | 7,594       |
| Expected volatility (%)               | 29          | 29          |
| Expected life (average year)          | 3.56        | 3.18        |
| Risk free rate (%)                    | 6.84        | 7.01        |
| <b>Expected dividends (%)</b>         | <b>2.31</b> | <b>2.45</b> |

Expected volatility was determined by calculating the historical volatility of the Bank's share price three months prior to the grant date. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

In connection with the share-based payment programs approved by the Bank and applying IFRS 2, HUF 28 million and HUF 5,123 million has been recognised as expense as at 31 December 2008 and 2007, respectively.

**NOTE 27:**

**RELATED PARTY TRANSACTIONS (in HUF mn)**

The members of the Board of Directors and the Supervisory Board had credit lines of HUF 121 million and HUF 169.3 million as at 31 December 2008 and 2007, respectively. Such credit is made available at normal market conditions.

The amount of loans extended to unconsolidated subsidiaries was HUF 65,643 million and HUF 41,899 million as at 31 December 2008 and 2007, respectively.

In the normal course of business, the Bank gives loans and provides services to other subsidiaries at normal market conditions. The amount of these loans was HUF 27,366 million and HUF 3,862 million, with commitments to extend credit and guarantees of HUF 121 million and HUF 5,456 million as at 31 December 2008 and 2007, respectively.

The compensation of key management personnel, such as the members of the Board of Directors, members of the Supervisory Board, key employees of the Bank and its major subsidiaries involved in the decision-making process according to the compensation categories defined in IAS 24 Related party disclosures, is summarised below:

|                                   | <b>2008</b>   | <b>2007</b>   |
|-----------------------------------|---------------|---------------|
| Short-term employee benefits      | 12,642        | 7,545         |
| Redundancy payments               | 57            | –             |
| Other long-term employee benefits | 71            | 41            |
| Termination benefits              | 13            | 1,519         |
| Share-based payment               | 16            | 2,459         |
| <b>Total</b>                      | <b>12,799</b> | <b>11,564</b> |

**NOTE 28:**

**CASH AND CASH EQUIVALENTS (in HUF mn)**

|  | <b>2008</b>    | <b>2007</b>    |
|--|----------------|----------------|
| Cash, amounts due from banks and balances with the NBH | 348,849        | 353,243        |
| Compulsory reserve established by the NBH              | (70,526)       | (158,383)      |
| <b>Total</b>   | <b>278,323</b> | <b>194,860</b> |

The compulsory reserve is not considered to be a part of cash and cash equivalents due to

restrictions placed on its use by the NBH.

## NOTE 29:

### ACQUISITIONS (in HUF mn)

#### **(a) Purchase and consolidation of subsidiary undertakings**

On 12 November 2007 the Bank signed the purchase agreement on acquiring 100% interest in the Russian OOO Donskoy Narodny Bank. The sale and purchase transaction of the 100% stake of OOO Donskoy Narodny Bank was completed on 6 May 2008.

The total purchase price was USD 40.95 million. On 29 August 2006 the Bank signed the purchase agreement on acquiring 100% interest in Crnogorska komercijalna banka a.d. The total price was EUR 104 million. The control over this company is exercised from 1 January 2007.

#### **The fair value of the assets and liabilities acquired, and related goodwill is as follows:**

|   | <b>2008</b><br><b>At acquisition date</b><br>OOO Donskoy Narodny<br>Bank | <b>2007</b><br><b>At acquisition date</b><br>CKB a.d. |
|---|--|---|
| Cash, amounts due from banks, and balances with the National Bank                   | (1,880)  | (11,095)  |
| Placements with other banks, net of allowance for placement losses                  | (1,192)  | (68,528)  |
| Securities held for trading   | (1,021)  | (119)   |
| Securities available-for-sale   | –  | (585)   |
| Loans, net of allowance for loan losses   | (16,454)   | (113,860)   |
| Accrued interest  | (75)   | (898)   |
| Associates and other investments  | (48)   | (217)   |
| Securities held-to-maturity   | (7)  | (1,287)   |
| Property, equipment and intangible assets   | (1,555)  | (9,378)   |
| Other assets  | (91)   | (2,303)   |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks | –  | 19,268  |
| Deposits from customers   | 20,405   | 134,948   |
| Liabilities from issued securities  | 2  | –   |
| Accrued interest payable  | 102  | 121   |
| Other liabilities   | 179  | 19,117  |
| Subordinated bonds and loans  | 261  | –   |
| Minority Interest   | –  | 2,116   |
| Net assets  | (1,374)  | (32,700)  |
| Goodwill  | (5,312)  | (36,698)  |
| <b>Cash consideration</b>   | <b>(6,686)</b>   | <b>(69,398)</b>                                       |

#### **(b) Analysis of net outflow of cash in respect of purchase of subsidiaries**

|                         | <b>2008</b>    | <b>2007</b>     |
|-------------------------|----------------|-----------------|
| Cash consideration      | (6,686)        | (69,398)        |
| Cash acquired           | 1,880          | 11,095          |
| <b>Net cash outflow</b> | <b>(4,806)</b> | <b>(58,303)</b> |

**NOTE 30:****MAJOR SUBSIDIARIES**

Equity investments in companies in which the Bank has a controlling interest are detailed below.

They are fully consolidated companies and incorporated in Hungary unless indicated otherwise.

| Name  | Ownership<br>(Direct and Indirect) |         | Activity                               |
|---|------------------------------------|---------|--|
|   | 2008                               | 2007    |  |
| OTP Real Estate Ltd.                                    | 100.00%                            | 100.00% | real estate management and development |
| Merkantil Bank Ltd.                                     | 100.00%                            | 100.00% | finance lease                          |
| Merkantil Car Ltd.                                      | 100.00%                            | 100.00% | finance lease                          |
| OTP Building Society Ltd.                               | 100.00%                            | 100.00% | flat finance and reconstruction        |
| Bank Center No. 1. Ltd.                                 | 100.00%                            | 100.00% | real estate lease                      |
| OTP Factoring Ltd.                                      | 100.00%                            | 100.00% | work-out                               |
| Inga Two Commercial Ltd.                                | 100.00%                            | 100.00% | property management                    |
| OTP Fund Management Ltd.                                | 100.00%                            | 100.00% | fund management                        |
| OTP Mortgage Bank Ltd.                                  | 100.00%                            | 100.00% | mortgage lending                       |
| OTP Funds Servicing and Consulting Ltd.                 | 100.00%                            | 100.00% | fund services                          |
| TradeNova Commercial Ltd.<br>(former OTP Trade Ltd.)    | 100.00%                            | 100.00% | trade finance                          |
| OTP Real Estate Leasing Ltd.                            | 100.00%                            | 100.00% | real estate leasing                    |
| OTP Life Annuity Ltd.                                   | 100.00%                            | 100.00% | life annuity services                  |
| OTP Garancia Insurance Ltd.                             | –                                  | 100.00% | insurance                              |
| OTP Banka Slovensko a. s.<br>(Slovakia)                 | 97.23%                             | 97.23%  | commercial banking services            |
| DSK Bank EAD<br>(Bulgaria)                              | 100.00%                            | 100.00% | commercial banking services            |
| OTP Bank Romania S.A.<br>(Romania)                      | 100.00%                            | 100.00% | commercial banking services            |
| OTP banka Hrvatska d.d.<br>(Croatia)                    | 100.00%                            | 100.00% | commercial banking services            |
| OTP banka Srbija a.d.<br>(Serbia)                       | 91.43%                             | 91.43%  | commercial banking services            |
| Crnogorska komercijalna banka a.d.<br>(Montenegro)      | 100.00%                            | 100.00% | commercial banking services            |
| CJSC OTP Bank<br>(Ukraine)                              | 100.00%                            | 100.00% | commercial banking services            |
| OAD OTP Bank<br>(Russia)<br>(former OAO Investsberbank) | 95.51%                             | 97.22%  | commercial banking services            |
| OOO Donskoy Narodny Bank<br>(Russia)                    | 100.00%                            | –       | commercial banking services            |
| OTP Holding Ltd. (Cyprus)                               | 100.00%                            | –       | holding activity                       |
| OTP Financing Netherlands B.V.<br>(Netherlands)         | 100.00%                            | 100.00% | refinancing activities                 |
| OTP Financing Cyprus Ltd. (Cyprus)                      | 100.00%                            | 100.00% | refinancing activities                 |

**NOTE 31:****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 Consolidated Balance Sheet. The total amount of such loans managed by the Bank as a trustee amounted to HUF 45,196 million and HUF 45,081 million as at 31 December 2008 and 2007, respectively.



**NOTE 32:****CONCENTRATION OF ASSETS AND LIABILITIES**

Approximately 7% and 9% of the total assets of the Group consist of receivables from, or securities issued by the Hungarian Government or the NBH as at 31 December 2008 and

2007, respectively. There were no other significant concentrations of the assets or liabilities of the Bank as at 31 December 2008 and 2007.

**NOTE 33:****MATURITY ANALYSIS OF ASSETS AND LIABILITIES AND LIQUIDITY RISK (in HUF mn)**

Liquidity risk is a measure of the extent to which the Group may be required to raise funds to meet its commitments associated with financial instruments. The Group maintains its liquidity profiles in accordance with regulations prescribed by the NBH. The following tables provide an analysis of assets, liabilities and

shareholders' equity into relevant maturity groupings based on the remaining period from the balance sheet date to the contractual maturity date. It is presented under the most prudent consideration of maturity dates where options or repayment schedules allow for early repayment possibilities.

**As at 31 December 2008**

|   | Within<br>3 months | Within<br>one year and<br>over 3 months | Within 5 years<br>and over<br>one year | Over<br>5 years  | Total            |
|---|--------------------|---|--|------------------|------------------|
| Cash, due from banks and balances with the National Bank of Hungary           | 348,623            | 226                                     | –                                      | –                | 348,849          |
| Placements with other banks, net of allowance for placements losses           | 522,611            | 53,365                                  | 16,941                                 | 625              | 593,542          |
| Financial assets at fair value through profit or loss                         | 16,183             | 16,446                                  | 68,895                                 | 27,808           | 129,332          |
| Securities available-for-sale   | 21,143             | 65,472                                  | 237,743                                | 156,899          | 481,257          |
| Loans, net of allowance for loan losses                                       | 615,529            | 1,071,120                               | 1,781,483                              | 3,262,038        | 6,730,170        |
| Accrued interest receivable   | 83,575             | 3,693                                   | 340                                    | 185              | 87,793           |
| Associates and other investments  | –                  | –                                       | –                                      | 10,467           | 10,467           |
| Securities held-to-maturity   | 131,078            | 36,792                                  | 110,294                                | 43,569           | 321,733          |
| Property and equipment, Intangible assets                                     | 874                | 2,693                                   | 111,454                                | 354,680          | 469,701          |
| Other assets  | 50,555             | 58,984                                  | 40,324                                 | 56,729           | 206,592          |
| <b>TOTAL ASSETS</b>   | <b>1,790,171</b>   | <b>1,308,791</b>                        | <b>2,367,474</b>                       | <b>3,913,000</b> | <b>9,379,436</b> |
| Due to banks and deposits from the National Bank of Hungary and other banks   | 159,172            | 439,813                                 | 153,472                                | 90,410           | 842,867          |
| Deposits from customers   | 3,897,230          | 1,083,102                               | 213,473                                | 25,421           | 5,219,226        |
| Liabilities from issued securities  | 300,563            | 103,808                                 | 1,000,065                              | 122,203          | 1,526,639        |
| Accrued interest payable  | 90,110             | 5,548                                   | 3,122                                  | 361              | 99,141           |
| Fair value of derivative financial instruments designated as held for trading | 29,313             | 10,989                                  | 78,475                                 | 6,710            | 125,487          |
| Other liabilities   | 150,551            | 15,010                                  | 27,036                                 | 8,360            | 200,957          |
| Subordinated bonds and loans  | –                  | 745                                     | 5,993                                  | 309,410          | 316,148          |
| <b>TOTAL LIABILITIES</b>  | <b>4,626,939</b>   | <b>1,659,015</b>                        | <b>1,481,636</b>                       | <b>562,875</b>   | <b>8,330,465</b> |
| Share capital   | –                  | –                                       | –                                      | 28,000           | 28,000           |
| Retained earnings and reserves  | –                  | –                                       | –                                      | 1,160,935        | 1,160,935        |
| Treasury shares   | –                  | –                                       | (67,407)                               | (79,342)         | (146,749)        |
| Minority interest   | –                  | –                                       | –                                      | 6,785            | 6,785            |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>   | <b>–</b>           | <b>–</b>                                | <b>(67,407)</b>                        | <b>1,116,378</b> | <b>1,048,971</b> |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>                             | <b>4,626,939</b>   | <b>1,659,015</b>                        | <b>1,414,229</b>                       | <b>1,679,253</b> | <b>9,379,436</b> |
| <b>LIQUIDITY (DEFICIENCY)/EXCESS</b>  | <b>(2,836,768)</b> | <b>(350,224)</b>                        | <b>953,245</b>                         | <b>2,233,747</b> | <b>–</b>         |

## As at 31 December 2007

|  | Within<br>3 months | Within<br>one year and<br>over 3 months | Within 5 years<br>and over<br>one year | Over<br>5 years  | Total            |
|--|--------------------|---|--|------------------|------------------|
| Cash, amounts due from banks and balances with the NBH                             | 348,281            | 4,962                                   | –                                      | –                | 353,243          |
| Placements with other banks, net of allowance for placements losses                | 540,504            | 72,025                                  | 42,127                                 | 132              | 654,788          |
| Financial assets at fair value through profit or loss                              | 65,732             | 35,038                                  | 124,691                                | 60,434           | 285,895          |
| Securities available-for-sale  | 27,493             | 95,423                                  | 182,848                                | 168,161          | 473,925          |
| Loans, net of allowance for loan losses  | 601,781            | 957,762                                 | 1,637,614                              | 2,385,280        | 5,582,437        |
| Accrued interest   | 56,873             | 3,898                                   | 1,276                                  | 1,412            | 63,459           |
| Associates and other investments   | –                  | –                                       | –                                      | 9,892            | 9,892            |
| Securities held-to-maturity  | 111,014            | 25,278                                  | 124,808                                | 56,457           | 317,557          |
| Property and equipment, Intangible assets  | 1,258              | 6,533                                   | 118,433                                | 415,685          | 541,909          |
| Other assets   | 84,043             | 29,079                                  | 27,999                                 | 37,648           | 178,769          |
| <b>TOTAL ASSETS</b>  | <b>1,836,979</b>   | <b>1,229,998</b>                        | <b>2,259,796</b>                       | <b>3,135,101</b> | <b>8,461,874</b> |
| Amount due to banks and deposits from the National Bank of Hungary and other banks | 338,051            | 108,821                                 | 253,228                                | 98,054           | 798,154          |
| Deposits from customers  | 4,326,480          | 529,282                                 | 164,351                                | 18,259           | 5,038,372        |
| Liabilities from issued securities   | 18,796             | 71,194                                  | 757,493                                | 137,782          | 985,265          |
| Accrued interest payable   | 54,178             | 2,409                                   | 3,332                                  | 234              | 60,153           |
| Fair value of derivative financial instruments designated as held for trading      | 4,377              | 4,170                                   | 2,380                                  | 1,993            | 12,920           |
| Other liabilities  | 147,464            | 24,474                                  | 74,273                                 | 124,058          | 370,269          |
| Subordinated bonds and loans   | –                  | 10,111                                  | 1,339                                  | 289,714          | 301,164          |
| <b>TOTAL LIABILITIES</b>   | <b>4,889,346</b>   | <b>750,461</b>                          | <b>1,256,396</b>                       | <b>670,094</b>   | <b>7,566,297</b> |
| Share capital  | –                  | –                                       | –                                      | 28,000           | 28,000           |
| Retained earnings and reserves   | –                  | –                                       | –                                      | 976,225          | 976,225          |
| Treasury shares  | (3,554)            | (14,217)                                | (36,437)                               | (59,793)         | (114,001)        |
| Minority interest  | –                  | –                                       | –                                      | 5,353            | 5,353            |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>  | <b>(3,554)</b>     | <b>(14,217)</b>                         | <b>(36,437)</b>                        | <b>949,785</b>   | <b>895,577</b>   |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>                                  | <b>4,885,792</b>   | <b>736,244</b>                          | <b>1,219,959</b>                       | <b>1,619,879</b> | <b>8,461,874</b> |
| <b>LIQUIDITY (DEFICIENCY)/EXCESS</b>   | <b>(3,048,813)</b> | <b>493,754</b>                          | <b>1,039,837</b>                       | <b>1,515,222</b> | <b>–</b>         |

## NOTE 34:

### NET FOREIGN CURRENCY POSITION AND FOREIGN CURRENCY RISK (in HUF mn)

#### As at 31 December 2008

|   | USD        | EUR           | CHF           | Others        | Total          |
|---|------------|---------------|---------------|---------------|----------------|
| Assets  | 1,080,932  | 2,128,718     | 1,674,082     | 2,107,467     | 6,991,199      |
| Liabilities                                   | (302,851)  | (3,099,310)   | (157,686)     | (1,596,545)   | (5,156,392)    |
| Off-balance sheet assets and liabilities, net | (777,603)  | 1,046,251     | (1,495,153)   | (462,828)     | (1,689,333)    |
| <b>Net position</b>                           | <b>478</b> | <b>75,659</b> | <b>21,243</b> | <b>48,094</b> | <b>145,474</b> |

#### As at 31 December 2007

|   | USD             | EUR             | CHF            | Others         | Total          |
|---|-----------------|-----------------|----------------|----------------|----------------|
| Assets  | 705,470         | 1,744,616       | 1,076,700      | 1,941,768      | 5,468,554      |
| Liabilities                                   | (281,588)       | (2,297,282)     | (141,825)      | (1,533,702)    | (4,254,397)    |
| Off-balance sheet assets and liabilities, net | (464,046)       | 507,759         | (943,333)      | (8,162)        | (907,782)      |
| <b>Net position</b>                           | <b>(40,164)</b> | <b>(44,907)</b> | <b>(8,458)</b> | <b>399,904</b> | <b>306,375</b> |

The table above provides an analysis of the main foreign currency exposures of the Group. The remaining foreign currencies are shown within 'Others'. Whilst the Group monitors its foreign exchange position for compliance with the regulatory requirements of the NBH and

own limit system established in respect of limits on open positions. The measurement of the open foreign currency position of the Group involves monitoring the 'value at risk' ('VaR') limit on the foreign exchange exposure of the Group.

**NOTE 35:**
**INTEREST RATE RISK MANAGEMENT (in HUF mn)**

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The length of time for which the rate of interest is fixed on a financial instrument, therefore, indicates to what extent it is exposed to interest rate risk.

The majority of the interest bearing assets of the Group 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.

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

The following table presents the interest repricing dates of the Group. Variable yield assets and liabilities have been reported according to their next repricing date. Fixed income assets and liabilities have been reported according to their maturity.

**As at 31 December 2008**

|  | within 1 month |           | over 1 month and within 3 month |         | over 3 month and within 12 month |         | over 1 year and within 2 years |         | over 2 years |         | Non-interest-bearing |        | Total     |           | Total     |         |
|--|----------------|-----------|---------------------------------|---------|----------------------------------|---------|--------------------------------|---------|--------------|---------|----------------------|--------|-----------|-----------|-----------|---------|
|  | HUF            | Deviza    | HUF                             | Deviza  | HUF                              | Deviza  | HUF                            | Deviza  | HUF          | Deviza  | HUF                  | Deviza | HUF       | Deviza    |           |         |
| <b>ASSETS</b>  |                |           |                                 |         |                                  |         |                                |         |              |         |                      |        |           |           |           |         |
| <b>Cash, amounts due from banks and balances with the National Bank of Hungary</b> | 74,058         | 37,890    | 2                               | 189     | 3                                | –       | –                              | –       | –            | –       | –                    | 66,859 | 169,848   | 140,922   | 207,927   | 348,849 |
| fixed rate   | 72,069         | 34,896    | 2                               | –       | 3                                | –       | –                              | –       | –            | –       | –                    | –      | –         | 72,074    | 34,896    | 106,970 |
| variable rate  | 1,989          | 2,994     | –                               | 189     | –                                | –       | –                              | –       | –            | –       | –                    | –      | –         | 1,989     | 3,183     | 5,172   |
| non-interest-bearing   | –              | –         | –                               | –       | –                                | –       | –                              | –       | –            | –       | –                    | 66,859 | 169,848   | 66,859    | 169,848   | 236,707 |
| <b>Placements with other banks, net of allowance for placements losses</b>         | 66,142         | 321,855   | 2,506                           | 10,826  | –                                | 90,734  | –                              | –       | –            | 6,656   | 1                    | 94,822 | 68,649    | 524,893   | 593,542   |         |
| fixed rate   | 65,751         | 264,125   | 2,506                           | 10,826  | –                                | 21      | –                              | –       | –            | 6,521   | –                    | –      | 68,257    | 281,493   | 349,750   |         |
| variable rate  | 391            | 57,730    | –                               | –       | –                                | 90,713  | –                              | –       | –            | 135     | –                    | –      | 391       | 148,578   | 148,969   |         |
| non-interest-bearing   | –              | –         | –                               | –       | –                                | –       | –                              | –       | –            | –       | 1                    | 94,822 | 1         | 94,822    | 94,823    |         |
| <b>Securities held for trading</b>   | 1,093          | 1,805     | 1,059                           | 214     | 7,972                            | 421     | 10,531                         | 876     | 26,263       | 3,589   | 2,299                | 551    | 49,217    | 7,456     | 56,673    |         |
| fixed rate   | 1,093          | 597       | 903                             | 201     | 7,900                            | 262     | 10,531                         | 876     | 26,263       | 3,559   | –                    | –      | 46,690    | 5,495     | 52,823    |         |
| variable rate  | –              | 1,208     | 156                             | 13      | 72                               | 159     | –                              | –       | –            | 30      | –                    | –      | 228       | 1,410     | 1,638     |         |
| non-interest-bearing   | –              | –         | –                               | –       | –                                | –       | –                              | –       | –            | –       | 2,299                | 551    | 2,299     | 551       | 2,850     |         |
| <b>Securities available-for-sale</b>   | 9,277          | 2,531     | 5,935                           | 101,306 | 48,461                           | 14,938  | 36,961                         | 14,113  | 158,283      | 69,391  | 15,874               | 4,187  | 274,791   | 206,466   | 481,257   |         |
| fixed rate   | 9,277          | –         | 1,500                           | 3,241   | 47,935                           | 14,935  | 36,961                         | 13,534  | 158,283      | 67,594  | –                    | –      | 253,956   | 99,307    | 353,263   |         |
| variable rate  | –              | 2,531     | 4,435                           | 98,065  | 526                              | –       | –                              | 579     | –            | 1,797   | –                    | –      | 4,961     | 102,972   | 107,933   |         |
| non-interest-bearing   | –              | –         | –                               | –       | –                                | –       | –                              | –       | –            | –       | 15,874               | 4,187  | 15,874    | 4,187     | 20,061    |         |
| <b>Loans, net of allowance for loan losses</b>                                     | 812,804        | 3,796,739 | 84,325                          | 350,728 | 119,661                          | 714,209 | 56,516                         | 67,318  | 380,973      | 297,118 | 10,753               | 39,026 | 1,465,032 | 5,265,138 | 6,730,170 |         |
| fixed rate   | 8,656          | 37,847    | 2,515                           | 91,129  | 3,140                            | 173,389 | 1,604                          | 30,442  | 11,737       | 175,038 | –                    | –      | 27,652    | 507,845   | 535,497   |         |
| variable rate  | 804,148        | 3,461,667 | 81,810                          | 198,231 | 116,521                          | 355,496 | 54,912                         | 34,953  | 369,236      | 122,080 | –                    | –      | 1,426,627 | 4,172,427 | 5,599,054 |         |
| non-interest-bearing   | –              | 297,225   | –                               | 61,368  | –                                | 185,324 | –                              | 1,923   | –            | –       | 10,753               | 39,026 | 10,753    | 584,866   | 595,619   |         |
| <b>Securities held-to-maturity</b>   | 114,963        | 8,553     | 20,670                          | 1,310   | 64,331                           | 7,386   | 38,930                         | 11,777  | 27,057       | 26,756  | –                    | –      | 265,951   | 55,782    | 321,733   |         |
| fixed rate   | 114,963        | 3,558     | 12,670                          | 806     | 26,862                           | 7,336   | 38,930                         | 11,777  | 27,057       | 26,756  | –                    | –      | 220,482   | 50,233    | 270,715   |         |
| variable rate  | –              | 4,995     | 8,000                           | 504     | 37,469                           | 50      | –                              | –       | –            | –       | –                    | –      | 45,469    | 5,549     | 51,018    |         |
| <b>Fair value of derivative financial instruments</b>                              | 10,266         | 827,755   | 13,306                          | 274,293 | 97,434                           | 131,782 | 94,099                         | 443,479 | 712,125      | 368,637 | –                    | 8,839  | 927,230   | 2,054,785 | 2,982,015 |         |
| fixed rate   | 10,266         | 826,457   | 13,306                          | 274,274 | 95,523                           | 129,863 | 93,805                         | 441,380 | 708,625      | 367,563 | –                    | –      | 921,525   | 2,039,537 | 2,961,062 |         |
| variable rate  | –              | 1,298     | –                               | 19      | 1,911                            | 1,919   | 294                            | 2,099   | 3,500        | 1,074   | –                    | –      | 5,705     | 6,409     | 12,114    |         |
| non-interest-bearing   | –              | –         | –                               | –       | –                                | –       | –                              | –       | –            | –       | –                    | 8,839  | –         | 8,839     | 8,839     |         |

## As at 31 December 2008

|  | within 1 month |           | over 1 month and within 3 month |           | over 3 month and within 12 month |         | over 1 year and within 2 years |          | over 2 years |           | Non-interest-bearing |         | Total     |           | Total     |
|--|----------------|-----------|---------------------------------|-----------|----------------------------------|---------|--------------------------------|----------|--------------|-----------|----------------------|---------|-----------|-----------|-----------|
|  | HUF            | Deviza    | HUF                             | Deviza    | HUF                              | Deviza  | HUF                            | Deviza   | HUF          | Deviza    | HUF                  | Deviza  | HUF       | Deviza    |           |
| <b>LIABILITIES</b>   |                |           |                                 |           |                                  |         |                                |          |              |           |                      |         |           |           |           |
| <b>Amounts due to banks and deposits from the National Bank of Hungary and other banks</b> | 2,442          | 341,082   | 7,287                           | 192,395   | 212,210                          | 78,268  | 1                              | 699      | 559          | 5,649     | -                    | 2,275   | 222,499   | 620,368   | 842,867   |
| fixed rate   | 1,755          | 183,627   | 1,746                           | 26,511    | 118,618                          | 18,823  | -                              | 699      | -            | 5,619     | -                    | 92      | 122,119   | 235,371   | 357,490   |
| variable rate  | 687            | 157,455   | 5,541                           | 165,884   | 93,592                           | 59,445  | 1                              | -        | 559          | 30        | -                    | -       | 100,380   | 382,814   | 483,194   |
| non-interest-bearing   | -              | -         | -                               | -         | -                                | -       | -                              | -        | -            | -         | -                    | 2,183   | -         | 2,183     | 2,183     |
| <b>Deposits from customers</b>   | 1,146,698      | 1,640,823 | 474,388                         | 298,603   | 376,758                          | 369,806 | 27,029                         | 48,831   | 633,399      | 96,450    | 1,178                | 105,263 | 2,659,450 | 2,559,776 | 5,219,226 |
| fixed rate   | 468,786        | 502,881   | 445,811                         | 298,593   | 376,169                          | 369,806 | 27,029                         | 48,774   | 80,071       | 68,285    | -                    | -       | 1,398,866 | 1,288,339 | 2,687,205 |
| variable rate  | 676,912        | 1,137,942 | 28,577                          | 10        | 589                              | -       | -                              | 57       | 533,328      | 28,165    | -                    | -       | 1,259,406 | 1,166,174 | 2,425,580 |
| non-interest-bearing   | -              | -         | -                               | -         | -                                | -       | -                              | -        | -            | -         | 1,178                | 105,263 | 1,178     | 105,263   | 106,441   |
| <b>Liabilities from issued securities</b>  | 20,260         | 4,272     | 46,891                          | 445,658   | 124,232                          | 20,123  | 47,226                         | 281,207  | 139,013      | 396,894   | 511                  | 352     | 378,133   | 1,148,506 | 1,526,639 |
| fixed rate   | 9,253          | 4,272     | 27,735                          | 1,866     | 124,232                          | 11,333  | 47,226                         | 281,207  | 139,013      | 396,894   | -                    | -       | 347,459   | 695,572   | 1,043,031 |
| variable rate  | 11,007         | -         | 19,156                          | 443,792   | -                                | 8,790   | -                              | -        | -            | -         | -                    | -       | 30,163    | 452,582   | 482,745   |
| non-interest-bearing   | -              | -         | -                               | -         | -                                | -       | -                              | -        | -            | -         | 511                  | 352     | 511       | 352       | 863       |
| <b>Fair value of derivative financial instruments</b>                                      | 433,865        | 621,519   | 107,118                         | 487,413   | 63,840                           | 163,285 | 9,894                          | 263,533  | 8,956        | 898,303   | -                    | 96      | 623,673   | 2,434,149 | 3,057,822 |
| fixed rate   | 433,865        | 411,583   | 107,118                         | 191,386   | 62,589                           | 161,395 | 8,656                          | 261,452  | 6,364        | 896,870   | -                    | 88      | 618,592   | 1,922,774 | 2,541,366 |
| variable rate  | -              | 209,936   | -                               | 296,027   | 1,251                            | 1,890   | 1,238                          | 2,081    | 2,592        | 1,433     | -                    | -       | 5,081     | 511,367   | 516,448   |
| non-interest-bearing   | -              | -         | -                               | -         | -                                | -       | -                              | -        | -            | -         | -                    | 8       | -         | 8         | 8         |
| <b>Subordinated bonds and loans</b>  | -              | 942       | 5,000                           | 28,551    | -                                | 12,999  | -                              | -        | -            | 268,411   | -                    | 245     | 5,000     | 311,148   | 316,148   |
| fixed rate   | -              | -         | -                               | -         | -                                | -       | -                              | -        | -            | 268,411   | -                    | -       | -         | 268,411   | 268,411   |
| variable rate  | -              | 942       | 5,000                           | 28,551    | -                                | 12,999  | -                              | -        | -            | -         | -                    | 245     | 5,000     | 42,492    | 47,492    |
| non-interest-bearing   | -              | -         | -                               | -         | -                                | -       | -                              | -        | -            | -         | -                    | 245     | -         | 245       | 245       |
| <b>Net position</b>  | (514,662)      | 2,388,490 | (512,881)                       | (713,754) | (439,178)                        | 314,989 | 152,887                        | (56,707) | 522,774      | (893,560) | 94,097               | 209,042 | (696,963) | 1,248,500 | 551,537   |

## As at 31 December 2007

|  | within 1 month |           | over 1 month and within 3 month |         | over 3 month and within 12 month |         | over 1 year and within 2 years |        | over 2 years |         | Non-interest-bearing |         | Total     |           | Total     |
|--|----------------|-----------|---------------------------------|---------|----------------------------------|---------|--------------------------------|--------|--------------|---------|----------------------|---------|-----------|-----------|-----------|
|  | HUF            | Deviza    | HUF                             | Deviza  | HUF                              | Deviza  | HUF                            | Deviza | HUF          | Deviza  | HUF                  | Deviza  | HUF       | Deviza    |           |
| <b>ASSETS</b>  |                |           |                                 |         |                                  |         |                                |        |              |         |                      |         |           |           |           |
| <b>Cash, amounts due from banks and balances with the National Bank of Hungary</b> | 176,105        | 18,694    | 490                             | 7,718   | 12                               | 16      | -                              | -      | -            | -       | 44,451               | 105,757 | 221,058   | 132,185   | 353,243   |
| fixed rate   | 174,741        | 13,448    | -                               | 58      | -                                | -       | -                              | -      | -            | -       | -                    | -       | 174,741   | 13,506    | 188,247   |
| variable rate  | 1,359          | 5,245     | 490                             | 7,660   | 12                               | 16      | -                              | -      | -            | -       | -                    | -       | 1,861     | 12,921    | 14,782    |
| non-interest-bearing   | 5              | 1         | -                               | -       | -                                | -       | -                              | -      | -            | -       | -                    | 44,451  | 105,757   | 44,456    | 150,214   |
| <b>Placements with other banks, net of allowance for placements losses</b>         | 21,284         | 303,762   | 3,000                           | 6,973   | 550                              | 115,691 | -                              | 1,927  | -            | 165     | 6                    | 200,850 | 25,420    | 629,368   | 654,788   |
| fixed rate   | 21,859         | 296,252   | -                               | 3,967   | 550                              | 58,868  | -                              | 1,927  | -            | 135     | -                    | -       | 22,409    | 361,149   | 383,558   |
| variable rate  | 5              | 7,510     | 3,000                           | 3,006   | -                                | 56,823  | -                              | -      | -            | 30      | -                    | -       | 3,005     | 67,369    | 70,374    |
| non-interest-bearing   | -              | -         | -                               | -       | -                                | -       | -                              | -      | -            | -       | 6                    | 200,850 | 6         | 200,850   | 200,856   |
| <b>Securities held for trading</b>   | 24,149         | 1,225     | 36,648                          | 1,476   | 9,270                            | 4,649   | 7,587                          | 8,241  | 82,675       | 40,456  | 4,688                | 893     | 165,017   | 56,940    | 221,957   |
| fixed rate   | 23,165         | 24        | 15,141                          | 1,388   | 9,199                            | 4,339   | 7,586                          | 8,241  | 82,675       | 40,456  | -                    | -       | 137,766   | 54,448    | 192,214   |
| variable rate  | 984            | 1,201     | 21,507                          | 88      | 71                               | 310     | 1                              | -      | -            | -       | -                    | -       | 22,563    | 1,599     | 24,162    |
| non-interest-bearing   | -              | -         | -                               | -       | -                                | -       | -                              | -      | -            | -       | 4,688                | 893     | 4,688     | 893       | 5,581     |
| <b>Securities available-for-sale</b>   | 14,090         | 22,813    | 4,922                           | 59,726  | 77,433                           | 22,436  | 45,753                         | 5,160  | 112,590      | 73,776  | 28,109               | 7,117   | 282,897   | 191,028   | 473,925   |
| fixed rate   | 12,342         | 767       | 1,952                           | 1,717   | 77,194                           | 10,947  | 45,753                         | 5,160  | 112,590      | 73,776  | -                    | -       | 249,831   | 92,367    | 342,198   |
| variable rate  | 1,748          | 22,046    | 2,970                           | 58,009  | 239                              | 11,489  | -                              | -      | -            | -       | -                    | -       | 4,957     | 91,544    | 96,501    |
| non-interest-bearing   | -              | -         | -                               | -       | -                                | -       | -                              | -      | -            | -       | 28,109               | 7,117   | 28,109    | 7,117     | 35,226    |
| <b>Loans, net of allowance for loan losses</b>                                     | 899,026        | 2,431,583 | 220,358                         | 744,860 | 192,480                          | 275,535 | 94,539                         | 96,759 | 237,070      | 336,337 | 17,081               | 36,809  | 1,660,554 | 3,921,883 | 5,582,437 |
| fixed rate   | 9,616          | 132,870   | 6,903                           | 115,980 | 3,801                            | 223,218 | 1,235                          | 87,918 | 4,769        | 299,691 | -                    | -       | 26,324    | 859,677   | 886,001   |
| variable rate  | 889,410        | 2,298,713 | 213,455                         | 628,880 | 188,679                          | 52,317  | 93,304                         | 8,841  | 232,301      | 36,646  | -                    | -       | 1,617,149 | 3,025,397 | 4,642,546 |
| non-interest-bearing   | -              | -         | -                               | -       | -                                | -       | -                              | -      | -            | -       | 17,081               | 36,809  | 17,081    | 36,809    | 53,890    |
| <b>Securities held-to-maturity</b>   | 97,085         | 15,961    | 38,035                          | 2,286   | 31,040                           | 1,999   | 39,882                         | 10,048 | 65,413       | 15,808  | -                    | -       | 271,455   | 46,102    | 317,557   |
| fixed rate   | 97,085         | 3,460     | -                               | 1,999   | 20,249                           | 1,068   | 39,882                         | 9,826  | 65,413       | 15,327  | -                    | -       | 222,629   | 31,590    | 254,219   |
| variable rate  | -              | 12,501    | 38,035                          | 377     | 10,791                           | 931     | -                              | 222    | -            | 481     | -                    | -       | 48,826    | 14,512    | 63,338    |
| <b>Fair value of derivative financial instruments</b>                              | 366,501        | 454,187   | 645,215                         | 356,623 | 38,095                           | 33,924  | 1,237                          | 34,016 | 1,770        | 241,366 | -                    | -       | 1,052,818 | 1,120,116 | 2,172,934 |
| fixed rate   | 273,123        | 343,091   | 212,118                         | 182,451 | 37,545                           | 32,838  | 1,237                          | 34,016 | 1,770        | 241,366 | -                    | -       | 525,793   | 833,762   | 1,359,555 |
| variable rate  | 93,378         | 111,096   | 433,097                         | 174,172 | 50                               | 1,086   | -                              | -      | -            | -       | -                    | -       | 527,025   | 286,354   | 813,379   |

## As at 31 December 2007

|  | within 1 month |           | over 1 month and within 3 month |           | over 3 month and within 12 month |         | over 1 year and within 2 years |        | over 2 years |         | Non-interest-bearing |         | Total     |           | Total     |
|--|----------------|-----------|---------------------------------|-----------|----------------------------------|---------|--------------------------------|--------|--------------|---------|----------------------|---------|-----------|-----------|-----------|
|  | HUF            | Deviza    | HUF                             | Deviza    | HUF                              | Deviza  | HUF                            | Deviza | HUF          | Deviza  | HUF                  | Deviza  | HUF       | Deviza    |           |
| <b>LIABILITIES</b>   |                |           |                                 |           |                                  |         |                                |        |              |         |                      |         |           |           |           |
| <b>Due to banks and deposits from the National bank of Hungary and other banks</b> | 59,664         | 287,216   | 26,138                          | 141,177   | 81,840                           | 70,053  | 298                            | 37,633 | 514          | 90,195  | –                    | 3,426   | 168,454   | 629,700   | 798,154   |
| fixed rate   | 59,313         | 207,136   | 24,936                          | 48,041    | 156                              | 61,755  | 29                             | 17,988 | 1            | 72,131  | –                    | –       | 84,435    | 407,051   | 491,486   |
| variable rate  | 351            | 80,080    | 1,202                           | 93,136    | 81,684                           | 8,298   | 269                            | 19,645 | 513          | 18,064  | –                    | –       | 84,019    | 219,223   | 303,242   |
| non-interest-bearing   | –              | –         | –                               | –         | –                                | –       | –                              | –      | –            | –       | –                    | 3,426   | –         | 3,426     | 3,426     |
| <b>Deposits from customers</b>   | 2,081,493      | 1,758,308 | 364,691                         | 231,818   | 49,870                           | 268,089 | 28,520                         | 36,213 | 68,984       | 34,203  | 1,551                | 114,632 | 2,595,109 | 2,443,263 | 5,038,372 |
| fixed rate   | 659,069        | 740,215   | 360,674                         | 231,818   | 49,870                           | 268,089 | 28,520                         | 36,213 | 68,984       | 34,203  | –                    | –       | 1,167,117 | 1,310,538 | 2,477,655 |
| variable rate  | 1,422,424      | 1,018,093 | 4,017                           | –         | –                                | –       | –                              | –      | –            | –       | –                    | –       | 1,426,441 | 1,018,093 | 2,444,534 |
| non-interest-bearing   | –              | –         | –                               | –         | –                                | –       | –                              | –      | –            | –       | 1,551                | 114,632 | 1,551     | 114,632   | 116,183   |
| <b>Liabilities from issued securities</b>  | 13,155         | 137,539   | 27,023                          | 300,178   | 35,409                           | 10,012  | 77,342                         | 4,819  | 130,158      | 248,516 | 3                    | 1,111   | 283,090   | 702,175   | 985,265   |
| fixed rate   | 6              | 7,229     | 7,257                           | 1,781     | 34,988                           | 2,472   | 77,342                         | 4,819  | 130,158      | 248,516 | –                    | –       | 249,751   | 264,817   | 514,568   |
| variable rate  | 13,149         | 130,310   | 19,766                          | 298,397   | 421                              | 7,540   | –                              | –      | –            | –       | –                    | –       | 33,336    | 436,247   | 469,583   |
| non-interest-bearing   | –              | –         | –                               | –         | –                                | –       | –                              | –      | –            | –       | 3                    | 1,111   | 3         | 1,111     | 1,114     |
| <b>Fair value of derivative financial instruments</b>                              | 116,423        | 878,365   | 33,849                          | 943,177   | 23,878                           | 19,971  | 11,796                         | 25,072 | 5,179        | 49,559  | –                    | –       | 191,125   | 1,916,144 | 2,107,269 |
| fixed rate   | 104,131        | 509,689   | 26,017                          | 366,880   | 23,687                           | 19,927  | 11,796                         | 25,072 | 5,179        | 49,559  | –                    | –       | 170,810   | 971,127   | 1,141,937 |
| variable rate  | 12,292         | 368,676   | 7,832                           | 567,297   | 191                              | 44      | –                              | –      | –            | –       | –                    | –       | 20,315    | 945,017   | 965,332   |
| <b>Subordinated bonds and loans</b>  | –              | 856       | 5,000                           | 33,015    | –                                | 9,202   | –                              | –      | –            | 253,091 | –                    | –       | 5,000     | 296,164   | 301,164   |
| fixed rate   | –              | –         | –                               | –         | –                                | –       | –                              | –      | –            | 253,091 | –                    | –       | –         | 253,091   | 253,091   |
| variable rate  | –              | 856       | 5,000                           | 33,015    | –                                | 9,202   | –                              | –      | –            | –       | –                    | –       | 5,000     | 43,073    | 48,073    |
| <b>Net position</b>  | (671,915)      | 185,941   | 491,967                         | (469,703) | 157,883                          | 76,923  | 71,042                         | 52,414 | 294,683      | 32,344  | 92,781               | 232,257 | 436,441   | 110,176   | 546,617   |

## NOTE 36:

## EARNINGS PER SHARE

Consolidated Earnings per share attributable to the ordinary shares of the Group are determined by dividing consolidated Net profit for the year

attributable to ordinary shareholders, by the weighted average number of ordinary shares outstanding during the year.

|   | 2008        | 2007        |
|---|-------------|-------------|
| Consolidated Net profit for the year (in HUF mn)  | 240,472     | 208,208     |
| Weighted average number of ordinary shares outstanding during the year for calculating basic EPS (number)   | 256,317,324 | 261,699,756 |
| Consolidated Basic Earnings per share (in HUF)  | 938         | 796         |
| Weighted average number of ordinary shares outstanding during the year for calculating diluted EPS (number) | 257,117,270 | 262,326,040 |
| <b>Consolidated Diluted Earnings per share (in HUF)</b>   | <b>935</b>  | <b>794</b>  |

The weighted average number of ordinary shares outstanding during the period does not include Treasury shares.

Diluted Earnings per share are determined after additionally taking into consideration the option rights granted.

**NOTE 37: NET GAIN OR LOSS REALIZED ON FINANCIAL INSTRUMENTS(in HUF mn)**

**As at 31 December 2008**

|   | Net interest gain and loss | Net non-interest gain and loss | Provision        | Equity          |
|---|----------------------------|--------------------------------|------------------|-----------------|
| Cash, amounts due from banks and balances with the National Bank of Hungary         | 16,161                     | –                              | –                | –               |
| Placements with other banks, net of allowance for placements losses                 | 21,837                     | –                              | (516)            | –               |
| Securities held for trading   | 7,029                      | (4,668)                        | –                | –               |
| Securities available-for-sale   | 32,402                     | (1,958)                        | –                | (16,078)        |
| Loans, net of allowance for loan losses   | 710,869                    | 7,708                          | (110,933)        | –               |
| Securities held-to-maturity   | 26,624                     | 2,513                          | –                | –               |
| Derivative financial instruments  | (27,048)                   | (7,313)                        | –                | –               |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks | (44,957)                   | –                              | –                | –               |
| Deposits from customers   | (215,881)                  | 109,360                        | –                | –               |
| Liabilities from issued securities  | (72,750)                   | –                              | –                | –               |
| Subordinated bonds and loans  | (17,009)                   | –                              | –                | –               |
| <b>Total</b>  | <b>437,277</b>             | <b>105,642</b>                 | <b>(111,449)</b> | <b>(16,078)</b> |

**As at 31 December 2007**

|   | Net interest gain and loss | Net non-interest gain and loss | Provision       | Equity         |
|---|----------------------------|--------------------------------|-----------------|----------------|
| Cash, amounts due from banks and balances with the National Bank of Hungary         | 12,825                     | –                              | –               | –              |
| Placements with other banks, net of allowance for placements losses                 | 22,729                     | –                              | (41)            | –              |
| Securities held for trading   | 7,272                      | (353)                          | –               | –              |
| Securities available-for-sale   | 34,145                     | 1,345                          | –               | (1,073)        |
| Loans, net of allowance for loan losses   | 561,391                    | 28,985                         | (58,144)        | –              |
| Securities held-to-maturity   | 29,938                     | –                              | –               | –              |
| Derivative financial instruments  | 30,174                     | (2,040)                        | –               | –              |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks | (31,294)                   | –                              | –               | –              |
| Deposits from customers   | (168,853)                  | 101,991                        | –               | –              |
| Liabilities from issued securities  | (50,197)                   | –                              | –               | –              |
| Subordinated bonds and loans  | (16,438)                   | 54                             | –               | –              |
| <b>Total</b>  | <b>431,692</b>             | <b>129,982</b>                 | <b>(58,185)</b> | <b>(1,073)</b> |

**NOTE 38: SENSITIVITY ANALYSIS (in HUF mn)**

**38.1. Market Risk sensitivity analysis**

The VaR risk measure estimates the potential loss in pre-taxation profit over a given holding period for a specified confidence level. The VaR methodology is a statistically defined, probability-based approach that takes into account market volatilities as well as risk diversification by recognising offsetting positions and correlations between products and markets. Risks can be measured consistently across all markets and products,

and risk measures can be aggregated to arrive at a single risk number. The one-day 99% VaR number used by the Group reflects the 99% probability that the daily loss will not exceed the reported VaR.

VaR methodologies are employed to calculate daily risk numbers include the historical and variance-covariance approaches. In addition to these two methodologies, Monte Carlo simulations are applied to the various portfolios on a monthly basis to determine potential future exposure.

**The VaR of the trading portfolio can be summarized as follows:**

| <b>Historical VaR<br/>(99%, one-day) by risk type</b> | <b>Average</b> |             |
|---|----------------|-------------|
|   | <b>2008</b>    | <b>2007</b> |
| Foreign exchange                                      | 1,254          | 443         |
| Interest rate   | 728            | 559         |
| Equity instruments                                    | 68             | 96          |
| Diversification                                       | (373)          | (262)       |
| <b>Total VaR exposure</b>                             | <b>1,677</b>   | <b>836</b>  |

While VaR captures the Group's daily exposure to currency and interest rate risk, sensitivity analysis evaluates the impact of a reasonably possible change in interest or foreign currency rates over a year. The longer time frame of sensitivity analysis complements VaR and helps the Group to assess its market risk exposures. Details of sensitivity analysis for foreign currency risk are set out in 38.2., for interest rate risk, in 38.3. and for equity price sensitivity analysis, in 38.4 below.

### **38.2. Foreign currency sensitivity analysis**

The following table details the Group's sensitivity to an increase and decrease in the HUF exchange rate against the EUR, over a 3 months period.

Monte Carlo simulation is used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items as strategic open positions related to foreign activities. The strategic open position related to the foreign operations were EUR (300) million and USD (75) million as of 31 December 2008 and EUR 570 million as of 31 December 2007. A positive number below indicates an increase in profit where the HUF strengthens against the EUR. For a weakening of the HUF against the EUR, there would be an equal and opposite impact on the profit, and the balances below would be negative.

| <b>Probability</b> | <b>Effects to the Consolidated Statements of Operations in 3 months period (in HUF billion)</b> |             |
|--------------------|---|-------------|
|                    | <b>2008</b>   | <b>2007</b> |
| 1%                 | (8.6)   | (16.4)      |
| 5%                 | (5.4)   | (11.0)      |
| 25%                | (1.3)   | (4.2)       |
| 50%                | 1.3   | 0.3         |
| 25%                | 3.8   | 3.7         |
| 5%                 | 7.1   | 6.4         |
| 1%                 | 9.5   | 6.9         |

**Notes:**

- (1) The short term loss on the strategic open position is compensated by the long-term exchange rate gain on the foreign operations.
- (2) Considerable decrease in estimated VaR is due to the decrease of foreign exchange exposure.
- (3) Monte Carlo simulation is based on the empirical distribution of the exchange rate movements. Recent market turmoil can result in extreme price movements not observable in the past, and so VaR might underestimate short term risk.

### 38.3 Interest rate sensitivity analysis

The sensitivity analyses below have been determined based on the exposure to interest rates for both derivatives and non-derivative instruments at the balance sheet date. The analysis is prepared assuming the amount of assets and liabilities outstanding at the balance sheet date was outstanding for the whole year. The analysis was prepared by assuming only adverse interest rate changes. The main assumptions were as follows:

- Floating rate assets and liabilities were repriced to the modeled benchmark yields at the repricing dates assuming the unchanged margin compared to the last repricing.
- Fixed rate assets and liabilities were repriced at the contractual maturity date.

- As for liabilities with discretionary repricing by the Bank were assumed to be repriced with two-weeks delay, assuming no change in the margin compared to the last repricing date.
- Assets and liabilities with an interest rate lower than 0.3% were assumed to be unchanged for the whole period.

The simulations were prepared by assuming two scenarios:

- (1) 0.50%–0.75% decrease in average HUF yields (probable scenario)
- (2) 1%–1.50% decrease in average HUF yields (alternative scenario)

The Net interest income in a one year period after 31 December 2008 would be decreased by HUF 845 million (probable scenario) and HUF 4,316 million (alternative scenario) as a result of these simulation.

**The effects of the parallel shifts of the yield-curves to the net interest income on a one-year period can be summarized as follows:**

| Description               | Effects to the net interest income in one year period (in HUF million) |              |
|---------------------------|--|--------------|
|                           | 2008   | 2007         |
| HUF (0.1%) parallel shift | (242)  | (354)        |
| EUR (0.1%) parallel shift | (33)   | (41)         |
| USD 0.1% parallel shift   | (20)   | (79)         |
| <b>Total</b>              | <b>(295)</b>   | <b>(474)</b> |

### 38.4 Equity price sensitivity analysis

The following table shows the effect of the equity price sensitivity. The Group uses VaR calculation with 1 day holding period and a 99% confidence level. The VaR methodology is a statistically defined, probability-based approach that takes into account market volatilities as well as risk diversification by recognising offsetting positions and correlations between products and markets.

The daily loss will not exceed the reported VaR number with 99% of probability. The stress test assumes the largest price movement of the last year and calculates with it as the adverse direction. These scenarios show the loss of the portfolio when all prices change with the maximum amount of the last year.

| Description                     | 2008  | 2007 |
|---------------------------------|-------|------|
| VaR (99%, one day, million HUF) | 68    | 96   |
| Stress test (million HUF)       | (287) | (73) |



**NOTE 39:****SEGMENT REPORTING (in HUF mn)**

Geographical segments provide products or services within a particular economic environment that is subject to different risks and rewards that are different to those of components operating in other economic environments. The Group has chosen geographical segments as primary reporting segments.

Business segments are distinguishable components of the Group that provide products or services that are subject to risks and rewards that are different to those of other business segments. Business segments are the secondary reporting segments.

**39.1. Primary reporting format by geographical segments**

|  | Hungary        | Slovakia      | Montenegro    | Bulgaria      | Romania       | Croatia       | Serbia        | Russia        | Ukraine       | Cyprus       | Eliminations    | Consolidated   |
|--|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|-----------------|----------------|
| <b>Interest income</b>                         |                |               |               |               |               |               |               |               |               |              |                 |                |
| External                                       | 612,676        | 23,686        | 18,482        | 83,795        | 19,625        | 25,711        | 11,278        | 91,219        | 88,977        | –            | –               | 975,452        |
| Intersegment                                   | 65,049         | 34            | –             | 224           | –             | 76            | –             | 99            | –             | 502          | (65,984)        | –              |
| <b>Total</b>                                   | <b>677,725</b> | <b>23,723</b> | <b>18,482</b> | <b>84,019</b> | <b>19,625</b> | <b>25,787</b> | <b>11,278</b> | <b>91,318</b> | <b>88,977</b> | <b>502</b>   | <b>(65,984)</b> | <b>975,452</b> |
| <b>Non-interest income</b>                     |                |               |               |               |               |               |               |               |               |              |                 |                |
| External                                       | 390,508        | 10,222        | 7,115         | 24,607        | 20,416        | 8,143         | 10,572        | 19,361        | 30,132        | 3,812        | –               | 524,888        |
| Intersegment                                   | 21,693         | 2,636         | –             | 890           | 3,057         | –             | –             | 68            | –             | –            | (28,344)        | –              |
| <b>Total</b>                                   | <b>412,201</b> | <b>12,858</b> | <b>7,115</b>  | <b>25,497</b> | <b>23,473</b> | <b>8,143</b>  | <b>10,572</b> | <b>19,429</b> | <b>30,132</b> | <b>3,812</b> | <b>(28,344)</b> | <b>524,888</b> |
| Segment profit before income tax               | 67,066         | 8,040         | 3,116         | 39,116        | 1,586         | 6,593         | 4,519         | 11,689        | 22,945        | 4,187        | 105,327         | 274,367        |
| Income tax                                     | –              | –             | –             | –             | –             | –             | –             | –             | –             | –            | –               | (33,299)       |
| <b>Net profit for the year</b>                 | <b>–</b>       | <b>–</b>      | <b>–</b>      | <b>–</b>      | <b>–</b>      | <b>–</b>      | <b>–</b>      | <b>–</b>      | <b>–</b>      | <b>–</b>     | <b>–</b>        | <b>241,068</b> |
| Segment assets                                 | 6,356,989      | 431,715       | 308,140       | 1,197,862     | 218,856       | 498,841       | 147,798       | 582,003       | 969,327       | 37,874       | (1,369,696)     | 9,379,436      |
| Segment liabilities                            | 6,189,660      | 401,099       | 289,970       | 1,006,599     | 190,065       | 407,481       | 104,557       | 465,603       | 766,626       | 4,829        | (1,496,024)     | 8,330,465      |
| Capital expenditures                           | 3,131          | 5,356         | –             | 8,191         | 3,412         | 3,524         | 336           | 36            | 17            | 33           | –               | 24,036         |
| Depreciation                                   | 117,294        | 1,258         | 498           | 3,797         | 1,331         | 993           | 870           | 4,312         | 1,848         | –            | –               | 132,201        |
| <b>Allowance for loan and placement losses</b> | <b>42,339</b>  | <b>2,559</b>  | <b>2,836</b>  | <b>9,625</b>  | <b>3,021</b>  | <b>1,717</b>  | <b>2,144</b>  | <b>20,735</b> | <b>26,473</b> | <b>–</b>     | <b>–</b>        | <b>111,449</b> |

**39.2. Secondary segment information by business segments**

|                                  | Banking segment | Insurance segment* | Other segment | Total     |
|----------------------------------|-----------------|--------------------|---------------|-----------|
| Total segment income             | 1,386,750       | 80,495             | 33,095        | 1,500,340 |
| Segment profit before income tax | 242,881         | 12,917             | 18,569        | 274,367   |
| Segment assets                   | 9,290,966       | –                  | 88,470        | 9,379,436 |
| Capital expenditure              | 21,2434         | –                  | 2,793         | 24,036    |

\* The insurance segment includes OTP Garancia Insurance Ltd. and its insurance subsidiaries. See Note 40.

**NOTE 40:****SALE OF THE INSURANCE BUSINESS LINE (in HUF mn)**

On 11 February 2008, Groupama S.A. signed a contractual agreement to buy 100 % of the shares in OTP Garancia Insurance Ltd. as well as to acquire the minority shares held by the local subsidiaries of the Bank in the Romanian, Slovakian and Bulgarian subsidiaries of OTP Garancia Insurance Ltd. The purchase price was paid and the transaction settled on 17 September 2008. Furthermore, the Bank and Groupama S.A.

entered into a mutual co-operation agreement about (in some of the countries exclusive) cross-selling of banking and insurance products in the branch networks of the parties in Hungary, Slovakia, Romania, Bulgaria, Ukraine, Russia, Serbia, Montenegro and Croatia. In the framework of this strategic co-operation, Groupama S.A. bought 7.99% of the shares of the Bank. New shares have not been issued.

### **The main figures of the transaction is as follows:**

|   | <b>2008</b>    |
|---|----------------|
| Sales price   | 160,161        |
| Carrying amount of the net assets                   | (29,872)       |
| Expenses arising in connection with the transaction | (9,103)        |
| <b>Recognized net income</b>                        | <b>121,186</b> |
| Corporate tax recognized                            | (3,840)        |
| Gain on sale of insurance business line             | 117,346        |

### **NOTE 41:**

### **SIGNIFICANT EVENTS DURING THE YEAR ENDED 31 DECEMBER 2008**

The Bank purchased the 100% of the participation interests of OOO Donskoy Narodny Bank on 12 November 2007. In possession of the necessary approvals the closing of the sale and purchase transaction of OOO Donskoy Narodny Bank was completed on 6 May 2008. According to this fact the financial closing (deal value USD 40.95 million, (HUF 6,687 million) was also completed.

The Bank issued bonds in nominal value of EUR 500 million on 16 May 2008. See Note 15.

The Bank has launched a bond issue program in amount of HUF 300 billion on 31 July 2008, approved by the Hungarian Financial Supervisory Authority. The Bank does not intend to introduce the bonds to the stock exchange.

As at 31 December 2008 the direct and indirect stake of the Bank in MOL Plc. are 7,094,302 shares, meaning 6.47% interest. From these shares 6,987,362 were obtained in the framework of a security lending agreement.

On 21 February 2008 the General Meeting of OTP banka Hrvatska d.d. has increased the

registered capital of its subsidiary by HRK 217 million. The capital increase has been registered on 6 March 2008.

On 7 March 2008 the Bank, the 100% owner of CJSC OTP Bank has increased the registered capital of its subsidiary by UAH 204 million corresponding with the retained earnings.

On 4 April 2008 the Bank, the 100% owner of Crnogorska komerčijalna banka a.d. has increased the registered capital of its subsidiary by EUR 15 million. The capital increase has been registered on 8 May 2008.

On 14 August 2008 the Bank, the 100% owner of CJSC OTP Bank has increased the registered capital of its subsidiary by UAH 861 million. The capital increase has been registered on 25 November 2008.

In September 2008 the Bank, the 95.51% owner of OAO OTP Bank has increased the registered capital of its subsidiary by RUB 2,501 million.

**NOTE 42:****POST BALANCE SHEET EVENTS**

On 9 February 2009 Board of Directors of the Bank has approved the increase of the registered capital of CJSC OTP Bank by UAH 800 million (USD 100 million).

**NOTE 43:****EFFECT OF THE FINANCIAL CRISIS ON THE GROUP**

The lack of trust and liquidity problems pursuant to the bankruptcy of Lehman Brothers on 15 September 2008 seriously hit Hungary in October 2008, having a high level of external debt and a banking system with a considerable debt denominated in foreign currencies, but the situation was mitigated and turned better after a 25.1 billion USD financial aid in form of a stand-by loan agreement with International Monetary Fund. The lack of trust caused the course of the forint to fall, accompanied by the fall of the other currencies in the region. The government bond yields raised sharply by hundreds of basis points. To stabilise the situation, the National Bank of Hungary raised the interest rates by 300 basis points, moreover – similarly to other central banks in the region – took various measures to resolve the lack of liquidity and to increase the stability of the banking sector.

The operations and profitability of the Group have been influenced by the following factors, generated by the financial crisis:

- The Bank met a HUF 4.7 billion revaluation loss on the strategic open foreign currency position held for hedging the net profit of the foreign subsidiaries, due to the fall of the forint exchange rate. The management has reduced the hedged position in the last quarter of 2008, as the contribution of the subsidiaries to the consolidated net profit of OTP Group is expected to be lower than previously planned.
- The management, based on the deteriorating economic and financial sector outlook, decided for a HUF 93,592 million of goodwill impairment for the Ukrainian (CJSC OTP Bank) and Serbian (OTP banka Srbija a.d.) subsidiaries, which has considerably reduced the net profit of the Bank in 2008.

- The deteriorating macroeconomic situation in the region and the devaluation of most of the regional currencies made necessary an even more conservative provisioning for the loans. Besides the constantly raising loan risk costs, the Group took a wide range of measures to minimise the risk in its clients because of the devaluating currencies in the region.

The measures taken – affecting the risk costs in Hungary – are the following:

- Based on the agreement of the Hungarian Bank Association and the Ministry of Finance, the transformation of loans from foreign currencies and other types of transactions for the customers having foreign currency loans were free of any commission or charge until 28 February 2009,
- In March 2009, a law came into force about the state guarantee for the retail customers having lost their employment in consequence of the crisis.

- The global lack of liquidity caused the market to appreciate those having stable liquidity and sufficient own funds. As a consequence, the management put considerable emphasis on deposit collection or other types of activities generating own funds (i.e. issuing retail securities) and set up stricter conditions in loan origination. The Group made higher deposit interest-rate offers for the customers and introduced some innovative products based on the customer demands (i.e. multicurrency deposits).

The increasing refinancing costs were partially devolved to customers, and stricter conditions in loan origination were introduced:

- decrease in the available contract limits
- suspension of the purely collateral based mortgage loans
- suspension of the disbursements in some segments

As a consequence of the above measures, the volume of the loans disbursed reduced significantly in the fourth quarter.

- The possibility of receiving new funds from the capital markets have decreased considerably, and no other external fund has been received by the Group. However, the Bank could preserve its stable liquidity position. The Bank has a stable liquid asset surplus beyond its liquid funds, furthermore the National Bank of Hungary took several new measures to enhance the liquidity and stability of the banking sector parallel to the similar measures of the central banks in the region.

- The swap markets potential to provide the necessary liquidity for the lending activity in foreign currencies, have shrunked significantly in 2008, mainly in the last quarter. Despite this, the renewal of the swap transactions were continuous, although accompanied by decreasing spreads. The increasing loss on the swap deals is partially compensated by the devolution of the costs to customers in the form of higher interest rates on loans.

For 2009, the management expects a slackening market in the regional banking sector. Due to the shrinking interbank funds, potential growth of the loan portfolio will only be possible if the growth in the deposits remains stable.

## INDEPENDENT AUDITORS' REPORT

To the Shareholders and Board of Directors of OTP Bank Plc.

We have audited the accompanying unconsolidated financial statements of OTP Bank Plc., which comprise the unconsolidated balance sheet as at December 31, 2008, and the related unconsolidated income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes, included on pages 111 to 155 of this Annual Report.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these unconsolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### *Auditor's Responsibility*

Our responsibility is to express an opinion on these unconsolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the unconsolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the unconsolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the unconsolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the unconsolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

*Opinion*

In our opinion, the unconsolidated financial statements present fairly, in all material respects, the unconsolidated financial position of OTP Bank Plc. as of December 31, 2008, and of its unconsolidated financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

Without qualifying our opinion, we draw attention to Note 2.3 to the unconsolidated financial statements which states that the consolidated financial statements of OTP Group prepared in accordance with International Financial Reporting Standards have been issued separately. The consolidated financial statements of OTP Group as of and for the year ended December 31, 2008 were audited by us and our report dated March 20, 2009 expressed an unqualified opinion.

Budapest, March 20, 2009

  
.....  
Gion Gábor  
Deloitte Auditing and Consulting Ltd.

## Balance Sheet

(unconsolidated, based on IFRS, as at 31 December 2008 in, HUF million)

|   | Note | 2008             | 2007             |
|---|------|------------------|------------------|
| Cash, amounts due from banks and balances with the National Bank of Hungary         | 3.   | 157,437          | 229,644          |
| Placements with other banks, net of allowance for placement losses                  | 4.   | 920,455          | 725,458          |
| Financial assets at fair value through profit or loss                               | 5.   | 151,716          | 123,371          |
| Securities available-for-sale   | 6.   | 549,911          | 320,615          |
| Loans, net of allowance for loan losses   | 7.   | 2,715,382        | 2,188,632        |
| Accrued interest  |      | 60,360           | 46,421           |
| Investments in subsidiaries   | 8.   | 596,244          | 630,703          |
| Securities held-to-maturity   | 9.   | 437,535          | 558,510          |
| Property and equipment  | 10.  | 72,844           | 74,007           |
| Intangible assets   | 10.  | 39,539           | 36,266           |
| Other assets  | 11.  | 70,892           | 177,047          |
| <b>TOTAL ASSETS</b>   |      | <b>5,772,315</b> | <b>5,110,674</b> |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks | 12.  | 705,565          | 590,748          |
| Deposits from customers   | 13.  | 3,090,762        | 2,955,035        |
| Liabilities from issued securities  | 14.  | 601,791          | 394,196          |
| Accrued interest payable  |      | 36,428           | 18,411           |
| Fair value of derivative financial instruments designated as held for trading       | 15.  | 127,061          | 22,543           |
| Other liabilities   | 16.  | 136,284          | 115,568          |
| Subordinated bonds and loans  | 17.  | 301,951          | 298,914          |
| <b>TOTAL LIABILITIES</b>  |      | <b>4,999,842</b> | <b>4,395,415</b> |
| Share capital   | 18.  | 28,000           | 28,000           |
| Retained earnings and reserves  | 19.  | 842,318          | 741,467          |
| Treasury shares   | 20.  | (97,845)         | (54,208)         |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>   |      | <b>772,473</b>   | <b>715,259</b>   |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>                                   |      | <b>5,772,315</b> | <b>5,110,674</b> |

The accompanying notes to unconsolidated financial statements on pages 115 to 155 form an integral part of these unconsolidated financial statements

## Statements of Operations

(unconsolidated, based on IFRS, for the year ended 31 December 2008, in HUF million)

|   | Note   | 2008           | 2007           |
|---|--------|----------------|----------------|
| <b>Interest Income:</b>   |        |                |                |
| Loans   |        | 243,170        | 199,770        |
| Placements with other banks   |        | 203,352        | 104,968        |
| Amounts due from banks and balances with the National Bank of Hungary               |        | 14,147         | 11,754         |
| Securities held for trading   |        | 4,979          | 2,808          |
| Securities available-for sale   |        | 23,959         | 24,952         |
| Securities held-to-maturity   |        | 42,695         | 51,298         |
| Total Interest Income   |        | 532,302        | 395,550        |
| <b>Interest Expense:</b>  |        |                |                |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks |        | 206,208        | 65,939         |
| Deposits from customers   |        | 150,729        | 110,504        |
| Liabilities from issued securities  |        | 25,079         | 16,151         |
| Subordinated bonds and loans  |        | 16,444         | 16,086         |
| Total Interest Expense  |        | 398,460        | 208,680        |
| <b>NET INTEREST INCOME</b>  |        | <b>133,842</b> | <b>186,870</b> |
| Provision for impairment on loan and placement losses                               | 4.,7., | 29,211         | 21,453         |
| <b>NET INTEREST INCOME AFTER PROVISION FOR LOAN AND PLACEMENT LOSSES</b>            |        | <b>104,631</b> | <b>165,417</b> |
| <b>Non-Interest Income:</b>   |        |                |                |
| Fees and commissions  |        | 157,575        | 153,449        |
| Foreign exchange gains, net   |        | 58,228         | 633            |
| Gains on securities, net  |        | 118            | 2,232          |
| Dividend income   | 39.    | 138,264        | 18,920         |
| Other   |        | 21,497         | 4,663          |
| Total Non-Interest Income   |        | 375,682        | 179,897        |
| <b>Non-Interest Expenses:</b>   |        |                |                |
| Fees and commissions  |        | 24,535         | 20,611         |
| Personnel expenses  |        | 77,354         | 71,018         |
| Depreciation and amortization   |        | 21,032         | 20,035         |
| Other   | 21.    | 215,850        | 71,868         |
| – from this: provision for impairment on investments in subsidiaries                |        | 124,880        | 56             |
| Total Non-Interest Expenses   |        | 338,771        | 183,532        |
| <b>PROFIT BEFORE INCOME TAX</b>   |        | <b>141,542</b> | <b>161,782</b> |
| Income tax  | 22.    | 7,587          | 20,101         |
| <b>NET PROFIT FOR THE YEAR</b>  |        | <b>133,955</b> | <b>141,681</b> |
| <b>Earnings per share (in HUF)</b>  |        |                |                |
| Basic   | 33.    | 495            | 508            |
| Diluted   | 33.    | 493            | 507            |

The accompanying notes to unconsolidated financial statements on pages 115 to 155 form an integral part of these unconsolidated financial statements



## Statement of Cash Flows

(unconsolidated, based on IFRS, for the year ended 31 December 2008, in HUF million)

| OPERATING ACTIVITIES  | Note    | 2008             | 2007             |
|---|---------|------------------|------------------|
| <b>Profit before income tax</b>   |         | <b>141,542</b>   | <b>161,782</b>   |
| Income tax paid   |         | (14,566)         | (24,101)         |
| Depreciation and amortization   |         | 21,032           | 20,035           |
| Provision for impairment on securities available-for-sale   |         | 2,769            | –                |
| Provision for impairment on loan and placement losses   |         | 29,211           | 21,453           |
| Provision for impairment on investments in subsidiaries   | 8.      | 124,880          | 56               |
| Provision for impairment on other assets  | 11.     | (731)            | 351              |
| Provision for impairment on off-balance sheet commitments and contingent liabilities                      | 16.     | 14,012           | 512              |
| Share-based payment   | 25.     | 28               | 5,123            |
| Unrealised losses on fair value adjustment of securities held for trading                                 |         | (7,673)          | 688              |
| Unrealised losses on fair value adjustment of derivative financial instruments                            |         | (8,676)          | (1,620)          |
| Changes in financial assets at fair value through profit or loss  |         | 6,238            | (24,698)         |
| Increase in accrued interest  |         | (11,915)         | (2,023)          |
| Decrease/ (increase) in other assets, excluding advances for investments and before provisions for losses |         | 11,528           | (45,697)         |
| Increase in accrued interest payable  |         | 18,017           | 2,236            |
| (Decrease)/ increase in other liabilities   |         | (15,362)         | 8,070            |
| <b>Net cash provided by operating activities</b>  |         | <b>310,334</b>   | <b>122,167</b>   |
| <b>INVESTING ACTIVITIES</b>   |         |                  |                  |
| Net increase in placements with other banks, before provision for placement losses                        |         | (66,389)         | (199,711)        |
| Net (increase)/ decrease in securities available-for-sale   |         | (249,769)        | 25,422           |
| Net increase in investments in subsidiaries, before provision   |         | (90,421)         | (47,461)         |
| Net decrease/(increase) in securities held-to-maturity  |         | 121,451          | (54,399)         |
| Net increase in advances for investments included in other assets   |         | (23)             | (2)              |
| Net increase in loans, net of allowance for loan losses   |         | (501,171)        | (458,407)        |
| Net disposal/ (additions) to property, equipment and intangible assets                                    |         | 9,524            | (29,088)         |
| <b>Net cash provided by investing activities</b>  |         | <b>(776,798)</b> | <b>(763,646)</b> |
| <b>FINANCING ACTIVITIES</b>   |         |                  |                  |
| Net increase in amounts due to banks and deposits from the National Bank of Hungary and other banks       |         | 114,817          | 32,891           |
| Net increase in deposits from customers   |         | 136,302          | 264,937          |
| Net increase in liabilities from issued securities  |         | 199,921          | 192,146          |
| Increase in subordinated bonds and loans  |         | 3,037            | 51,049           |
| Effect on ICES - exchangeable bond transaction recognised through equity                                  |         | (5,203)          | (2,715)          |
| Effect of treasury share transaction  |         | (7,499)          | –                |
| Net change in Treasury shares   |         | (47,061)         | (56,359)         |
| Net decrease/ (increase) in the compulsory reserve established by the National Bank of Hungary            |         | 91,832           | (21,459)         |
| Dividends paid  |         | (57)             | (40,151)         |
| <b>Net cash provided by financing activities</b>  |         | <b>486,089</b>   | <b>420,339</b>   |
| <b>Net increase/ (decrease) in cash and cash equivalents</b>  |         | <b>19,625</b>    | <b>(221,140)</b> |
| Cash and cash equivalents at the beginning of the year  |         | 73,441           | 294,581          |
| <b>Cash and cash equivalents at the end of the year</b>   |         | <b>93,066</b>    | <b>73,441</b>    |
| <b>Analysis of cash and cash equivalents</b>  |         |                  |                  |
| Cash, amounts due from banks and balances with the National Bank of Hungary                               |         | 229,644          | 429,325          |
| Compulsory reserve established by the National Bank of Hungary  |         | (156,203)        | (134,744)        |
| <b>Cash and cash equivalents at the beginning of the year</b>   |         | <b>73,441</b>    | <b>294,581</b>   |
| Cash, amounts due from banks and balances with the National Bank of Hungary                               | 3., 27. | 157,437          | 229,644          |
| Compulsory reserve established by the National Bank of Hungary  | 3., 27. | (64,371)         | (156,203)        |
| <b>Cash and cash equivalents at the end of the year</b>   |         | <b>93,066</b>    | <b>73,441</b>    |

The accompanying notes to unconsolidated financial statements on pages 115 to 155 form an integral part of these unconsolidated financial statements

## Statement of Changes in Shareholders' Equity

(unconsolidated, based on IFRS, for the year ended 31 December 2008, in HUF million)

|   | Note | Share<br>Capital | Retained<br>Earnings and<br>Reserves | Treasury Shares | Total           |
|---|------|------------------|--------------------------------------|-----------------|-----------------|
| <b>Balance as at 1 January 2007</b>   |      | <b>28,000</b>    | <b>644,000</b>                       | <b>(1,746)</b>  | <b>670,254</b>  |
| Net profit for the year   |      | –                | 141,681                              | –               | 141,681         |
| Fair value adjustment of securities available-for-sale recognised directly through equity |      | –                | (2,018)                              | –               | (2,018)         |
| Fair value adjustment of derivatives on equity instruments recognised through equity      |      | –                | (387)                                | –               | (387)           |
| Share-based payment   |      | –                | 5,123                                | –               | 5,123           |
| Effect on ICES - exchangeable bond transaction recognised through equity                  |      | –                | (2,715)                              | –               | (2,715)         |
| Dividend for the year 2006  |      | –                | (40,320)                             | –               | (40,320)        |
| Acquisition of Treasury shares  |      | –                | (3,897)                              | –               | (3,897)         |
| <b>Change in carrying value of Treasury shares</b>  |      | –                | –                                    | <b>(52,462)</b> | <b>(52,462)</b> |
| <b>Balance as at 31 December 2007</b>   |      | <b>28,000</b>    | <b>741,467</b>                       | <b>(54,208)</b> | <b>715,259</b>  |
| Net profit for the year   |      | –                | 133,955                              | –               | 133,955         |
| Fair value adjustment of securities available-for-sale recognised directly through equity |      | –                | (17,393)                             | –               | (17,393)        |
| Fair value adjustment of derivatives on equity instruments recognised through equity      |      | –                | 387                                  | –               | 387             |
| Share-based payment   | 25.  | –                | 28                                   | –               | 28              |
| Effect on ICES - exchangeable bond transaction recognised through equity                  |      | –                | (5,203)                              | –               | (5,203)         |
| Effect of Treasury share transaction  |      | –                | (7,499)                              | –               | (7,499)         |
| Loss on sale of Treasury shares   |      | –                | (3,424)                              | –               | (3,424)         |
| Change in carrying value of Treasury shares   |      | –                | –                                    | (43,637)        | (43,637)        |
| <b>Balance as at 31 December 2008</b>   |      | <b>28,000</b>    | <b>842,318</b>                       | <b>(97,845)</b> | <b>772,473</b>  |

The accompanying notes to unconsolidated financial statements on pages 115 to 155 form an integral part of these unconsolidated financial statements

# NOTES TO UNCONSOLIDATED IFRS FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2008

## NOTE 1:

### ORGANIZATION AND BASIS OF FINANCIAL STATEMENTS

#### 1.1. General information

OTP Bank Plc. (the 'Bank' or 'OTP') was established on 31 December 1990, when the previously State-owned company was transformed into a limited liability company. The Bank's registered office address is 16, Nador Street, Budapest 1051.

In 1995, the shares of the Bank were listed on the Budapest and the Luxembourg Stock Exchanges and were also listed on the SEAQ board on the London Stock Exchange and PORTAL in the USA.

As at 31 December 2008, approximately 91% of the Bank's shares were held by domestic and foreign private and institutional investors. The remaining shares are owned by employees (2%) and the Bank itself (7%).

The Bank provides a full range of commercial banking services through a nationwide network of 382 branches in Hungary.

As at 31 December 2008, the number of employees at the Bank was 8,297. The average number of employees in the year ended 31 December 2008 was 8,333.

#### 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 functional currency of the Bank is the Hungarian Forint ('HUF').

Some of the accounting principles prescribed for statutory purposes are different from those generally recognized in international financial markets. Due to the fact that the Bank is listed on international and national stock exchanges, the Bank is obliged to present its financial position in accordance with the International Financial Reporting Standards ('IFRS'). Certain adjustments have been made to the Bank's Hungarian unconsolidated statutory accounts (see Note 36), in order to present the unconsolidated financial position and results of operations of the Bank in accordance with all standards and interpretations approved by the International Accounting Standards Board ('IASB'), which are referred to as International Financial Reporting Standards. The unconsolidated financial statements have been prepared in accordance with IFRS as adopted by the European Union (the 'EU') except for the matters discussed in Note 2.3. IFRS as adopted by the EU do not currently differ from IFRS as issued by the IASB, except for portfolio hedge accounting under IAS 39 Financial Instruments: Recognition and Measurement ('IAS 39') which has not been approved by the EU. As the Bank does not apply portfolio hedge accounting under IAS 39, there would be no impact on these unconsolidated financial statements, had it been approved by the EU at the balance sheet date.

The Financial Statements were authorised for issue on 20 March 2009.

### **1.2.1. The effect of adopting new and revised International Financial Reporting Standards effective from 1 January 2008**

Four Standards and Interpretations issued by the IASB and International Financial Reporting Interpretations Committee ('IFRIC') are effective for the current period.

These are:

- IAS 39 (Amendment) Financial Instruments: Recognition and Measurement and IFRS 7: Reclassification of Financial Assets (effective from 1 July 2008)
- IFRIC 11 IFRS 2: – Group and Treasury Share Transactions (effective for accounting periods beginning on or after 1 March 2007)
- IFRIC 12: Service Concession Arrangements (effective for accounting periods beginning on or after 1 January 2008)
- IFRIC 14 IAS 19: – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction (effective for accounting periods beginning on or after 1 January 2008)

The adoption of the above presented Amendments and Interpretations had no significant impact on the unconsolidated financial statements of the Bank. IFRIC 12 is not yet endorsed by the EU.

### **1.2.2. Amendments to IFRSs effective from 1 January 2009, not yet adopted**

At the balance sheet date of these financial statements, other than the Standards and Interpretations adopted by the Bank, the following Standards and Interpretations were issued but not yet effective:

- IAS 1 (Revised): Presentation of Financial Statements (effective for accounting periods beginning on or after 1 January 2009)
- IAS 23 (Revised): Borrowing Costs (effective for accounting periods beginning on or after 1 January 2009)
- IAS 27 (Amendment): Consolidated and Separate Financial Statements (effective from 1 July 2009)

- IAS 32 (Amendment) Financial Instruments: Presentation (effective for accounting periods beginning on or after 1 January 2009)
- IAS 39 (Amendment) Financial Instruments: Recognition and Measurement (effective for accounting periods on or after 1 July 2009)
- IFRS 2 (Amendment) Share-based Payment (effective for accounting periods beginning on or after 1 January 2009)
- IFRS 3 (Revised) Business Combinations (effective from 1 July 2009)\*
- IFRS 5 (Amendment): Non-current Assets Held for Sale and Discontinued Operations (and Consequential Amendment to IFRS 1: First-Time Adoption) (effective from 1 July 2009)\*
- IFRS 7 (Amendment) Financial Instruments: Disclosures (effective for accounting periods beginning on or after 1 January 2009)\*
- IFRS 8: Operating Segments (effective for accounting periods beginning on or after 1 January 2009)
- IFRIC 13: Customer Loyalty Programmes (effective for accounting periods beginning on or after 1 July 2008)
- IFRIC 15: Agreements for the Construction of Real Estate (effective for accounting periods beginning on or after 1 January 2009)\*
- IFRIC 16: Hedges of a Net Investment in a Foreign Operation (effective for accounting periods beginning on or after 1 October 2008)\*
- IFRIC 17: Distributions of Non-cash Assets to Owners (effective for accounting periods beginning on or after 1 July 2009)\*
- IFRIC 18: Transfers of Assets from Customers (effective from 1 January 2009)\*
- Improvements to International Financial Reporting Standards 2008 (effective for accounting periods beginning on or after 1 January 2009)

The adoption of the above presented Amendments and Interpretations would have no significant impact on the unconsolidated financial statements of the Bank.

\*Not yet endorsed by the EU.

## NOTE 2:

## SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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

### 2.1. Basis of presentation

These unconsolidated financial statements have been prepared under the historical cost convention with the exception of certain financial instruments, which are recorded at fair value. Revenues and expenses are recorded in the period in which they are earned or incurred.

The presentation of unconsolidated financial statements in conformity with IFRS requires the management of the Bank to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as at the date of the financial statements and their reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Future changes in economic conditions, business strategies, regulatory requirements, accounting rules and other factors could result in a change in estimates that could have a material impact on future financial statements.

### 2.2. Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into HUF at exchange rates quoted by the National Bank of Hungary ('NBH') as at 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 to the unconsolidated statements of operations.

### 2.3. Consolidated financial statements

These financial statements present the unconsolidated financial position and results of operations of the Bank. Consolidated financial statements are currently being prepared by the Bank and consolidated net profit for the year and shareholders' equity differs significantly from that presented in these unconsolidated financial statements. See Note 2.8. For the description of the method of accounting for investments in subsidiaries and associated companies in these unconsolidated financial statements. The consolidated financial statements and the unconsolidated financial statements will be published on the same date.

### 2.4. Securities held-to-maturity

Investments in securities are accounted for on a settlement date basis and are initially measured at fair value. At subsequent reporting dates, securities that the Bank has the express intention and ability to hold to maturity (securities held-to-maturity) are measured at amortised cost, less any impairment losses recognised to reflect irrecoverable amounts. The annual amortisation of any discount or premium on the acquisition of a held-to-maturity security is aggregated with other investment income receivable over the term of the investment so that the revenue recognised in each period represents a constant yield on the investment.

Securities held-to-maturity include securities, which the Bank has the ability and intention to hold to maturity. Such securities comprise mainly securities issued by the Hungarian Government and NBH and mortgage bonds.

## **2.5. Financial assets at fair value through profit or loss**

### **2.5.1. Securities held for trading**

Investments in securities are accounted for on a settlement date basis and are initially measured at fair value. Held for trading investments are measured at subsequent reporting dates at fair value. Unrealised gains and losses on held for trading securities are recognised in profit/loss and included in the unconsolidated statements of operations for the period. Such securities consist of discounted and interest bearing Treasury bills, Hungarian Government bonds, mortgage bonds and other securities. Other securities include shares in commercial companies and shares in investment funds.

### **2.5.2. Derivative financial instruments**

In the normal course of business, the Bank is a party to contracts for derivative financial instruments, which represent a very low initial investment compared to the notional value of the contract. The derivative financial instruments used include interest rate forward or swap agreements and currency forward or swap agreements and options. These financial instruments are used by the Bank to hedge interest rate risk and currency exposures associated with its transactions in the financial markets.

Derivative financial instruments are initially measured at fair value and at subsequent reporting dates also at fair value. Fair values are obtained from quoted market prices, discounted cash flow models and option pricing models as appropriate. Changes in the fair value of derivative financial instruments that do not qualify for hedge accounting are recognised in profit/loss and included in the unconsolidated statements of operations for the period. All derivatives are carried as assets when fair value is positive and as liabilities when fair value is negative.

### **2.5.3. Derivative financial instruments designated as a fair-value or cash-flow hedge**

Changes in the fair value of derivatives that are designated and qualify as fair value hedges and that prove to be highly effective in relation to the hedged risk, are recorded in the unconsolidated statements of operations along with the corresponding change in fair value of the hedged asset or liability that is attributable to the specific hedged risk. The ineffective element of the hedge is charged directly to the unconsolidated statements of operations.

Changes in fair value of derivatives that are designated and qualify as cash flow hedges and that prove to be highly effective in relation to hedged risk, are recognised in the reserve among shareholders' equity. Amounts deferred in equity are transferred to the unconsolidated statements of operations and classified as revenue or expense in the periods during which the hedged assets and liabilities affect the unconsolidated statement of operation for the period. The ineffective element of the hedge is charged directly to the unconsolidated statements of operations.

Certain derivative transactions, while providing effective economic hedges under risk management positions of the Bank, do not qualify for hedge accounting under the specific rules of IAS 39 and are therefore treated as derivatives held for trading with fair value gains and losses charged directly to the unconsolidated statements of operations.

## **2.6. Securities available-for-sale**

Investments in securities are accounted for on a settlement date basis and are initially measured at fair value. Available-for-sale investments are measured at subsequent reporting dates at fair value. Unrealised gains and losses on available-for-sale financial instruments are recognised directly in equity, unless such available-for-sale security is part of an effective fair value hedge. Such gains and losses will be

reported when realised in profit and loss for the applicable period. Such securities consist of discounted Treasury bills, Hungarian Government bonds, mortgage bonds and other securities. Other securities include shares in investment funds, bonds issued by NBH, companies or municipalities and foreign government bonds.

Available-for-sale securities are remeasured at fair value based on quoted prices or values derived from cash flow models. In circumstances where the quoted market prices are not readily available, the fair value of debt securities is estimated using the present value of the future cash flows and the fair value of any unquoted equity instruments are measured at cost.

Those available-for-sale financial assets that do not have a quoted market price and whose fair value cannot be reliably measured by other models mentioned above, are measured at cost, less provision for impairment when appropriate.

## **2.7. Loans, placements with other banks and allowance for loan and placement losses**

Loans and placements with other banks are stated at the principal amounts outstanding, net of allowance for 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 fall due or, in the opinion of the management, there is an indication that a borrower may be unable to meet payments as they fall due, all unpaid interest is reversed and accruals are stopped.

The amount of allowance is the difference between the carrying amount and the recoverable amount, being the present value of the expected cash flows, including amounts recoverable from guarantees and collateral, discounted at the original effective interest rate.

Allowance for losses on loans and placements with other banks represent management assessment for potential losses in relation to these activities. The allowances for loan and placement losses are maintained to cover losses that have

been specifically identified and for potential losses which may be present based on portfolio performance.

Write-offs are generally recorded after all reasonable restructuring or collection activities have taken place and the possibility of further recovery is considered to be remote. The loan is written off against the related account 'Provisions for impairment on loan and placement losses' in the statement of operations. If the reason for provisioning is no longer deemed appropriate, the redundant provisioning charge is released into income.

## **2.8. Investments in subsidiaries**

Investments in subsidiaries comprise those investments where the Bank, through direct and indirect ownership interest, controls the financial and operating policies of the investee.

If the Group loses control of a subsidiary, derecognises the assets (including any goodwill) and liabilities of the subsidiary at their carrying amounts at the date when control is lost and recognises any difference as a gain or loss on the sale attributable to the parent in Statement of Operation.

Investments in subsidiaries are recorded at the cost of acquisition, less allowance for permanent diminution in value, when appropriate. Allowance is determined based on the future economic benefits of the subsidiary and macroeconomic factors.

OTP calculates the fair value of the investment in subsidiaries using a discounted cash-flow model. The 5 year period explicit cash-flow model serves as a basis for the impairment test by which the Bank defines the impairment need on investment in subsidiaries based on the strategic factors and financial data of its cash generating units.

OTP in its strategic plan, has taken into consideration the effects of the present global economic crisis, the probable economic decline and their possible influence on the

financial sector as well as the limited external refinancing funds, the lower possibility of the expansion and the prospective effects of all these above mentioned factors.

## 2.9. Sale and repurchase agreements, security lending

Where debt or equity securities are sold under a commitment to repurchase them at a pre-determined price, they remain on the balance sheet and the consideration received is recorded in Other liabilities or Amounts due to banks and deposits from the NBH and other banks. Conversely, debt or equity securities purchased under a commitment to resell are not recognised in the balance sheet and the consideration paid is recorded in placement with other Banks. Interest is accrued evenly over the life of the repurchase agreement.

## 2.10. Property, equipment and intangible assets

Property, equipment and intangible assets are stated at cost, less accumulated depreciation and amortization and impairment, if any. The depreciable amount (book value less residual value) of the non-current assets must be allocated over their useful lives. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the assets based on the following annual percentages:

|                  |            |
|------------------|------------|
| Property         | 1–2%       |
| Office equipment | 8–33.3%    |
| Leased assets    | 16.7–33.3% |
| Vehicles         | 15–20%     |
| Software         | 20–33.3%   |
| Property rights  | 16.7%      |

Depreciation and amortization on properties, equipments and intangible assets starts on the day when such assets are placed into service. At each balance sheet date, the Bank reviews the carrying value of its tangible and intangible assets to determine if there is any indication that those assets have suffered an impairment loss.

If such indication exists, the recoverable amount of the asset is estimated to determine the extent (if any) of the impairment loss. Where it is not possible to estimate the recoverable amount of an individual asset, the Bank estimates the recoverable amount of the cash-generating unit to which the asset belongs. Where the carrying value of property, equipment, other tangible fixed assets and intangible assets is greater than the estimated recoverable amount, it is written down immediately to the estimated recoverable amount.

## 2.11. Financial liabilities

The financial liabilities are disclosed within financial liabilities at fair value through profit or loss or financial liabilities measured at amortized costs. In connection to the financial liabilities at fair value through profit or loss, the Bank discloses the amount of change in their fair value originated from the changes of market conditions and business environment.

## 2.12. Leases

Assets held under finance leases, which confer rights and obligations similar to those attached to owned assets, are capitalised at their fair value and depreciated over the useful lives of assets. The capital element of each future lease obligation is recorded as a liability, while the interest elements are charged to the unconsolidated statements of operations over the period of the leases to produce a constant rate of charge on the balance of capital payments outstanding.

Payments made under operating leases are charged to the unconsolidated statements of operations on a straight-line basis over the life of the lease terms. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

## 2.13. Treasury shares

Treasury shares are shares which are purchased on the stock exchange and the over-the-counter market by the Bank and are presented in the Unconsolidated



Balance Sheet at acquisition cost as a deduction from shareholders' equity. Gains and losses on the sale of Treasury shares are credited or charged directly to retained earnings and reserves. Derecognition of Treasury shares is based on the FIFO method.

#### **2.14. Interest income and interest expense**

The interest income and expense are recognised on the accrual basis and based on the IAS 18 Revenue, referring to IAS 39.

#### **2.15. Fees and Commissions**

Fees and commissions are recognised in the unconsolidated statements of operations on an accrual basis based on IAS 18, fees and commissions are recognised using the effective interest method referring to IAS 39.

#### **2.16. Income taxes**

The annual taxation charge is based on the tax payable under Hungarian fiscal law, adjusted for deferred taxation. Deferred taxation is accounted for using the balance sheet liability method in respect of temporary differences between 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 realised or the liability is settled. Deferred tax assets are recognized by the Bank for the amounts of income taxes that are recoverable in future periods in respect of deductible temporary differences as well as the carryforward of unused tax losses and the carryforward of unused tax credits.

#### **2.17. Off-balance sheet commitments and contingent liabilities**

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 and transactions with financial instruments. The provision for impairment on off-balance sheet commitments and contingent

liabilities is maintained at a level adequate to absorb probable future losses. Management determines the adequacy of the provision 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.

The Bank recognises a provision when it has a present obligation as a result of a past event; it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation; and a reliable estimate can be made of the obligation.

#### **2.18. Share-based payment**

The Bank has applied the requirements of IFRS 2 Share-based Payment.

The Bank issues equity-settled share-based payments to certain employees. Equity-settled share-based payments are measured at fair value at the date of grant. The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the year, based on the Bank's estimate of shares that will eventually vest.

Fair value is measured by use of a binomial model. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

#### **2.19. 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 NBH. Cash flows from hedging activities are classified in the same category as the item being hedged. The unrealized gains and losses from the translation of monetary items to the closing foreign exchange rates and the unrealized gains and losses from derivative financial instruments are presented net in the statement of cash-flows for the items being hedged.

## 2.20. Comparative figures

Certain amounts in the unconsolidated financial statements for the year ended 31 December 2007 have been reclassified to conform with the current year presentation. These reclassifications were not material.

## 2.21. Significant accounting estimates and decisions in the application of accounting policies

The presentation of financial statements in conformity with IFRS requires the management of the Bank to make judgement about estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities as at the date of the financial statements and their reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Significant areas of subjective judgement include.

### **(a) Impairment on loans and advances**

The Bank regularly assesses its loan portfolio for impairment. 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.

### **(b) Valuation of instruments without direct quotations**

Financial instruments without direct quotations in an active market are valued using the valuation model technique. The models are regularly reviewed and each model is calibrated for the most recent available market data. While the models are built only on available data, their use is subject to certain assumptions and estimates (eg. for correlations, volatilities, etc). Changes in the model assumptions may affect the reported fair value of the relevant financial instruments.

### **(c) Provisions**

Provision is recognised and measured based on IAS 37 Provisions, Contingent Liabilities and Contingent Assets. The Bank is involved in a number of ongoing legal disputes. Based upon historical experience and expert reports, the Bank assesses the developments in these cases, and the likelihood and the amount of potential financial losses which are appropriately provided for (see Note 16). A provision recognised by the Bank when it has a present obligation as result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

## NOTE 3:

### **CASH AMOUNTS DUE FROM BANKS AND BALANCES WITH THE NATIONAL BANK OF HUNGARY (in HUF mn)**

|  | 2008           | 2007           |
|--|----------------|----------------|
| <b>Cash on hand:</b>                                 |                |                |
| In HUF   | 66,542         | 50,601         |
| In foreign currency                                  | 8,120          | 3,486          |
|  | <b>74,662</b>  | <b>54,087</b>  |
| <b>Amounts due from banks and balances with NBH:</b> |                |                |
| Within one year:                                     |                |                |
| In HUF   | 71,857         | 162,268        |
| In foreign currency                                  | 10,918         | 13,289         |
|  | <b>82,775</b>  | <b>175,557</b> |
| <b>Total</b>   | <b>157,437</b> | <b>229,644</b> |

Based on the requirements for compulsory reserves set by the NBH, the balance of the compulsory reserves amounted to HUF 64,371 million and HUF 156,203 million as at 31 December 2008 and 2007 respectively. The rate of the compulsory reserve decreased from 5% to 2% at 1 December 2008.

#### NOTE 4:

#### PLACEMENTS WITH OTHER BANKS AND ALLOWANCE FOR PLACEMENT LOSSES (in HUF mn)

|   | 2008           | 2007           |
|---|----------------|----------------|
| <b>Within one year:</b>                             |                |                |
| In HUF  | 157,903        | 35,330         |
| In foreign currency                                 | 389,055        | 289,789        |
|   | <b>546,958</b> | <b>325,119</b> |
| <b>Over one year:</b>                               |                |                |
| In HUF  | 2,300          | 3,000          |
| In foreign currency                                 | 371,559        | 397,339        |
|   | <b>373,859</b> | <b>400,339</b> |
| <b>Total placements</b>                             | <b>920,817</b> | <b>725,458</b> |
| <b>Provision for impairment on placement losses</b> | <b>(362)</b>   | <b>-</b>       |
| <b>Total</b>  | <b>920,455</b> | <b>725,458</b> |

*An analysis of the change in the provision for impairment on placement losses is as follows:*

|                                  | 2008       | 2007     |
|----------------------------------|------------|----------|
| Balance as at 1 January          | -          | -        |
| Provision for the year           | 362        | -        |
| <b>Balance as at 31 December</b> | <b>362</b> | <b>-</b> |

Placements with other banks in foreign currency bear interest rates in the range of 1% to 10.7% and of 1% to 11.99% as at 31 December 2008 and 2007 respectively.

Placements with other banks in HUF bear interest rates in the range of 8.94% to 12.67% and of 6.7% to 8.94% as at 31 December 2008 and 2007 respectively.

#### NOTE 5:

#### FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS (in HUF mn)

|   | 2008           | 2007           |
|---|----------------|----------------|
| Securities held for trading                                     |                |                |
| Government bonds  | 43,031         | 47,964         |
| Mortgage bonds  | 5,057          | 3,549          |
| Hungarian government interest bearing Treasury bills            | 2,608          | 2,406          |
| Hungarian government discounted Treasury Bills                  | 1,373          | 2,147          |
| Other securities  | 2,750          | 4,318          |
|   | <b>54,819</b>  | <b>60,384</b>  |
| Derivative financial instruments designated as held for trading | 96,897         | 62,987         |
| <b>Total</b>  | <b>151,716</b> | <b>123,371</b> |

Securities held for trading are measured at fair value in the financial statements of the Bank which approximates book value.

Mortgage bonds issued by OTP Mortgage Bank Ltd. was HUF 4,635 million and HUF 2,976 million

as at 31 December 2008 and 2007 respectively.

Approximately 94% and 100% of the held for trading securities portfolio was denominated in HUF as at 31 December 2008 and 2007 respectively.

The 98% and 100% of the government bond portfolio was denominated in HUF as at 31 December 2008 and 2007 respectively.

Interest rates on securities held for trading on interest bearing securities ranged from 3.7% to 12.2% and from 5.5% to 11.1% as at 31 December 2008 and 2007 respectively.

***Interest conditions and the remaining maturities of held for trading securities can be analysed as follows:***

|  | <b>2008</b>   | <b>2007</b>   |
|--|---------------|---------------|
| <b>Within five years:</b>              |               |               |
| variable interest                      | 228           | 369           |
| fixed interest                         | 34,779        | 33,918        |
|  | <b>35,007</b> | <b>34,287</b> |
| <b>Over five years:</b>                |               |               |
| variable interest                      | –             | –             |
| fixed interest                         | 17,514        | 21,779        |
|  | <b>17,514</b> | <b>21,779</b> |
| <b>Non-interest bearing securities</b> | <b>2,298</b>  | <b>4,318</b>  |
| <b>Total</b>                           | <b>54,819</b> | <b>60,384</b> |

**NOTE 6:**

**SECURITIES AVAILABLE-FOR-SALE (in HUF mn)**

|   | <b>2008</b>    | <b>2007</b>    |
|---|----------------|----------------|
| Mortgage bonds  | 290,820        | 161,545        |
| Government bonds  | 126,177        | 41,773         |
| Other securities  | 135,683        | 117,297        |
|   | <b>552,680</b> | <b>320,615</b> |
| Provision for impairment on securities available-for-sale | (2,769)        | –              |
| <b>Total</b>  | <b>549,911</b> | <b>320,615</b> |

***An analysis of the changes in the provision for impairment is as follows:***

|                           | <b>2008</b> | <b>2007</b> |
|---------------------------|-------------|-------------|
| Balance as at 1 January   | –           | –           |
| Provision for the year    | 2,769       | –           |
| Balance as at 31 December | 2,769       | –           |

Mortgage bonds are issued by OTP Mortgage Bank Ltd.

Securities available-for-sale are measured at fair value in the financial statements of the Bank which approximates book value, except when there is objective evidence that the asset is impaired, the cumulative loss that had been recognised directly in equity were reclassified from equity to Statement of Operations.

Approximately 78% and 67% of the available-for-sale securities portfolio was denominated in HUF as at 31 December 2008 and 2007 respectively.

The 100% and 88% of the government bonds were denominated in HUF as at 31 December 2008 and 2007 respectively. The entire foreign currency denominated government bond portfolio was denominated in EUR as at 31 December 2007.

Interest rates on available-for-sale securities ranged from 1% to 11% and from 3% to 10% as at 31 December 2008 and 2007 respectively.

**Interest conditions and the remaining maturities of available-for-sale securities can be analysed as follows:**

|  | <b>2008</b>    | <b>2007</b>    |
|--|----------------|----------------|
| <b>Within five years:</b>              |                |                |
| variable interest                      | 360,460        | 63,187         |
| fixed interest                         | 90,213         | 171,723        |
|  | <b>450,673</b> | <b>234,910</b> |
| <b>Over five years:</b>                |                |                |
| variable interest                      | 79,758         | 56,519         |
| fixed interest                         | 8,666          | 17,240         |
|  | <b>88,424</b>  | <b>73,759</b>  |
| <b>Non-interest bearing securities</b> | <b>10,814</b>  | <b>11,946</b>  |
| <b>Total</b>                           | <b>549,911</b> | <b>320,615</b> |

Certain fixed-rate mortgage bonds and other securities mainly denominated in foreign currency are hedged by derivative financial instruments – interest rate swap – to reduce the exposure to interest rate risk or the changes in fair value of these assets. Where the hedging relationships are designated and a HUF 934 million and HUF 298 million net loss that had been recognised directly in the equity. It was removed from equity and recognised through profit or loss as at

31 December 2008 and 2007 respectively in line with IAS 39.

The fair value of the hedged mortgage bonds was HUF 16,841 million and HUF 16,557 million as at 31 December 2008 and 2007 respectively. The fair value of the other hedged bonds was HUF 20,335 million and HUF 30,491 million as at 31 December 2008 and 2007 respectively.

**NOTE 7:**

**LOANS, NET OF ALLOWANCE FOR LOAN LOSSES  
(in HUF mn)**

|  | <b>2008</b>      | <b>2007</b>      |
|--|------------------|------------------|
| Short-term loans and trade bills (within one year) | 650,160          | 563,007          |
| Long-term loans and trade bills (over one year)    | 2,110,541        | 1,654,445        |
|  | <b>2,760,701</b> | <b>2,217,452</b> |
| Provision of impairment on loan losses             | (45,319)         | (28,820)         |
| <b>Total</b>                                       | <b>2,715,382</b> | <b>2,188,632</b> |

Loans denominated in foreign currency represent approximately 70% and 58% of the loan portfolio, before provision for impairment on loan losses as at 31 December 2008 and 2007 respectively.

Loans denominated in HUF with a maturity over one year bear interest rates in the range of 3% to 24.8% and of 4% to 22.8% as at 31 December 2008 and 2007 respectively.

Loans denominated in HUF, with a maturity within one year bear interest rates in the range of 14% to 30% and of 10% to 30% as at 31 December 2008 and 2007 respectively.

Foreign currency loans bear interest rates in the range of 1.8% to 22% and of 2% to 18% as at 31 December 2008 and 2007 respectively.

Approximately 3% and 2% of the gross loan portfolio represented loans on which interest is not being accrued as at 31 December 2008 and 2007 respectively.

**An analysis of the loan portfolio by type, before provision for impairment on loan losses, is as follows:**

|                       | 2008             |                | 2007             |                |
|-----------------------|------------------|----------------|------------------|----------------|
| Commercial loans      | 1,862,963        | 67.00%         | 1,446,354        | 64.00%         |
| Consumer loans        | 361,148          | 13.00%         | 280,925          | 13.00%         |
| Housing loans         | 235,375          | 9.00%          | 211,504          | 10.00%         |
| Municipality loans    | 180,670          | 7.00%          | 214,428          | 10.00%         |
| Mortgage backed loans | 120,545          | 4.00%          | 64,241           | 3.00%          |
| <b>Total</b>          | <b>2,760,701</b> | <b>100.00%</b> | <b>2,217,452</b> | <b>100.00%</b> |

**An analysis of the change in the provision for impairment on loan losses is as follows:**

|                                   | 2008          | 2007          |
|-----------------------------------|---------------|---------------|
| Balance as at 1 January           | 28,820        | 31,021        |
| Provision for the year            | 28,849        | 21,453        |
| Release / write-offs for the year | (12,350)      | (23,654)      |
| <b>Balance as at 31 December</b>  | <b>45,319</b> | <b>28,820</b> |

The Bank sells non-performing loans without recourse at estimated fair value to a wholly owned subsidiary, OTP Factoring Ltd. (See Note 26).

**NOTE 8:**

**INVESTMENTS IN SUBSIDIARIES (in HUF mn)**

|                                     | 2008             | 2007           |
|-------------------------------------|------------------|----------------|
| <b>Investments in subsidiaries:</b> |                  |                |
| Controlling interest                | 721,180          | 630,805        |
| Significant interest                | 72               | 75             |
| Other                               | 987              | 938            |
|                                     | <b>722,239</b>   | <b>631,818</b> |
| <b>Provision for impairment</b>     | <b>(125,995)</b> | <b>(1,115)</b> |
| <b>Total</b>                        | <b>596,244</b>   | <b>630,703</b> |

**An analysis of the change in the provision for impairment is as follows:**

|                                  | 2008           | 2007         |
|----------------------------------|----------------|--------------|
| Balance as at 1 January          | 1,115          | 1,059        |
| Provision for the year           | 124,880        | 56           |
| <b>Balance as at 31 December</b> | <b>125,995</b> | <b>1,115</b> |

The provision for impairment on CJSC OTP Bank (Ukraine) was HUF 97,526, for OTP banka Srbija a.d. was HUF 25,284 million as at 31 December 2008.

Investments in companies in which the Bank has a controlling interest are detailed below. All companies are incorporated in Hungary unless indicated otherwise.

|   |                                    | 2008           |  | 2007                               |                |
|---|------------------------------------|----------------|--|------------------------------------|----------------|
|   | % Held<br>(direct and<br>indirect) | Cost           |  | % Held<br>(direct and<br>indirect) | Cost           |
| CJSC OTP Bank (Ukraine)                           | 100.00%                            | 210,673        |  | 100.00%                            | 182,537        |
| DSK Bank EAD (Bulgaria)                           | 100.00%                            | 86,831         |  | 100.00%                            | 86,831         |
| OTP banka Hrvatska d.d. (Croatia)                 | 100.00%                            | 72,940         |  | 100.00%                            | 65,065         |
| OAD OTP Bank (Russia) (former OAO Investsberbank) | 95.51%                             | 66,723         |  | 97.22%                             | 50,078         |
| OTP banka Srbija a.d. (Serbia)                    | 91.43%                             | 55,997         |  | 91.43%                             | 55,997         |
| OTP Bank Romania S.A. (Romania)                   | 100.00%                            | 38,117         |  | 100.00%                            | 38,117         |
| Crnogorska komercijalna banka a.d. (Montenegro)   | 100.00%                            | 32,988         |  | 100.00%                            | 29,130         |
| OTP Holding Ltd. (Cyprus)                         | 100.00%                            | 29,000         |  | –                                  | –              |
| OTP Mortgage Bank Ltd.                            | 100.00%                            | 27,000         |  | 100.00%                            | 27,000         |
| OOO Invest Oil (Russia)                           | 100.00%                            | 21,224         |  | 100.00%                            | 21,224         |
| OOO Megaform Inter (Russia)                       | 100.00%                            | 17,704         |  | 100.00%                            | 17,704         |
| OOO AlyansReserv (Russia)                         | 100.00%                            | 11,147         |  | 100.00%                            | 11,147         |
| OTP Banka Slovensko a.s. (Slovakia)               | 97.23%                             | 10,038         |  | 97.23%                             | 10,038         |
| Air-Invest Ltd.                                   | 100.00%                            | 7,948          |  | 100.00%                            | 3,854          |
| Bank Center No. 1. Ltd.                           | 100.00%                            | 7,330          |  | 100.00%                            | 7,330          |
| OOO Donskoy Narodny Bank (Russia)                 | 100.00%                            | 6,687          |  | –                                  | –              |
| Inga Two Ltd.                                     | 100.00%                            | 5,892          |  | 100.00%                            | 5,892          |
| OTP Funds Servicing and Consulting Ltd.           | 100.00%                            | 2,469          |  | 100.00%                            | 2,392          |
| OTP Building Society Ltd.                         | 100.00%                            | 1,950          |  | 100.00%                            | 1,950          |
| OTP Fund Management Ltd.                          | 100.00%                            | 1,653          |  | 100.00%                            | 1,653          |
| Merkantil Bank Ltd.                               | 100.00%                            | 1,600          |  | 100.00%                            | 1,600          |
| TradeNova Commercial Ltd. (former OTP Trade Ltd.) | 100.00%                            | 1,258          |  | 100.00%                            | 30             |
| OTP Life Annuity Ltd.                             | 100.00%                            | 1,250          |  | 100.00%                            | 1,250          |
| S.C. OTP Fond de Pensii (Romania)                 | 100.00%                            | 885            |  | –                                  | –              |
| OTP Financing Netherlands B.V. (Netherlands)      | 100.00%                            | 481            |  | 100.00%                            | 5              |
| OTP Card Factory Ltd.                             | 100.00%                            | 450            |  | 100.00%                            | 450            |
| OTP Real Estate Leasing Ltd.                      | 100.00%                            | 410            |  | 100.00%                            | 410            |
| OTP Factoring Ltd.                                | 100.00%                            | 225            |  | 100.00%                            | 150            |
| OTP Garancia Insurance Ltd.                       | –                                  | –              |  | 100.00%                            | 7,472          |
| OTP Real Estate Ltd.                              | –                                  | –              |  | 100.00%                            | 1,228          |
| Other   | –                                  | 310            |  | –                                  | 271            |
| <b>Total</b>                                      |                                    | <b>721,180</b> |  |                                    | <b>630,805</b> |

## NOTE 9:

## SECURITIES HELD-TO-MATURITY (in HUF mn)

|  | 2008           | 2007           |
|--|----------------|----------------|
| Mortgage bonds                                 | 172,988        | 288,959        |
| Government securities                          | 150,573        | 172,125        |
| Bonds issued by NBH                            | 109,684        | 97,085         |
| Hungarian government discounted Treasury bills | 4,290          | 341            |
| <b>Total</b>                                   | <b>437,535</b> | <b>588,510</b> |

**Interest conditions and the remaining maturities of held-to-maturity investments can be analysed as follows:**

|                           | 2008           | 2007           |
|---------------------------|----------------|----------------|
| <b>Within five years:</b> |                |                |
| variable interest         | 29,118         | 16,765         |
| fixed interest            | 369,624        | 485,475        |
|                           | <b>398,742</b> | <b>502,240</b> |
| <b>Over five years:</b>   |                |                |
| variable interest         | 15,023         | 30,657         |
| fixed interest            | 23,770         | 25,613         |
|                           | <b>38,793</b>  | <b>56,270</b>  |
| <b>Total</b>              | <b>437,535</b> | <b>588,510</b> |

100% of the securities portfolio was denominated in HUF as at 31 December 2008 and 2007. 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 5.5% to 19.2% and from 5.5% to 10% as at 31 December 2008 and 2007 respectively. Interest on fixed rate and variable rate securities is, in most cases, paid semi-annually.

The fair value of securities held-to-maturity was HUF 428,571 million and HUF 562,404 million as at 31 December 2008 and 2007 respectively.

## NOTE 10: PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS (in HUF mn)

### For the year ended 31 December 2008:

|                                       | Intangible assets | Land and buildings | Office equipments | Construction in progress | Total          |
|---------------------------------------|-------------------|--------------------|-------------------|--------------------------|----------------|
| <b>Cost</b>                           |                   |                    |                   |                          |                |
| Balance as at 1 January 2008          | 80,272            | 55,301             | 69,115            | 6,173                    | 210,861        |
| Additions                             | 9,329             | 3,902              | 6,408             | -                        | 19,639         |
| Disposals                             | (14,915)          | (849)              | (3,082)           | (1,304)                  | (20,150)       |
| <b>Balance as at 31 December 2008</b> | <b>74,686</b>     | <b>58,354</b>      | <b>72,441</b>     | <b>4,869</b>             | <b>210,350</b> |
| <b>Depreciation and Amortization</b>  |                   |                    |                   |                          |                |
| Balance as at 1 January 2008          | 44,006            | 9,411              | 47,171            | -                        | 100,588        |
| Charge for the year                   | 11,609            | 1,813              | 8,172             | -                        | 21,594         |
| Disposals                             | (20,468)          | (639)              | (3,108)           | -                        | (24,215)       |
| <b>Balance as at 31 December 2008</b> | <b>35,147</b>     | <b>10,585</b>      | <b>52,235</b>     | <b>-</b>                 | <b>97,967</b>  |
| <b>Net book value</b>                 |                   |                    |                   |                          |                |
| Balance as at 1 January 2008          | 36,266            | 45,890             | 21,944            | 6,173                    | 110,273        |
| <b>Balance as at 31 December 2008</b> | <b>39,539</b>     | <b>47,769</b>      | <b>20,206</b>     | <b>4,869</b>             | <b>112,383</b> |

### For the year ended 31 December 2007:

|                                       | Intangible assets | Land and buildings | Office equipments | Construction in progress | Total          |
|---------------------------------------|-------------------|--------------------|-------------------|--------------------------|----------------|
| <b>Cost</b>                           |                   |                    |                   |                          |                |
| Balance as at 1 January 2007          | 64,186            | 49,624             | 67,653            | 5,998                    | 187,461        |
| Additions                             | 16,108            | 7,107              | 7,390             | 175                      | 30,780         |
| Disposals                             | (22)              | (1,430)            | (5,928)           | -                        | (7,380)        |
| <b>Balance as at 31 December 2007</b> | <b>80,272</b>     | <b>55,301</b>      | <b>69,115</b>     | <b>6,173</b>             | <b>210,861</b> |
| <b>Depreciation and Amortization</b>  |                   |                    |                   |                          |                |
| Balance as at 1 January 2007          | 33,342            | 8,443              | 44,955            | -                        | 86,740         |
| Charge for the year                   | 10,669            | 1,288              | 8,078             | -                        | 20,035         |
| Disposals                             | (5)               | (320)              | (5,862)           | -                        | (6,187)        |
| <b>Balance as at 31 December 2007</b> | <b>44,006</b>     | <b>9,411</b>       | <b>47,171</b>     | <b>-</b>                 | <b>100,588</b> |
| <b>Net book value</b>                 |                   |                    |                   |                          |                |
| Balance as at 1 January 2007          | 30,844            | 41,181             | 22,698            | 5,998                    | 100,721        |
| <b>Balance as at 31 December 2007</b> | <b>36,266</b>     | <b>45,890</b>      | <b>21,944</b>     | <b>6,173</b>             | <b>110,273</b> |



**NOTE 11:****OTHER ASSETS (in HUF mn)**

|   | <b>2008</b>   | <b>2007</b>    |
|---|---------------|----------------|
| Current income tax receivable   | 23,882        | 7,279          |
| Receivables from OTP Mortgage Bank Company Ltd.*  | 17,012        | 144,927        |
| Fair value of derivative financial instruments designated as hedge accounting relationships | 8,871         | 2,309          |
| Trade receivables   | 5,791         | 5,649          |
| Prepayments and accrued income  | 5,645         | 6,441          |
| Due from government for interest subsidies  | 3,128         | 2,860          |
| Receivables from investment services  | 929           | 1,425          |
| Inventories   | 602           | 473            |
| Advances for securities and investments   | 533           | 510            |
| Credits sold under deferred payment scheme  | 420           | 119            |
| Other advances  | 162           | 1,767          |
| Other   | 4,527         | 4,663          |
|   | <b>71,502</b> | <b>178,422</b> |
| <b>Provision for impairment on other assets</b>   | <b>(610)</b>  | <b>(1,375)</b> |
| <b>Total</b>  | <b>70,892</b> | <b>177,047</b> |

\* The Bank, under a syndication agreement administrated mortgage loans with recourse to OTP Mortgage Bank Ltd. Provision for impairment on other assets mainly consists of provision for trade receivables, advances and inventories.

**An analysis of the movement in the provision for impairment on other assets is as follows:**

|                                  | <b>2008</b> | <b>2007</b>  |
|----------------------------------|-------------|--------------|
| Balance as at 1 January          | 1,375       | 1,046        |
| (Release)/charge for the year    | (731)       | 351          |
| Write-offs                       | (34)        | (22)         |
| <b>Balance as at 31 December</b> | <b>610</b>  | <b>1,375</b> |

**NOTE 12:****AMOUNTS DUE TO BANKS AND DEPOSITS FROM THE NATIONAL BANK OF HUNGARY AND OTHER BANKS (in HUF mn)**

|                         | <b>2008</b>    | <b>2007</b>    |
|-------------------------|----------------|----------------|
| <b>Within one year:</b> |                |                |
| In HUF                  | 207,354        | 124,641        |
| In foreign currency     | 353,971        | 173,276        |
|                         | <b>561,325</b> | <b>297,917</b> |
| <b>Over one year:</b>   |                |                |
| In HUF                  | 88,577         | 70,065         |
| In foreign currency     | 55,663         | 222,766        |
|                         | <b>144,240</b> | <b>292,831</b> |
| <b>Total</b>            | <b>705,565</b> | <b>590,748</b> |

Amounts due to banks and deposits from the NBH and other banks payable in HUF within one year bear interest rates in the range of 9.4% to 10.8% and of 6.5% to 7.52% as at 31 December 2008 and 2007 respectively.

Amounts due to banks and deposits from the NBH and other banks payable in HUF over one year bear interest rates in the range of 3% to 9.18% and of 3% to 6.28% as at 31 December 2008 and 2007 respectively.

Amounts due to banks and deposits from the NBH and other banks payable in foreign currency within one year bear interest rates in the range of 0.5% to 13.75% and of 1% to 10.5% as at 31 December 2008 and 2007 respectively.

Amounts due to banks and deposits from the NBH and other banks payable in foreign currency over one year bear interest rates in the range of 1.4% to 6.3% and of 2.69% to 6.15% as at 31 December 2008 and 2007 respectively. No assets are pledged as collaterals against the amounts due to banks.

**NOTE 13:****DEPOSITS FROM CUSTOMERS (in HUF mn)**

|                            | 2008             | 2007             |
|----------------------------|------------------|------------------|
| <b>Within one year:</b>    |                  |                  |
| In HUF                     | 2,508,553        | 2,462,047        |
| In foreign currency        | 556,332          | 483,208          |
|                            | <b>3,064,885</b> | <b>2,945,255</b> |
| <b>Over one year:</b>      |                  |                  |
| In HUF                     | 24,553           | 9,780            |
| <b>In foreign currency</b> | <b>1,324</b>     | <b>-</b>         |
|                            | <b>25,877</b>    | <b>9,780</b>     |
| <b>Total</b>               | <b>3,090,762</b> | <b>2,955,035</b> |

Deposits from customers payable in HUF within one year bear interest rates in the range of 0.2% to 13.8% and of 0.2% to 12% as at 31 December 2008 and 2007 respectively.

Deposits from customers payable in HUF over one year bear interest rates in the range of

0.2% to 11% and of 1.3% to 7% as at 31 December 2008 and 2007 respectively.

Deposits from customers payable in foreign currency bear interest rates in the range of 0.1% to 21.5% and of 0.1% to 6% as at 31 December 2008 and 2007 respectively.

**An analysis of deposits from customers by type, is as follows:**

|                       | 2008             |                | 2007             |                |
|-----------------------|------------------|----------------|------------------|----------------|
| Retail deposits       | 2,027,357        | 66,00%         | 1,844,330        | 62.00%         |
| Corporate deposits    | 836,781          | 27,00%         | 906,160          | 31.00%         |
| Municipality deposits | 226,624          | 7,00%          | 204,545          | 7.00%          |
| <b>Total</b>          | <b>3,090,762</b> | <b>100,00%</b> | <b>2,955,035</b> | <b>100.00%</b> |

**NOTE 14:****LIABILITIES FROM ISSUED SECURITIES (in HUF mn)**

|                         | 2008           | 2007           |
|-------------------------|----------------|----------------|
| <b>Within one year:</b> |                |                |
| In HUF                  | 57,548         | 245            |
| In foreign currency     | 198,585        | -              |
|                         | <b>256,133</b> | <b>245</b>     |
| <b>Over one year:</b>   |                |                |
| In HUF                  | 1,863          | 1,393          |
| In foreign currency     | 343,795        | 392,558        |
|                         | <b>345,658</b> | <b>393,951</b> |
| <b>Total</b>            | <b>601,791</b> | <b>394,196</b> |

Liabilities from issued securities denominated in HUF bear interest rates in the range of 0.3% to 9% as at 31 December 2008 and 2007.

Liabilities from issued securities denominated in foreign currency bear interest rates in the range of 3.1% to 5.8% and of 4.8% to 5% as at 31 December 2008 and 2007 respectively.

The Bank issued variable-rate bonds with a face value of EUR 500 million on 1 July 2005 which are due on 1 July 2010 at 99.9%. Interest on these bonds is three month EURIBOR + 0.16% that is payable quarterly.

The Bank issued variable-rate bonds with a face value of EUR 300 million on 20 December 2005, which are due on 20 December 2010 at

99.81%. Interest on these bonds is three month EURIBOR + 0.15% that is payable quarterly.

On 26 February 2007, the Bank issued EUR 750 million of floating rate notes due on 27 February 2009 at 99.87% under the European Medium Term Note Program (EMTN Program). Interest on these bonds is three month EURIBOR + 0.125% that is payable quarterly.

The Bank issued bonds with a nominal value of EUR 500 million at 99.812 % of the face value on 16 May 2008. The price of the fixed rate senior bonds with a 3 year maturity was set on 7 May 2008. The Lead Managers of the successful bond issue (which attracted approximately 30% oversubscription of the accepted amount) were DZ Bank and Morgan Stanley. The re-offer spread is 140 bps over 3 year mid-swap, the

bonds bear a coupon of 5.75% fixed rate, with annual interest payments. The bonds will be introduced to the Luxembourg Stock Exchange.

The Bank has launched a bond issue program of HUF 100,000 million on 2 August 2007.

The Bank issued bonds with a nominal value of HUF 7,143 million face value between 16 June and 25 July 2008 under the above mentioned 100,000 million HUF Bond Issuance Program. The bonds are fixed-rate senior bonds with 1 year maturity. The bonds bear a coupon of 8.7 % fixed rate.

The Bank issued bonds with a nominal value of HUF 50,984 million face value between 3 November and 31 December 2008 under the 100,000 million HUF Bond Issuance Program. The bonds are fixed-rate senior bonds with 1 year maturity. The bonds bear a coupon of 10 % fixed rate.

## NOTE 15:

### FAIR VALUE OF DERIVATIVE FINANCIAL INSTRUMENTS DESIGNATED AS HELD FOR TRADING (in HUF mn)

|                                 | 2008           | 2007          |
|---------------------------------|----------------|---------------|
| Futures contracts               | 10             | 115           |
| Forward contracts               | 5,829          | 1,205         |
| Foreign exchange swap contracts | 88,657         | 2,644         |
| Interest rate swap contracts    | 32,565         | 18,579        |
| <b>Total</b>                    | <b>127,061</b> | <b>22,543</b> |

## NOTE 16:

### OTHER LIABILITIES (in HUF mn)

|   | 2008           | 2007           |
|---|----------------|----------------|
| Accrued expenses  | 36,052         | 11,245         |
| Provision for losses on off-balance sheet commitments, contingent liabilities               | 28,233         | 14,221         |
| Giro clearing accounts  | 20,129         | 19,017         |
| Salaries and social security payable  | 19,789         | 8,372          |
| Accounts payable  | 6,616          | 10,902         |
| Taxes payable   | 4,493          | 4,269          |
| Liabilities from security trading   | 2,828          | 20,697         |
| Advance of Government grants for housing purposes   | 1,698          | 3,666          |
| Loans for collection  | 1,340          | 1,523          |
| Fair value of derivative financial instruments designated as hedge accounting relationships | 1,268          | 612            |
| Deferred tax liabilities  | 759            | 2,969          |
| Dividends payable   | 735            | 792            |
| Other   | 12,344         | 17,283         |
| <b>Total</b>  | <b>136,284</b> | <b>115,568</b> |

**The provision for losses on off-balance sheet commitments and contingent liabilities are detailed as follows:**

|  | <b>2008</b>   | <b>2007</b>   |
|--|---------------|---------------|
| Provision for litigation*  | 3,038         | 2,845         |
| Provision for losses on other off-balance sheet commitments and contingent liabilities | 23,924        | 6,524         |
| Other provision (for expected liabilities)   | 1,271         | 4,852         |
| <b>Total</b>   | <b>28,233</b> | <b>14,221</b> |

\* The provision for losses on other off-balance sheet commitments and contingent liabilities primarily relates to commitments stemming from guarantees and credit lines issued by the Bank.

**Movements in the provision for losses on commitments and contingent liabilities can be summarized as follows:**

|                                  | <b>2008</b>   | <b>2007</b>   |
|----------------------------------|---------------|---------------|
| Balance as at 1 January          | 14,221        | 13,709        |
| Provision for the year           | 21,292        | 2,742         |
| Write-offs                       | (7,280)       | (2,230)       |
| <b>Balance as at 31 December</b> | <b>28,233</b> | <b>14,221</b> |

**NOTE 17:**

**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 held by the Hungarian Ministry of Finance. Interest on subordinated bonds and the frequency of payment of interest is 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 semi-annual interest payable was 4.02% as at 20 June 2007, 3.76% as at 20 December 2007 and 4.15% as at 20 June 2008 and 4.75% as at 20 December 2008. 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 (15.92 million in EUR) subordinated loan from the European Bank for Reconstruction and Development with an original maturity of 27 December 2006. The maturity date was modified to 27 August 2008 on 22 August 2003. The loan is unsecured, subordinate to

the other liabilities and has a twelve-year maturity, with interest payable at six-month LIBOR + 1.35% from 28 December 2003 until 27 August 2008. The loan has already been repayed in 2008.

On 4 March 2005, the Bank issued EUR 125 million in bonds, which are subordinated to the other liabilities of the Bank. Interest on subordinated bonds is variable and payable at three-month EURIBOR + 0.55% quarterly. The original maturity of the bonds is 10 years. On 31 October 2006, the Bank issued perpetual subordinated (UT2) bonds to finance acquisitions. The 500 EUR million nominal value bonds were issued at 99.375 % of the face value with 7 November 2006 as payment date. The re-offer spread is 200 basis points over the 10 year mid-swap. The bonds are perpetual and callable after year 10. The bonds bear a fixed coupon of 5.875%, with annual interest payments in the first 10 years, and a floater (variable) coupon of 3 months EURIBOR + 300 basis points per annum, quarterly thereafter. The bonds were listed on the Luxembourg Stock Exchange.

On 30 August 2006, the Bank updated EMTN Program and increased the Program amount from EUR 1 billion to EUR 3 billion. Under the EMTN Program on 12 September 2006 the Bank issued fixed rate subordinated bonds in a total nominal value of EUR 300 million to finance acquisitions. The EUR 300 million

nominal value bonds were issued at 100% of the face value with 19 September 2016 as maturity date. The bonds bear a coupon of 5.27%, interests are paid annually. On 26 February 2007 the Bank also issued EUR 200 million subordinated notes due on 19 September 2016 under the same program.

## NOTE 18:

### SHARE CAPITAL (in HUF mn)

|   | 2008          | 2007          |
|---|---------------|---------------|
| <b>Authorized, issued and fully paid:</b> |               |               |
| Ordinary shares                           | 28,000        | 28,000        |
| <b>Total</b>                              | <b>28,000</b> | <b>28,000</b> |

On 21 April 2007 the law on abolishment of 'aranyrészvény' (special share assigning voting rights to the Hungarian State) came into force (Act XXVI of 2007). As a result of this, this special voting share was transformed into

10 ordinary shares with a face value of HUF 100. Therefore, the registered capital of the Bank consists of 280,000,010 ordinary shares with a face value of HUF 100.

## NOTE 19:

### RETAINED EARNINGS AND RESERVES (in HUF mn)

The reserves of the Bank under Hungarian Accounting Standards were HUF 652,297 million and HUF 537,211 million as at 31 December 2008 and 2007 respectively. Of these amounts, legal reserves represent HUF 156,975 million and HUF 152,569 million as at 31 December 2008 and 2007 respectively. The legal reserves are not available for distribution. Dividends of HUF 40,320 million for the year 2006 were approved by the Annual General Meeting on 28 April 2007. According to the decision made at the Annual General Meeting on 25 April 2008, the Bank did not pay dividends for the year 2007.

These Financial Statements will be approved by the Annual General Meeting in April 2009. No dividends are proposed.

On 19 October 2006 the Bank sold 14.5 million Treasury shares owned by OTP Bank through an issue of Income Certificates Exchangeable for Shares ('ICES'). Within the transaction 10 million shares owned by OTP Bank, and 4.5 million shares owned by OTP Fund

Management Ltd were sold during the underwriting period of ICES on the weighted average market price (HUF 7,080) of the Budapest Stock Exchange. The shares have been purchased by Opus Securities S.A., which issued an exchangeable bond with a total face value of EUR 514,274,000 backed by those shares. The exchangeable bonds have been sold at a 32% premium over the selling price of the shares. The EUR denominated exchangeable bonds are without final maturity and the investors can exercise the conversion right between year 6 and 10. The bonds carry a fixed coupon of 3.95% during the first 10 years thereafter the Issuer has the right to buy back the bonds at face value. Following the year 10, the bonds carry a coupon of 3 month EURIBOR +3%. Under a subordinated swap contract, the Bank pays the interest of ICES payable to Opus and if the Bank pays dividend for the ordinary shares, receives the same amount of money from Opus than the dividend that is payable for the shares held by Opus.

**NOTE 20:****TREASURY SHARES (in HUF mn)**

|   | <b>2008</b>   | <b>2007</b>   |
|---|---------------|---------------|
| Nominal value (ordinary shares)           | 1,742         | 610           |
| <b>Carrying value at acquisition cost</b> | <b>97,845</b> | <b>54,208</b> |

**NOTE 21:****OTHER EXPENSES (in HUF mn)**

|  | <b>2008</b>    | <b>2007</b>   |
|--|----------------|---------------|
| Provision for impairment on investments in subsidiaries                              | 124,880        | 56            |
| Administration expenses, including rental fees                                       | 24,534         | 23,996        |
| Services   | 21,188         | 17,803        |
| Taxes, other than income tax   | 15,707         | 16,903        |
| Provision for impairment on off-balance sheet commitments and contingent liabilities | 14,012         | 512           |
| Advertising  | 5,670          | 5,129         |
| Provision for impairment on securities available-for-sale                            | 2,769          | –             |
| Professional fees  | 2,216          | 2,762         |
| (Release)/provision for impairment on other assets                                   | –731           | 351           |
| Other  | 5,605          | 4,356         |
| <b>Total</b>   | <b>215,850</b> | <b>71,868</b> |

**NOTE 22:****INCOME TAXES (in HUF mn)**

The Bank is presently liable for income tax at a rate of 16% of taxable income.

In Hungary, an additional 4% of special tax is to be paid.

In the calculation of deferred tax the 20% tax rate was taken into account.

***A breakdown of the income tax expense is:***

|              | <b>2008</b>  | <b>2007</b>   |
|--------------|--------------|---------------|
| Current tax  | 4,749        | 22,169        |
| Deferred tax | 2,838        | (2,068)       |
| <b>Total</b> | <b>7,587</b> | <b>20,101</b> |

***A reconciliation of the deferred tax liability is as follows:***

|   | <b>2008</b>  | <b>2007</b>    |
|---|--------------|----------------|
| Balance as at 1 January   | (2,969)      | (5,831)        |
| Deferred tax charge   | (2,838)      | 2,068          |
| Tax effect of fair value adjustment of available-for-sale securities and ICES recognised through equity | 5,048        | 794            |
| <b>Balance as at 31 December</b>  | <b>(759)</b> | <b>(2,969)</b> |

***A breakdown of the deferred tax liability is as follows:***

|   | <b>2008</b>  | <b>2007</b>    |
|---|--------------|----------------|
| Difference in accounting for finance leases                                       | 669          | 510            |
| Fair value adjustment of held for trading and available-for-sale securities       | 2,347        | –              |
| Repurchase agreements   | –            | 1,818          |
| Fair value adjustment of derivative financial instruments                         | –            | 378            |
| Provision for impairment on investments in subsidiaries                           | 3,183        | –              |
| Deferred tax asset  | 6,199        | 2,706          |
| Fair value adjustment of held for trading and available-for-sale financial assets | –            | (1,021)        |
| Premium and discount amortization on bonds  | (365)        | (339)          |
| Repurchase agreements   | (2,498)      | –              |
| Fair value adjustment of derivative financial instruments                         | (555)        | –              |
| Valuation of equity instrument (ICES)   | (1,964)      | (2,760)        |
| Difference in depreciation and amortization                                       | (1,576)      | (1,555)        |
| Deferred tax liabilities  | (6,958)      | (5,675)        |
| <b>Net deferred tax liabilities</b>   | <b>(759)</b> | <b>(2,969)</b> |

***A reconciliation of the income tax charge is as follows:***

|  | <b>2008</b>  | <b>2007</b>  |
|--|--------------|--------------|
| Profit before income tax               | 141,542      | 161,782      |
| Income tax at statutory tax rate (16%) | 22,647       | 25,885       |
| <b>Special tax (4%)</b>                | <b>3,366</b> | <b>5,763</b> |

***Income tax adjustments are as follows:***

|   | <b>2008</b> | <b>2007</b>  |
|---|-------------|--------------|
| Reversal of statutory general provision                                       | (15)        | (1,819)      |
| Provision for impairment on loan losses                                       | (268)       | –            |
| Change in statutory goodwill and negative goodwill                            | 4,608       | (1,762)      |
| Revaluation of investments denominated in foreign currency to historical cost | (2,828)     | (2,514)      |
| Fair value of share-based payment   | 6           | 1,025        |
| Permanent differences related to issued equity instruments (ICES)             | (404)       | (389)        |
| Treasury share transaction  | (10,319)    | –            |
| Dividend income   | (22,122)    | (3,027)      |
| Other   | 12,916      | (3,061)      |
| Income tax  | 7,587       | 20,101       |
| <b>Effective tax rate</b>   | <b>5.4%</b> | <b>12.4%</b> |

**NOTE 23:**

**FINANCIAL RISK MANAGEMENT**

A financial instrument is any contract that gives rise to a financial asset of one entity and financial liability or equity instrument of another entity.

Financial instruments may result in certain risks to the Bank. The most significant risks the Bank faces include:

### **Credit risk**

The Bank takes on exposure to credit risk which is the risk that a counter-party will be unable to pay amounts in full when due. The Bank structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower, or banks of borrowers, and to geographical and industry segments. Such risks are monitored on a revolving basis and subject to an annual or more frequent review. The exposure to any borrower including banks and brokers is further restricted by sublimits covering on- and off-balance sheet exposures and daily delivery risk limits in relation to trading items such as forward foreign exchange contracts. Actual exposures against limits are monitored daily.

Exposure to credit risk is managed through regular analysis of the ability of borrowers and potential borrowers to meet interest and capital repayment obligations and by changing these lending limits where appropriate. Exposure to credit risk is also managed in part by obtaining collateral and corporate and personal guarantees.

### **Market risk**

The Bank takes on exposure to market risks. Market risks arise from open positions in interest rate, currency and equity products, all of which are exposed to general and specific market movements. The Bank applies a 'value at risk' methodology to estimate the market risk of positions held and the maximum losses expected, based upon a number of assumptions for various changes in market conditions. The Management Board sets limits on the value of risk that may be accepted, which is monitored on a daily basis.

### **Liquidity risk**

See Note 30.

### **Foreign currency risk**

See Note 31.

### **Interest rate risk**

See Note 32.

## **NOTE 24:**

### **OFF-BALANCE SHEET ITEMS AND DERIVATIVE FINANCIAL INSTRUMENTS (in HUF mn)**

In the normal course of business, the Bank becomes a party to various financial transactions that are not reflected on the balance sheet and are referred to as off-balance sheet financial instruments.

The following represent notional amounts of these off-balance sheet financial instruments, unless stated otherwise.

#### **(a) Contingent liabilities and commitments**

|  | <b>2008</b>    | <b>2007</b>      |
|--|----------------|------------------|
| Commitments to extend credit                             | 604,348        | 749,015          |
| Guarantees arising from banking activities               | 222,554        | 255,406          |
| Contingent liabilities related to OTP Mortgage Bank Ltd. | 68,336         | 38,702           |
| Confirmed letters of credit                              | 9,267          | 5,892            |
| Legal disputes   | 6,332          | 5,708            |
| Other  | 669            | 5,178            |
| <b>Total</b>   | <b>911,506</b> | <b>1,059,901</b> |



#### ***Commitments to extend credit***

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Guarantees and standby letters of credit, which represent irrevocable assurances that the Bank will make payments in the event that a customer cannot meet its obligations to third parties, carry the same credit risk as loans.

Documentary and commercial letters of credit, which are written undertakings by the Bank on behalf of a customer authorising a third party to draw drafts on the Bank up to a stipulated amount under specific terms and conditions, are collateralised by the underlying shipments of goods to which they relate and therefore carry less risk than a direct borrowing.

Commitments to extend credit represent unused portions of authorisations to extend credit in the form of loans, guarantees or letters of credit. With respect to credit risk on commitments to extend credit, the Bank is potentially exposed to loss in an amount equal to the total unused commitments. However, the likely amount of loss is less than the total unused commitments since most commitments to extend credit are contingent upon customers maintaining specific credit standards.

Guarantees, irrevocable letters of credit and undrawn loan commitments are subject to similar credit risk monitoring and credit policies as utilised in the extension of loans. The management of the Bank believes the market risk associated with guarantees, irrevocable letters of credit and undrawn loan commitments to be minimal.

#### ***Contingent liabilities related to OTP Mortgage Bank Ltd.***

Under a syndication agreement with its wholly owned subsidiary, OTP Mortgage Bank Ltd., the Bank guarantees, in return for an annual fee, to purchase all mortgage loans held by OTP Mortgage Bank Ltd. that become non-performing. OTP Mortgage Bank Ltd. utilises credit risk granting and monitoring policies similar to those used by the Bank.

Provision for the year due to recourse agreements were HUF 6,834 million and HUF 3,870 million as at 31 December 2008 and 2007 respectively.

#### ***Legal disputes***

At the balance sheet date the Bank was involved in various claims and legal proceedings of a nature considered normal to its business. The level of these claims and legal proceedings correspond to the level of claims and legal proceedings in previous years.

The Bank believes that the various asserted claims and litigations in which it is involved will not materially affect its financial position, future operating results or cash flows, although no assurance can be given with respect to the ultimate outcome of any such claim or litigation. Provision due to legal disputes were HUF 3,038 million and HUF 2,845 million as at 31 December 2008 and 2007 respectively. (See Note 16)

**(b) Derivatives (nominal amount, unless otherwise stated)**

|  | 2008      | 2007      |
|--|-----------|-----------|
| <b>Foreign currency contracts designated as held for trading</b>                     |           |           |
| Off-balance sheet assets   | 150,461   | 97,699    |
| Off-balance sheet liabilities  | 153,867   | 99,161    |
| Net  | (3,406)   | (1,462)   |
| Net fair value   | (2,158)   | (649)     |
| <b>Foreign exchange swaps and interest rate swaps designated as held for trading</b> |           |           |
| Off-balance sheet assets   | 3,701,859 | 2,063,109 |
| Off-balance sheet liabilities  | 3,540,780 | 1,980,414 |
| Net  | 161,079   | 82,695    |
| Net fair value   | (28,091)  | 15,413    |
| <b>Interest rate swaps designated in hedge accounting relationships</b>              |           |           |
| Off-balance sheet assets   | 35,077    | 20,041    |
| Off-balance sheet liabilities  | 29,441    | 17,320    |
| Net  | 5,636     | 2,721     |
| Net fair value   | 7,424     | 1,478     |
| <b>Option contracts</b>  |           |           |
| Off-balance sheet assets   | 10,927    | 123,467   |
| Off-balance sheet liabilities  | 10,792    | 123,520   |
| Net  | 135       | (53)      |
| Net fair value   | 180       | 25,900    |
| <b>Forward security agreements designated as held for trading</b>                    |           |           |
| Off-balance sheet assets   | 2,101     | 175       |
| Off-balance sheet liabilities  | 2,101     | 175       |
| Net  | –         | –         |
| Net fair value   | 52        | (1)       |
| <b>Forward rate agreements designated as held for trading</b>                        |           |           |
| Off-balance sheet assets   | 37        | –         |
| Off-balance sheet liabilities  | –         | –         |
| Net  | 37        | –         |
| Net fair value   | 33        | –         |

The Bank maintains strict control limits on net open derivative positions, i.e. the difference between purchase and sale contracts, by both amount and term. At any time the amount subject to credit risk is limited to the current fair value of instruments that are favourable to the Bank (i.e. assets), which in relation to derivatives is only a small fraction of the contract or notional values used to express the volume of instruments outstanding. This credit risk exposure is managed as part of the overall lending limits with customers, together with potential exposures from market movements. Collateral or other security is not usually obtained for credit risk exposures on these instruments, except for trading with clients, where the Bank in most of the cases requires margin deposits.

As at 31 December 2008 the Bank has derivative instruments with positive fair values of HUF 105,768 million and negative fair values of HUF 128,328 million. Positive fair values of derivative instruments designated as hedge accounting relationships are included in other

assets, while positive fair values of derivative instruments designated as held for trading are included in financial assets at fair value through profit or loss. Negative fair values of hedging derivative instruments are included in other liabilities. Corresponding figures as at 31 December 2007 are HUF 65,296 million and HUF 23,155 million.

**Foreign currency contracts**

Foreign currency contracts are agreements to exchange specific amounts of currencies at a specified rate of exchange, at a spot date (settlement occurs two days after the trade date) or at a forward date (settlement occurs more than two days after the trade date). The notional amount of these contracts does not represent the actual market or credit risk associated with these contracts.

Foreign currency contracts are used by the Bank for risk management and trading purposes. The Bank's risk management foreign currency

contracts were used to hedge against exchange rate fluctuations on loans and advances to credit institutions denominated in foreign currency.

#### ***Foreign exchange swaps and interest rate swaps***

The Bank enters into foreign-exchange swap and interest rate swap transactions. The swap transaction is a complex agreement concerning the swap of certain financial instruments, which usually consist of a prompt and one or more futures contracts.

Interest rate swaps obligate two parties to exchange one or more payments calculated with reference to fixed or periodically reset rates of interest applied to a specific notional principal amount (the base of the interest calculation). Notional principal is the amount upon which interest rates are applied to determine the payment streams under interest rate swaps.

Such notional principal amounts are often used to express the volume of these transactions but are not actually exchanged between the counterparties. The Bank's interest rate swaps were used for management of interest rate exposures and have been accounted for at mark-to-market fair value.

#### ***Cross-currency interest rate swap***

The Bank enters into cross-currency interest rate swap (CCIRS) transactions which have special attributes, i.e. the parties exchange the notional amount at the beginning and also at the maturity of the transaction. A special type of these deals are the mark-to-market CCIRS agreements. At this kind of deals the parties – according to the foreign exchange prices – revalue the notional amount during lifetime of the transaction.

#### ***Forward rate agreements***

A forward rate agreement is an agreement to settle amounts at a specified future date based on the difference between an interest rate index and an agreed upon fixed rate. Market risk arises from changes in the market value of contractual positions caused by movements in interest rates.

The Bank limits its exposure to market risk by entering into generally matching or offsetting positions and by establishing and monitoring limits on unmatched positions. Credit risk is managed through approval procedures that establish specific limits for individual counterparties. The Bank's forward rate agreements were transacted for management of interest rate exposures and have been accounted for at mark-to-market fair value.

## **NOTE 25:**

### **SHARE-BASED PAYMENT**

The terms of the options relating to the years of 2005 to 2009 were approved by the Annual General Meeting of 2005. The grant date of these options is 29 April 2005. The maximum number of shares which are available is 2.92 million.

The 2006 Annual General Meeting approved a five year share option program for the years of 2006 to 2010 under which options are granted annually. The grant date of these options is 28 April 2006 and the date of the Annual General Meeting of 2007 (27 April 2007) for the amount increased under the modified program.

The exercise price of the options of 2005 is calculated as the average of the market price of

OTP shares quoted by the Budapest Stock Exchange ('BSE') daily during the two month period ending on the last day of the month of the Annual General Meeting.

The exercise prices of the options relating to the years of 2006 to 2010 are calculated as the average of the market price of OTP shares quoted by the BSE daily during the period between 30 April and 30 May in the actual year and decreased by HUF 1,000. In that case if the average price of the shares exceeds by more than HUF 3,000 the exercise price one day before the date of exercise the exercise price would be increased by the amount above the HUF 3,000.

The 2007 Annual General Meeting approved a few changes in the program:

The exercise prices of the options relating to the years of 2006 to 2010 is calculated as the average of the market price of OTP shares quoted by the BSE daily during the three month period ended 31 March in the actual year and decreased by HUF 2,000. In that case if the average price of the shares exceeds by more than HUF 4,000 the exercise price one day before the date of exercise the exercise price would be increased by the amount above the HUF 4,000.

The exercise period of the options granted for the year of 2005 is two years and for the years of 2006 to 2010 is 19 months. The exercise period of the option program for the years of 2006 to 2010 must be opened at 1 June in the actual year, the period can be prolonged by two years. If the options remain unexercised before the end of the exercise period the options expire. Additionally, options are forfeited if the employee leaves the Bank before the options vest.

To be able to practice the option program, two of following conditions should be fulfilled:

- the growth of the net income obtains 10%
- the ROA indicator for the actual year ended 31 December should be at least 2.1%
- the ROE indicator for the actual year ended 31 December should be at least 20%

|   | 2008                          |  | 2007                          |  |
|---|-------------------------------|--|-------------------------------|--|
|   | Options<br>(number of shares) | Weighted average<br>exercise price<br>(in HUF) | Options<br>(number of shares) | Weighted average<br>exercise price<br>(in HUF) |
| Outstanding at beginning of period          | 6,678,130                     | 7,957  | 4,799,825                     | 7,231  |
| Granted during the period                   | –                             | –  | 3,510,000                     | 8,419  |
| Forfeited during the period                 | 965,050                       | 6,484  | 187,250                       | 7,648  |
| Exercised during the period                 | 257,500                       | 6,536  | 1,444,445                     | 6,706  |
| Outstanding at the end of the period        | 2,534,950                     | 6,484  | 6,678,130                     | 7,957  |
| <b>Exercisable at the end of the period</b> | <b>1,774,466</b>              | <b>8,424</b>                                   | <b>2,334,304</b>              | <b>7,369</b>                                   |

For the year ended 31 December 2008 the key accomplishment factors – which are preconditions of the option program – are not fulfilled, in accordance of the option program the Bank did not recognise any personnel expense.

The options outstanding as at 31 December 2008 and 2007 had a weighted average exercise price of HUF 6,484 and HUF 7,957 with a weighted average remaining contractual life of 18 and 22 months, respectively.

### ***The inputs into the Binominal model are as follows:***

|                                       | 2008        | 2007        |
|---------------------------------------|-------------|-------------|
| Weighted average share price (HUF)    | 7,828       | 7,663       |
| Weighted average exercise price (HUF) | 7,941       | 7,594       |
| Expected volatility (%)               | 29          | 29          |
| Expected life (average year)          | 3,56        | 3,18        |
| Risk free rate (%)                    | 6.84        | 7.01        |
| <b>Expected dividends (%)</b>         | <b>2.31</b> | <b>2.45</b> |

Expected volatility was determined by calculating the historical volatility of the Bank's share price three months prior to the grant date. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

In connection with the share-based payment programs approved by the Bank and applying IFRS 2, HUF 28 million and HUF 5,123 million has been recognised as an expense as at 31 December 2008 and 2007 respectively.

## NOTE 26:

### RELATED PARTY TRANSACTIONS

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

The Bank under a syndication agreement administrated mortgage loans with recourse to OTP Mortgage Bank Company Ltd. of HUF 57,418 million and HUF 269,300 million during the years ended 31 December 2008 and 2007 (including interest). The book value of these receivables were HUF 57,347 million and 269,205 million.

During the year ended 31 December 2008 the Bank received HUF 38,715 million fees and commission from OTP Mortgage Bank Company Ltd. For the year ended 31 December 2007 such fees and commissions were HUF 50,493 million. Such fees and commissions are related to loans originated by the Bank and sold to OTP Mortgage Bank Company Ltd.

Provision for the year due to recourse agreements were HUF 6,834 million and HUF 3,870 million as at 31 December 2008 and 2007 respectively. During the years ended 31 December 2008 and 2007 the Bank sold, without recourse, non-performing loans and the related accrued interest receivable to OTP Factoring Ltd. for HUF 12,419 million and HUF 8,479 million respectively. The gross book value of such credits were HUF 23,838 million and HUF 29,873 million respectively, with a corresponding allowance for loan losses of HUF 9,149 million and HUF 19,547 million respectively. The underlying mortgage rights were also transferred to OTP Factoring Ltd. Provision for losses related to such transactions are recorded in the unconsolidated financial statements, among for loans and placement losses, which were HUF 2,270 million and HUF 1,847 million as at 31 December 2008 and 2007 respectively.

***Commissions received by the Bank from related parties and commissions paid by the Bank to related parties are summarized below:***

#### ***a) Commissions received by the Bank***

|   | 2008         | 2007         |
|---|--------------|--------------|
| Commissions received by the Bank from OTP Building Society Ltd. in relation to finalised customer contracts | 2,384        | 1,949        |
| Commissions received by the Bank from OTP Fund Management Ltd. in relation to trading activity              | 6,095        | 5,066        |
| Commissions received by the Bank from OTP Fund Management Ltd. in relation to custody activity              | 406          | 437          |
| <b>Total</b>  | <b>8,885</b> | <b>7,452</b> |

#### ***b) Commissions paid by the Bank***

|  | 2008       | 2007         |
|--|------------|--------------|
| Commissions paid by the Bank to OTP Real Estate Leasing Ltd. in relation to its activity | 353        | 1,413        |
| <b>Total</b>   | <b>353</b> | <b>1,413</b> |

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 financial statements taken as a whole. The Bank provides loans to subsidiaries, and collects deposits.

### c) Loans provided to subsidiaries

|  | 2008             | 2007             |
|--|------------------|------------------|
| OTP Financing Cyprus Co. Ltd.<br>(Cyprus)            | 535,636          | 258,621          |
| OTP Financing Netherlands B. V.<br>(Netherlands)     | 245,721          | 50,670           |
| Merkantil Bank Ltd.                                  | 225,377          | 175,567          |
| OAO OTP Bank<br>(Russia) (former OAO Investsberbank) | 155,443          | 63,675           |
| DSK Bank EAD<br>(Bulgaria)                           | 114,380          | 139,671          |
| Merkantil Car Ltd.                                   | 39,212           | 41,896           |
| OTP Banka Hrvatska Group<br>(Croatia)                | 35,810           | 30,478           |
| OTP Real Estate Leasing Ltd.                         | 29,363           | 15,458           |
| Crnogorska komercijalna banka a.d.<br>(Montenegro)   | 22,572           | 11,907           |
| OTP banka Srbija a.d.<br>(Serbia)                    | 21,447           | 22,889           |
| TradeNova Commercial Ltd.<br>(former OTP Trade Ltd.) | 18,974           | 29,584           |
| OTP Bank Romania S.A.<br>(Romania)                   | 7,874            | 98,525           |
| CJSC OTP Bank*<br>(Ukraine)                          | –                | 61,692           |
| <b>Total</b>   | <b>1,451,809</b> | <b>1,000,633</b> |

\*CJSC OTP Bank is financed by OTP Financing Cyprus Co. Ltd. from 2008.

### d) Deposits from subsidiaries

|                           | 2008          | 2007          |
|---------------------------|---------------|---------------|
| OTP Building Society Ltd. | 28,222        | 17,622        |
| DSK Bank EAD (Bulgaria)   | 6,450         | 58,741        |
| <b>Total</b>              | <b>34,672</b> | <b>76,363</b> |

The members of the Board of Directors and the Supervisory Board have credit lines of HUF 121 million and HUF 169.3 million as at 31 December 2008 and 2007 respectively. Such credit is made available at normal market conditions.

In the normal course of business, the Bank gives loans and provides services to other subsidiaries at normal market conditions. The amount of these loans was HUF 27,366 million and HUF 3,862 million, with commitments to extend

credit and guarantees of HUF 121 million and HUF 5,456 million as at 31 December 2008 and 2007 respectively.

The compensation of key management, such as the members of the Board of Directors, the members of the Supervisory Board and the employees involved in the decision-making process according to the compensation categories defined in IAS 24 Related Party Disclosures, is summarised below:

| <b>Compensations</b>         | <b>2008</b>  | <b>2007</b>  |
|------------------------------|--------------|--------------|
| Short-term employee benefits | 8,153        | 2,700        |
| Redundancy payments          | –            | 1,500        |
| Share-based compensations    | 16           | 2,459        |
| <b>Total</b>                 | <b>8,169</b> | <b>6,659</b> |

**NOTE 27:****CASH AND CASH EQUIVALENTS (in HUF mn)**

|  | <b>2008</b>   | <b>2007</b>   |
|--|---------------|---------------|
| Cash, amounts due from banks and balances with the NBH | 157,437       | 229,644       |
| Compulsory reserve established by the NBH              | (64,371)      | (156,203)     |
| <b>Total</b>   | <b>93,066</b> | <b>73,441</b> |

The management does not consider the compulsory reserve to be a part of cash and cash equivalent due to restrictions placed on its use by the NBH.

**NOTE 28:****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 45,196 million and HUF 45,081 million as at 31 December 2008 and 2007 respectively.

**NOTE 29:****CONCENTRATION OF ASSETS AND LIABILITIES**

Approximately 9% and 10% of the total assets of the Bank consisted of receivables from, or securities issued by the Hungarian Government or the National Bank of Hungary as at 31 December 2008 and 2007 respectively. Approximately 8% and 9% of the Banks total assets consisted of securities issued by the OTP Mortgage Bank Ltd. as at 31 December 2008 and 2007 respectively. There were no other significant concentrations of the assets or liabilities of the Bank as at 31 December 2008 and 2007 respectively.

**NOTE 30:****MATURITY ANALYSIS OF ASSETS AND LIABILITIES AND LIQUIDITY RISK (in HUF mn)**

Liquidity risk is a measure of the extent to which the Bank may be required to raise funds to meet its commitments associated with financial instruments. The Bank maintains its liquidity profiles in accordance with regulations laid down by the NBH. The following tables provide an analysis of assets, liabilities and shareholders' equity into relevant maturity groupings based on the remaining period from the balance sheet date to the contractual maturity date. It is presented under the most prudent consideration of maturity dates where options or repayment schedules allow for early repayment possibilities.

## As at 31 December 2008

|   | Within<br>3 months | Within<br>one year and<br>over 3 months | Within<br>5 years and<br>over one year | Over<br>5 years  | Total            |
|---|--------------------|---|--|------------------|------------------|
| Cash, amounts due from banks and balances with the National Bank of Hungary         | 157,437            | –                                       | –                                      | –                | 157,437          |
| Placements with other banks, net of allowance for placement losses                  | 431,339            | 115,510                                 | 359,000                                | 14,606           | 920,455          |
| Financial assets at fair value through profit or loss                               | 32,809             | 16,795                                  | 75,822                                 | 26,290           | 151,716          |
| Securities available-for-sale   | 123                | 34,351                                  | 416,199                                | 99,238           | 549,911          |
| Loans, net of allowance for loan losses   | 178,823            | 446,352                                 | 1,251,158                              | 839,049          | 2,715,382        |
| Accrued interest  | 60,340             | 16                                      | 3                                      | 1                | 60,360           |
| Investments in subsidiaries   | –                  | –                                       | –                                      | 596,244          | 596,244          |
| Securities held-to-maturity   | 131,418            | 98,504                                  | 168,820                                | 38,793           | 437,535          |
| Property and equipment  | –                  | –                                       | 38,766                                 | 34,078           | 72,844           |
| Intangible assets   | –                  | –                                       | 39,539                                 | –                | 39,539           |
| Other assets  | 17,668             | 44,600                                  | 7,945                                  | 679              | 70,892           |
| <b>TOTAL ASSETS</b>   | <b>1,009,957</b>   | <b>756,128</b>                          | <b>2,357,252</b>                       | <b>1,648,978</b> | <b>5,772,315</b> |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks | 253,561            | 307,764                                 | 80,380                                 | 63,860           | 705,565          |
| Deposits from customers   | 2,459,062          | 605,823                                 | 24,256                                 | 1,621            | 3,090,762        |
| Liabilities from issued securities  | 256,133            | –                                       | 345,658                                | –                | 601,791          |
| Accrued interest payable  | 36,428             | –                                       | –                                      | –                | 36,428           |
| Fair value of derivative financial instruments designated as held for trading       | 30,885             | 10,989                                  | 78,476                                 | 6,711            | 127,061          |
| Other liabilities   | 132,757            | 2,815                                   | 712                                    | –                | 136,284          |
| Subordinated bonds and loans  | –                  | –                                       | 5,000                                  | 296,951          | 301,951          |
| <b>TOTAL LIABILITIES</b>  | <b>3,168,826</b>   | <b>927,391</b>                          | <b>534,482</b>                         | <b>369,143</b>   | <b>4,999,842</b> |
| Share capital   | –                  | –                                       | –                                      | 28,000           | 28,000           |
| Retained earnings and reserves  | –                  | –                                       | –                                      | 842,318          | 842,318          |
| Treasury shares   | –                  | –                                       | (67,407)                               | (30,438)         | (97,845)         |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>   | <b>–</b>           | <b>–</b>                                | <b>(67,407)</b>                        | <b>839,880</b>   | <b>772,473</b>   |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>                                   | <b>3,168,826</b>   | <b>927,391</b>                          | <b>467,075</b>                         | <b>1,209,023</b> | <b>5,772,315</b> |
| <b>LIQUIDITY (DEFICIENCY)/EXCESS</b>  | <b>(2,158,869)</b> | <b>(171,263)</b>                        | <b>1,890,177</b>                       | <b>439,955</b>   | <b>–</b>         |

## As at 31 December 2007

|   | Within<br>3 months | Within<br>one year and<br>over 3 months | Within<br>5 years and<br>over one year | Over<br>5 years  | Total            |
|---|--------------------|---|--|------------------|------------------|
| Cash, amounts due from banks and balances with the National Bank of Hungary         | 229,644            | –                                       | –                                      | –                | 229,644          |
| Placements with other banks, net of allowance for placement losses                  | 254,245            | 70,874                                  | 388,037                                | 12,302           | 725,458          |
| Financial assets at fair value through profit or loss                               | 26,396             | 22,485                                  | 45,624                                 | 28,866           | 123,371          |
| Securities available-for-sale   | 95                 | 35,149                                  | 199,665                                | 85,706           | 320,615          |
| Loans, net of allowance for loan losses   | 131,755            | 414,334                                 | 1,012,213                              | 630,330          | 2,188,632        |
| Accrued interest  | 46,071             | 300                                     | 48                                     | 2                | 46,421           |
| Investments in subsidiaries   | –                  | –                                       | –                                      | 630,703          | 630,703          |
| Securities held-to-maturity   | 97,920             | 142,583                                 | 261,737                                | 56,270           | 558,510          |
| Property, equipment and intangible assets   | –                  | –                                       | 92,622                                 | 17,651           | 110,273          |
| Other assets  | 164,111            | 10,820                                  | 77                                     | 2,039            | 177,047          |
| <b>TOTAL ASSETS</b>   | <b>950,237</b>     | <b>696,545</b>                          | <b>2,000,023</b>                       | <b>1,463,869</b> | <b>5,110,674</b> |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks | 294,010            | 3,907                                   | 228,722                                | 64,109           | 590,748          |
| Deposits from customers   | 2,794,724          | 150,531                                 | 8,948                                  | 832              | 2,955,035        |
| Liabilities from issued securities  | 245                | –                                       | 393,951                                | –                | 394,196          |
| Accrued interest payable  | 18,411             | –                                       | –                                      | –                | 18,411           |
| Fair value of derivative financial instruments designated as held for trading       | 4,347              | 4,170                                   | 12,033                                 | 1,993            | 22,543           |
| Other liabilities   | 93,970             | 18,017                                  | 3,581                                  | –                | 115,568          |
| Subordinated bonds and loans  | –                  | 9,212                                   | –                                      | 289,702          | 298,914          |
| <b>TOTAL LIABILITIES</b>  | <b>3,205,707</b>   | <b>185,837</b>                          | <b>647,235</b>                         | <b>356,636</b>   | <b>4,395,415</b> |
| Share capital   | –                  | –                                       | –                                      | 28,000           | 28,000           |
| Retained earnings and reserves  | –                  | –                                       | –                                      | 741,467          | 741,467          |
| Treasury shares   | (3,554)            | (14,217)                                | (36,437)                               | –                | (54,208)         |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>   | <b>(3,554)</b>     | <b>(14,217)</b>                         | <b>(36,437)</b>                        | <b>769,467</b>   | <b>715,259</b>   |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>                                   | <b>3,202,153</b>   | <b>171,620</b>                          | <b>610,798</b>                         | <b>1,126,103</b> | <b>5,110,674</b> |
| <b>LIQUIDITY (DEFICIENCY)/EXCESS</b>  | <b>(2,251,916)</b> | <b>524,925</b>                          | <b>1,389,225</b>                       | <b>337,766</b>   | <b>–</b>         |



**NOTE 31:****NET FOREIGN CURRENCY POSITION AND FOREIGN CURRENCY RISK (in HUF mn)****As at 31 December 2008**

|   | USD             | EUR              | CHF             | Others          | Total            |
|---|-----------------|------------------|-----------------|-----------------|------------------|
| Assets*                                       | 813,638         | 1,083,198        | 931,192         | 580,837         | 3,408,865        |
| Investments in subsidiaries                   | –               | (61,988)         | –               | (476,524)       | (538,512)        |
| Liabilities                                   | (110,033)       | (1,583,773)      | (134,322)       | (24,319)        | (1,852,447)      |
| Off-balance sheet assets and liabilities, net | (789,408)       | 442,961          | (859,969)       | (144,318)       | (1,350,734)      |
| <b>Net position</b>                           | <b>(85,803)</b> | <b>(119,602)</b> | <b>(63,099)</b> | <b>(64,324)</b> | <b>(332,828)</b> |

\* The assets category contains foreign currency investments in subsidiaries that are measured at cost, and are deducted from the net position calculation.

**As at 31 December 2007**

|   | USD             | EUR              | CHF          | Others       | Total            |
|---|-----------------|------------------|--------------|--------------|------------------|
| Assets  | 542,607         | 982,164          | 715,792      | 565,159      | 2,805,722        |
| Investments in subsidiaries                   | –               | (29,135)         | –            | (538,821)    | (567,956)        |
| Liabilities                                   | (109,108)       | (1,309,605)      | (135,431)    | (30,368)     | (1,584,512)      |
| Off-balance sheet assets and liabilities, net | (479,265)       | 97,133           | (574,874)    | 10,748       | (946,258)        |
| <b>Net position</b>                           | <b>(45,766)</b> | <b>(259,443)</b> | <b>5,487</b> | <b>6,718</b> | <b>(293,004)</b> |

The table above provides an analysis of the Bank's main foreign currency exposures. The remaining foreign currencies are shown within 'Others'. Whilst the Bank monitors its foreign exchange position for compliance with the regulatory requirements of the National Bank

of Hungary and own limit system established in respect of limits on open positions. The measurement of the Bank's open foreign currency position involves monitoring the 'Value at Risk' ('VaR') limit on the foreign exchange exposure of the Bank.

**NOTE 32:****INTEREST RATE RISK MANAGEMENT (in HUF mn)**

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The length of time for which the rate of interest is fixed on a financial instrument, therefore, indicates to what extent it is exposed to interest rate risk.

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.

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.

The following table presents the interest repricing dates of the Bank. Variable yield assets and liabilities have been reported according to their next repricing date. Fixed income assets and liabilities have been reported according to their maturity.

## As at 31 December 2008

|  | within 1 month |           | within 3 months over 1 month |         | within 1 year over 3 months |         | within 2 years over 1 year |         | over 2 years |         | Non-interest bearing |        | Total   |           | Total     |
|--|----------------|-----------|------------------------------|---------|-----------------------------|---------|----------------------------|---------|--------------|---------|----------------------|--------|---------|-----------|-----------|
|  | HUF            | Deviza    | HUF                          | Deviza  | HUF                         | Deviza  | HUF                        | Deviza  | HUF          | Deviza  | HUF                  | Deviza | HUF     | Deviza    |           |
| <b>ASSETS</b>  |                |           |                              |         |                             |         |                            |         |              |         |                      |        |         |           |           |
| <b>Cash, amounts due from banks and balances with the national Bank of Hungary</b> | 71,857         | 10,919    | -                            | -       | -                           | -       | -                          | -       | -            | -       | 66,542               | 8,119  | 138,399 | 19,038    | 157,437   |
| fixed interest   | 71,857         | 10,919    | -                            | -       | -                           | -       | -                          | -       | -            | -       | -                    | -      | 71,857  | 10,919    | 82,776    |
| variable interest  | -              | -         | -                            | -       | -                           | -       | -                          | -       | -            | -       | -                    | -      | -       | -         | -         |
| non-interest-bearing   | -              | -         | -                            | -       | -                           | -       | -                          | -       | -            | -       | 66,542               | 8,119  | 66,542  | 8,119     | 74,661    |
| <b>Placements with other banks</b>   | 157,697        | 310,556   | 2,506                        | 139,481 | -                           | 136,232 | -                          | 47,894  | -            | 126,089 | -                    | -      | 160,203 | 760,252   | 920,455   |
| fixed interest   | 157,009        | 167,699   | 2,506                        | 9,694   | -                           | -37,867 | -                          | 47,894  | -            | 126,089 | -                    | -      | 159,515 | 389,243   | 548,758   |
| variable interest  | 688            | 142,857   | -                            | 129,787 | -                           | 98,365  | -                          | -       | -            | -       | -                    | -      | 688     | 371,009   | 371,697   |
| non-interest-bearing   | -              | -         | -                            | -       | -                           | -       | -                          | -       | -            | -       | -                    | -      | -       | -         | -         |
| <b>Securities held for trading</b>   | 1,454          | -         | 1,496                        | -       | 8,850                       | 1       | 10,564                     | 875     | 27,071       | 2,210   | 2,298                | -      | 51,733  | 3,086     | 54,819    |
| fixed interest   | 1,454          | -         | 1,340                        | -       | 8,778                       | 1       | 10,564                     | 875     | 27,071       | 2,210   | -                    | -      | 49,207  | 3,086     | 52,293    |
| variable interest  | -              | -         | 156                          | -       | 72                          | 159     | -                          | -       | -            | -       | -                    | -      | 228     | -         | 228       |
| non-interest-bearing   | -              | -         | -                            | -       | -                           | -       | -                          | -       | -            | -       | 2,298                | -      | 2,298   | -         | 2,298     |
| <b>Securities available-for-sale</b>   | -              | -         | 217,002                      | 97,039  | 27,707                      | 5,852   | 22,078                     | 3,311   | 156,387      | 9,720   | 10,543               | 272    | 433,717 | 116,194   | 549,911   |
| fixed interest   | -              | -         | -                            | -       | 27,707                      | 5,852   | 22,078                     | 3,311   | 156,387      | 9,720   | -                    | -      | 206,172 | 18,883    | 225,055   |
| variable interest  | -              | -         | 217,002                      | 97,039  | -                           | -       | -                          | -       | -            | -       | -                    | -      | 217,002 | 97,039    | 314,041   |
| non-interest-bearing   | -              | -         | -                            | -       | -                           | -       | -                          | -       | -            | -       | 10,543               | 272    | 10,543  | 272       | 10,815    |
| <b>Loans, net of allowance for loan losses</b>                                     | 651,042        | 1,097,469 | 40,190                       | 304,205 | 97,416                      | 514,201 | 487                        | 196     | 9,980        | 196     | -                    | -      | 799,115 | 1,916,267 | 2,715,382 |
| fixed interest   | 6,419          | -         | 26                           | 98      | 526                         | 98      | 487                        | 196     | 9,980        | 196     | -                    | -      | 17,238  | 588       | 17,826    |
| variable interest  | 644,623        | 1,097,469 | 40,164                       | 304,107 | 97,090                      | 514,103 | -                          | -       | -            | -       | -                    | -      | 781,877 | 1,915,679 | 2,697,556 |
| non-interest-bearing   | -              | -         | -                            | -       | -                           | -       | -                          | -       | -            | -       | -                    | -      | -       | -         | -         |
| <b>Securities held-to-maturity</b>   | 119,263        | -         | 19,935                       | -       | 132,772                     | -       | 38,930                     | -       | 126,635      | -       | -                    | -      | 437,535 | -         | 437,535   |
| fixed interest   | 117,914        | -         | 12,670                       | -       | 95,971                      | -       | 38,930                     | -       | 126,635      | -       | -                    | -      | 392,120 | -         | 392,120   |
| variable interest  | 1,349          | -         | 7,265                        | -       | 36,801                      | -       | -                          | -       | -            | -       | -                    | -      | 45,415  | -         | 45,415    |
| <b>Fair value of derivative financial instruments</b>                              | 10,266         | 827,730   | 15,811                       | 524,591 | 97,434                      | 131,770 | 94,099                     | 178,698 | 712,125      | 170,052 | -                    | -      | 929,735 | 1,832,841 | 2,762,576 |
| fixed interest   | 10,266         | 826,457   | 15,811                       | 524,591 | 95,523                      | 129,863 | 93,805                     | 176,600 | 708,625      | 168,978 | -                    | -      | 924,030 | 1,826,489 | 2,750,519 |
| variable interest  | -              | 1,273     | -                            | -       | 1,911                       | 1,907   | 294                        | 2,098   | 3,500        | 1,074   | -                    | -      | 5,705   | 6,352     | 12,057    |

## As at 31 December 2008

|  | within 1 month |           | within 3 months over 1 month |         | within 1 year over 3 months |         | within 2 years over 1 year |         | over 2 years |            | Non-interest bearing |        | Total     |           | Total     |
|--|----------------|-----------|------------------------------|---------|-----------------------------|---------|----------------------------|---------|--------------|------------|----------------------|--------|-----------|-----------|-----------|
|  | HUF            | Deviza    | HUF                          | Deviza  | HUF                         | Deviza  | HUF                        | Deviza  | HUF          | Deviza     | HUF                  | Deviza | HUF       | Deviza    |           |
| <b>LIABILITIES</b>   |                |           |                              |         |                             |         |                            |         |              |            |                      |        |           |           |           |
| <b>Amounts due to banks and deposits with the National Bank of Hungary</b> | 77,435         | 252,583   | 7,287                        | 151,120 | 211,209                     | 1,492   | -                          | -       | -            | 4,439      | -                    | -      | 295,931   | 409,634   | 705,565   |
| fixed interest   | 77,062         | 128,125   | 1,746                        | 15,051  | 118,618                     | 1,404   | -                          | -       | -            | 4,439      | -                    | -      | 197,426   | 149,019   | 346,445   |
| variable interest  | 373            | 124,458   | 5,541                        | 136,069 | 92,591                      | 88      | -                          | -       | -            | -          | -                    | -      | 98,505    | 260,615   | 359,120   |
| non-interest-bearing   | -              | -         | -                            | -       | -                           | -       | -                          | -       | -            | -          | -                    | -      | -         | -         | -         |
| <b>Deposits from customers</b>   | 1,173,542      | 269,453   | 457,665                      | 161,007 | 348,569                     | 83,475  | -                          | 153     | 553,330      | 43,568     | -                    | -      | 2,533,106 | 557,656   | 3,090,762 |
| fixed interest   | 472,460        | 220,469   | 428,956                      | 160,997 | 345,646                     | 83,475  | -                          | 153     | 2            | 15,753     | -                    | -      | 1,247,064 | 480,847   | 1,727,911 |
| variable interest  | 701,082        | 48,984    | 28,709                       | 10      | 2,923                       | -       | -                          | -       | 553,328      | 27,815     | -                    | -      | 1,286,042 | 76,809    | 1,362,851 |
| non-interest-bearing   | -              | -         | -                            | -       | -                           | -       | -                          | -       | -            | -          | -                    | -      | -         | -         | -         |
| <b>Liabilities from issued securities</b>                                  | -              | -         | -                            | 409,652 | 59,410                      | -       | -                          | -       | -            | 132,729    | -                    | -      | 59,410    | 542,381   | 601,791   |
| fixed interest   | -              | -         | -                            | -       | 59,410                      | -       | -                          | -       | -            | 132,729    | -                    | -      | 59,410    | 132,729   | 192,139   |
| variable interest  | -              | -         | -                            | 409,652 | -                           | -       | -                          | -       | -            | -          | -                    | -      | -         | 409,652   | 409,652   |
| <b>Financial instruments</b>   | 433,865        | 412,929   | 344,277                      | 193,970 | 63,840                      | 163,285 | 9,894                      | 263,533 | 8,956        | 898,303    | -                    | -      | 860,832   | 1,932,020 | 2,792,852 |
| fix kamatozású   | 433,865        | 411,662   | 344,277                      | 193,970 | 62,589                      | 161,395 | 8,656                      | 261,452 | 6,364        | 896,870    | -                    | -      | 855,751   | 1,925,349 | 2,781,100 |
| variable interest  | -              | 1,267     | -                            | -       | 1,251                       | 1,890   | 1,238                      | 2,081   | 2,592        | 1,433      | -                    | -      | 5,081     | 6,671     | 11,752    |
| <b>Subordinated bonds and loans</b>  | -              | -         | 5,000                        | 28,550  | -                           | -       | -                          | -       | -            | 268,401    | -                    | -      | 5,000     | 296,951   | 301,951   |
| fixed interest   | -              | -         | -                            | -       | -                           | -       | -                          | -       | -            | 268,401    | -                    | -      | -         | 268,401   | 268,401   |
| variable interest  | -              | -         | 5,000                        | 28,550  | -                           | -       | -                          | -       | -            | -          | -                    | -      | 5,000     | 28,550    | 33,550    |
| <b>Net position</b>  | -673,263       | 1,311,709 | -517,289                     | 121,017 | -318,849                    | 539,804 | 156,264                    | -32,712 | 469,912      | -1,039,173 | 79,383               | 8,391  | -803,842  | 909,036   | 105,194   |

## As at 31 December 2007

|  | within 1 month |         | within 3 months over 1 month |         | within 1 year over 3 months |         | within 2 years over 1 year |        | over 2 years |        | Non-interest bearing |        | Total   |           | Total     |
|--|----------------|---------|------------------------------|---------|-----------------------------|---------|----------------------------|--------|--------------|--------|----------------------|--------|---------|-----------|-----------|
|  | HUF            | Deviza  | HUF                          | Deviza  | HUF                         | Deviza  | HUF                        | Deviza | HUF          | Deviza | HUF                  | Deviza | HUF     | Deviza    |           |
| <b>ASSETS</b>  |                |         |                              |         |                             |         |                            |        |              |        |                      |        |         |           |           |
| <b>Cash, amounts due from banks and balances with the national Bank of Hungary</b> | 168,212        | 13,289  | –                            | –       | –                           | –       | –                          | –      | –            | –      | 44,657               | 3,486  | 212,869 | 16,775    | 229,644   |
| fixed interest   | 168,212        | 13,289  | –                            | –       | –                           | –       | –                          | –      | –            | –      | –                    | –      | 168,212 | 13,289    | 181,501   |
| variable interest  | –              | –       | –                            | –       | –                           | –       | –                          | –      | –            | –      | –                    | –      | –       | –         | –         |
| non-interest-bearing   | –              | –       | –                            | –       | –                           | –       | –                          | –      | –            | –      | 44,657               | 3,486  | 44,657  | 3,486     | 48,143    |
| <b>Placements with other banks</b>   | 34,780         | 385,154 | 3,000                        | 188,622 | 550                         | 113,352 | –                          | –      | –            | –      | –                    | –      | 38,330  | 687,128   | 725,458   |
| fixed interest   | 34,780         | 192,056 | –                            | 63      | 550                         | 32,984  | –                          | –      | –            | –      | –                    | –      | 35,330  | 225,103   | 260,433   |
| variable interest  | –              | 193,098 | 3,000                        | 188,559 | –                           | 80,368  | –                          | –      | –            | –      | –                    | –      | 3,000   | 462,025   | 465,025   |
| non-interest-bearing   | –              | –       | –                            | –       | –                           | –       | –                          | –      | –            | –      | –                    | –      | –       | –         | –         |
| <b>Securities held for trading</b>   | 401            | –       | 2,432                        | –       | 6,865                       | –       | 12,245                     | –      | 34,123       | –      | 4,317                | 1      | 60,383  | 1         | 60,384    |
| fixed interest   | 401            | –       | 2,135                        | –       | 6,794                       | –       | 12,244                     | –      | 34,123       | –      | –                    | –      | 55,697  | –         | 55,697    |
| variable interest  | –              | –       | 297                          | –       | 71                          | –       | 1                          | –      | –            | –      | –                    | –      | 369     | –         | 369       |
| non-interest-bearing   | –              | –       | –                            | –       | –                           | –       | –                          | –      | –            | –      | 4,317                | 1      | 4,317   | 1         | 4,318     |
| <b>Securities available-for-sale</b>   | 22,727         | 6,540   | 2,119                        | 57,838  | 31,452                      | 12,342  | –                          | 4,653  | 148,330      | 22,668 | 11,200               | 746    | 215,828 | 104,787   | 320,615   |
| fixed interest   | –              | –       | –                            | –       | –                           | 853     | –                          | 4,653  | 148,330      | 22,668 | –                    | –      | 160,788 | 28,174    | 188,962   |
| variable interest  | 22,727         | 6,540   | 2,119                        | 57,838  | 18,994                      | 11,489  | –                          | –      | –            | –      | –                    | –      | 43,840  | 75,867    | 119,707   |
| non-interest-bearing   | –              | –       | –                            | –       | –                           | –       | –                          | –      | –            | –      | 11,200               | 746    | 11,200  | 476       | 11,946    |
| <b>Loans, net of allowance for loan losses</b>                                     | 718,099        | 609,275 | 186,173                      | 638,107 | 1,367                       | 31,007  | 278                        | 123    | 3,958        | 245    | –                    | –      | 909,875 | 1,278,757 | 2,188,632 |
| fixed interest   | 5,533          | –       | 44                           | 62      | 184                         | 62      | 278                        | 123    | 3,958        | 245    | –                    | –      | 9,997   | 492       | 10,489    |
| variable interest  | 712,566        | 609,275 | 186,129                      | 638,045 | 1,183                       | 30,945  | –                          | –      | –            | –      | –                    | –      | 899,878 | 1,278,265 | 2,178,143 |
| non-interest-bearing   | –              | –       | –                            | –       | –                           | –       | –                          | –      | –            | –      | –                    | –      | –       | –         | –         |
| <b>Securities held-to-maturity</b>   | 97,085         | –       | 37,300                       | –       | 150,174                     | –       | 108,344                    | –      | 165,607      | –      | –                    | –      | 558,510 | –         | 558,510   |
| fixed interest   | 97,085         | –       | –                            | –       | 140,051                     | –       | 108,344                    | –      | 165,607      | –      | –                    | –      | 511,087 | –         | 511,087   |
| variable interest  | –              | –       | 37,300                       | –       | 10,123                      | –       | –                          | –      | –            | –      | –                    | –      | 47,423  | –         | 47,423    |
| <b>Fair value of derivative financial instruments</b>                              | 288,643        | 453,246 | 645,215                      | 347,062 | 38,095                      | 33,901  | 1,237                      | 33,994 | 1,770        | 683    | –                    | –      | 974,960 | 868,886   | 1,843,846 |
| fixed interest   | 195,265        | 342,150 | 212,118                      | 182,451 | 37,545                      | 32,815  | 1,237                      | 33,994 | 1,770        | 683    | –                    | –      | 447,935 | 592,093   | 1,040,028 |
| variable interest  | 93,378         | 111,096 | 433,097                      | 164,611 | 550                         | 1,086   | –                          | –      | –            | –      | –                    | –      | 527,025 | 276,793   | 803,818   |

## As at 31 December 2007

|  | within 1 month |         | within 3 months over 1 month |          | within 1 year over 3 months |         | within 2 years over 1 year |        | over 2 years |          | Non-interest bearing |        | Total     |           | Total     |
|--|----------------|---------|------------------------------|----------|-----------------------------|---------|----------------------------|--------|--------------|----------|----------------------|--------|-----------|-----------|-----------|
|  | HUF            | Deviza  | HUF                          | Deviza   | HUF                         | Deviza  | HUF                        | Deviza | HUF          | Deviza   | HUF                  | Deviza | HUF       | Deviza    |           |
| <b>LIABILITIES</b>   |                |         |                              |          |                             |         |                            |        |              |          |                      |        |           |           |           |
| <b>Amounts due to banks and deposits with the National Bank of Hungary</b> | 86,054         | 223,769 | 26,138                       | 167,446  | 82,487                      | 1,265   | 26                         | –      | 1            | 3,562    | –                    | –      | 194,706   | 396,042   | 590,748   |
| fix kamatozású   | 84,188         | 130,829 | 24,935                       | 659      | 153                         | 1,265   | 26                         | –      | 1            | 3,562    | –                    | –      | 109,303   | 136,315   | 245,618   |
| változó kamatozású   | 1,866          | 92,940  | 1,203                        | 166,787  | 82,334                      | –       | –                          | –      | –            | –        | –                    | –      | 85,403    | 259,727   | 345,130   |
| Nem kamatozó   | –              | –       | –                            | –        | –                           | –       | –                          | –      | –            | –        | –                    | –      | –         | –         | –         |
| <b>Deposits from customers</b>   | 2,090,732      | 321,364 | 349,174                      | 107,262  | 31,915                      | 54,212  | 6                          | 370    | –            | –        | –                    | –      | 2,471,827 | 483,208   | 2,955,035 |
| fix kamatozású   | 688,459        | 243,725 | 344,667                      | 107,262  | 31,915                      | 54,212  | 6                          | 370    | –            | –        | –                    | –      | 1,045,047 | 405,569   | 1,450,616 |
| változó kamatozású   | 1,422,273      | 77,639  | 4,507                        | –        | –                           | –       | –                          | –      | –            | –        | –                    | –      | 1,426,780 | 77,639    | 1,504,419 |
| Nem kamatozó   | –              | –       | –                            | –        | –                           | –       | –                          | –      | –            | –        | –                    | –      | –         | –         | –         |
| <b>Liabilities from issued securities</b>                                  | 1,639          | 126,540 | –                            | 266,017  | –                           | –       | –                          | –      | –            | –        | –                    | –      | 1,639     | 392,557   | 394,196   |
| fix kamatozású   | –              | –       | –                            | –        | –                           | –       | –                          | –      | –            | –        | –                    | –      | –         | –         | –         |
| változó kamatozású   | 1,639          | 126,540 | –                            | 266,017  | –                           | –       | –                          | –      | –            | –        | –                    | –      | 1,639     | 392,557   | 394,196   |
| <b>Fair value of derivative financial instruments</b>                      | 39,191         | 699,462 | 33,849                       | 943,177  | 23,878                      | 19,903  | 11,796                     | 25,051 | 5,179        | 219      | –                    | –      | 113,893   | 1,687,812 | 1,801,705 |
| fix kamatozású   | 26,899         | 509,689 | 26,017                       | 366,880  | 23,687                      | 19,903  | 11,796                     | 25,051 | 5,179        | 219      | –                    | –      | 93,578    | 921,742   | 1,015,320 |
| változó kamatozású   | 12,292         | 189,773 | 7,832                        | 576,297  | 191                         | –       | –                          | –      | –            | –        | –                    | –      | 20,315    | 766,070   | 786,385   |
| <b>Subordinated bonds and loans</b>  | –              | –       | 5,000                        | 31,635   | –                           | 9,202   | –                          | –      | –            | 253,077  | –                    | –      | 5,000     | 293,914   | 298,914   |
| fix kamatozású   | –              | –       | –                            | –        | –                           | –       | –                          | –      | –            | 253,077  | –                    | –      | –         | 253,077   | 253,077   |
| változó kamatozású   | –              | –       | 5,000                        | 31,635   | –                           | 9,202   | –                          | –      | –            | –        | –                    | –      | 5,000     | 40,837    | 45,837    |
| <b>Net position</b>  | –887,669       | 96,369  | 462,078                      | –283,908 | 90,223                      | 106,020 | 110,276                    | 13,349 | 348,608      | –233,262 | 60,174               | 4,233  | 183,690   | –297,199  | –113,509  |

**NOTE 33:****EARNINGS PER SHARE**

Earnings per share attributable to the Bank's ordinary shares are determined by dividing Net profit for the year attributable to ordinary

shareholders, after the deduction of declared preference dividends, by the weighted average number of ordinary shares outstanding during the year.

|  | <b>2008</b> | <b>2007</b> |
|--|-------------|-------------|
| Net profit for the year (in HUF mn)  | 133,955     | 141,681     |
| Weighted average number of ordinary shares outstanding during the year for calculating basic EPS (number of share)   | 270,758,317 | 278,742,688 |
| Basic Earnings per share (in HUF)  | 495         | 508         |
| Weighted average number of ordinary shares outstanding during the year for calculating diluted EPS (number of share) | 271,558,263 | 279,368,972 |
| <b>Diluted Earnings per share (in HUF)</b>   | <b>493</b>  | <b>507</b>  |

The weighted average number of ordinary shares outstanding during the period does not include Treasury shares.

Diluted Earnings per share are determined after additionally taking into consideration the option rights granted.

**NOTE 34:****NET GAIN OR LOSS REALIZED ON FINANCIAL INSTRUMENTS  
(in HUF mn)****As at 31 December 2008**

|   | <b>Net interest<br/>income and<br/>expense</b> | <b>Net non-interest<br/>gain and loss</b> | <b>Provision</b> | <b>Equity</b>   |
|---|--|---|------------------|-----------------|
| Cash, amounts due from banks and balances with the National Bank of Hungary         | 14,147   | –   | –                | –               |
| Placements with other banks, net of allowance for placement losses                  | 43,622   | –   | –                | –               |
| Securities held for trading   | 4,978  | (4,668)                                   | (362)            | –               |
| Securities available-for-sale   | 23,960   | 1,958                                     | –                | (21,742)        |
| Loans, net of allowance for loan losses   | 233,388  | 45,630                                    | (28,849)         | –               |
| Securities held-to-maturity   | 42,695   | 2,513                                     | –                | –               |
| Derivative financial instruments  | (6,609)  | (7,438)                                   | –                | –               |
| Amounts due to banks and deposits from the National Bank of Hungary and other banks | (35,802)                                       | –   | –                | –               |
| Deposits from customers   | (145,014)                                      | 55,402                                    | –                | –               |
| Liabilities from issued securities  | (25,079)                                       | –   | –                | –               |
| Subordinated bonds and loans  | (16,444)                                       | –   | –                | –               |
| <b>Total</b>  | <b>133,842</b>                                 | <b>89,481</b>                             | <b>(29,211)</b>  | <b>(21,742)</b> |

## As at 31 December 2007

|  | Net interest<br>income and<br>expense | Net non-interest<br>gain and loss | Provision       | Equity         |
|--|---------------------------------------|-----------------------------------|-----------------|----------------|
| Cash, amounts due from banks and balances with the National Bank of Hungary            | 11,754                                | –                                 | –               | –              |
| Placements with other banks, net of allowance for placement losses                     | 41,920                                | –                                 | –               | –              |
| Securities held for trading  | 2,807                                 | (353)                             | –               | –              |
| Securities available-for-sale  | 24,952                                | 1,345                             | –               | (2,523)        |
| Loans, net of allowance for loan losses  | 194,803                               | 51,326                            | (21,453)        | –              |
| Securities held-to-maturity  | 51,298                                | –                                 | –               | –              |
| Derivative financial instruments   | 20,928                                | (1,853)                           | –               | (484)          |
| Amounts due to banks and deposits from<br>the National Bank of Hungary and other banks | (22,471)                              | –                                 | –               | –              |
| Deposits from customers  | (106,884)                             | 73,850                            | –               | –              |
| Liabilities from issued securities   | (16,151)                              | –                                 | –               | –              |
| Subordinated bonds and loans   | (16,086)                              | 54                                | –               | –              |
| <b>Total</b>   | <b>186,870</b>                        | <b>124,369</b>                    | <b>(21,453)</b> | <b>(3,007)</b> |

## NOTE 35: SENSITIVITY ANALYSIS

### 35.1. Market Risk sensitivity analysis

The VaR risk measure estimates the potential loss in pre-taxation profit over a given holding period for a specified confidence level. The VaR methodology is a statistically defined, probability-based approach that takes into account market volatilities as well as risk diversification by recognising offsetting positions and correlations between products and markets. Risks can be measured consistently across all markets and products, and risk

measures can be aggregated to arrive at a single risk number. The one-day 99% VaR number used by the Group reflects the 99% probability that the daily loss will not exceed the reported VaR.

VaR methodologies are employed to calculate daily risk numbers include the historical and variance-covariance approaches. In addition to these two methodologies, Monte Carlo simulations are applied to the various portfolios on a monthly basis to determine potential future exposure.

### *The VaR of the trading portfolio can be summarized as follows:*

| Historical VaR<br>(99%, one-day) by risk type | Average (in HUF mn) |            |
|---|---------------------|------------|
|   | 2008                | 2007       |
| Foreign exchange                              | 178                 | 158        |
| Interest rate                                 | 435                 | 130        |
| Equity instruments                            | 68                  | 96         |
| Diversification                               | (202)               | (141)      |
| <b>Total VaR exposure</b>                     | <b>479</b>          | <b>243</b> |

While VaR captures the Bank's daily exposure to currency and interest rate risk, sensitivity analysis evaluates the impact of a reasonably possible change in interest or foreign currency rates over a year. The longer time frame of sensitivity analysis complements VaR and helps the Bank to assess its market risk exposures. Details of sensitivity analysis for foreign currency risk are set out in 35.2 below and, for interest rate risk, in 35.3 below.

### 35.2. Foreign currency sensitivity analysis

The following table details the Bank's sensitivity to an increase and decrease in the HUF exchange rate against the EUR, over a 3 months period. Monte Carlo simulation is used when

reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items as strategic open positions related to foreign activities. The strategic open position related to the foreign operations were EUR 300 million and USD 75 million loss as of 31 December 2008 and EUR 570 million profit as of 31 December 2007 respectively. A positive number below indicates an increase in profit where the HUF strengthens against the EUR. For a weakening of the HUF against the EUR, there would be an equal and opposite impact on the profit, and the balances below would be negative.

| Probability | Effects to the P&L in 3 months period<br>(in HUF billion) |        |
|-------------|---|--------|
|             | 2008  | 2007   |
| 1%          | (8.6)   | (16.7) |
| 5%          | (5.4)   | (11.3) |
| 25%         | (1.3)   | (4.3)  |
| 50%         | 1.3   | 0.3    |
| 25%         | 3.8   | 3.8    |
| 5%          | 7.1   | 6.5    |
| 1%          | 9.5   | 7.0    |

#### Notes:

- (1) The short term loss on the strategic open position is compensated by the long-term exchange rate gain on the foreign operations.
- (2) Considerable decrease in estimated VaR is due to the decrease of foreign exchange exposure.

- (3) Monte Carlo simulation is based on the empirical distribution of the exchange rate movements. Recent market turmoil can result in extreme price movements not observable in the past, and so VaR might underestimate short term risk.

### 35.3. Interest rate sensitivity analysis

The sensitivity analyses below have been determined based on the exposure to interest rates for both derivatives and non-derivative instruments at the balance sheet date. The analysis is prepared assuming the amount of assets and liabilities outstanding at the balance sheet date was outstanding for the whole year. The analysis was prepared by assuming only adverse interest rate changes. The main assumptions were as follows:

- Floating-rate assets and liabilities were repriced to the modeled benchmark yields at the repricing dates assuming the unchanged margin compared to the last repricing.
- Fixed-rate assets and liabilities were repriced at the contractual maturity date.

- As for liabilities with discretionary repricing by the Bank were assumed to be repriced with two-weeks delay, assuming no change in the margin compared to the last repricing date.
- Assets and liabilities with an interest rate lower than 0.3% were assumed to be unchanged for the whole period.

The simulations were prepared by assuming two scenarios:

1. 0.50%–0.75% decrease in average HUF yields (probable scenario)
2. 1%–1.50% decrease in average HUF yields (alternative scenario)

The net interest income in a one year period after 31 December 2008 would be decreased by HUF 551 million (probable scenario) and HUF 3,094 million (alternative scenario) as a result of these simulation.

***The effects of the parallel shifts of the yield-curves to the net interest income on a one-year period can be summarized as follows:***

| Description              | Effects to the net interest income in one year period (in HUF million) |              |
|--------------------------|--|--------------|
|                          | 2008   | 2007         |
| HUF –0.1% parallel shift | (192)  | (195)        |
| EUR –0.1% parallel shift | (85)   | (36)         |
| USD +0.1% parallel shift | (149)  | 18           |
| <b>Total</b>             | <b>(426)</b>   | <b>(213)</b> |

### 35.4. Equity price sensitivity analysis

The following table shows the effect of the equity price sensitivity. The Group uses VaR calculation with 1 day holding period and a 99% confidence level. The VaR methodology is a statistically defined, probability-based approach that takes into account market volatilities as well as risk diversification by

recognising offsetting positions and correlations between products and markets. The daily loss will not exceed the reported VaR number with 99% of probability.

The stress test assumes the largest price movement of the last year and calculates with it as the adverse direction. These scenarios show the loss of the portfolio when all prices change with the maximum amount of the last year.

| Description                     | 2008  | 2007 |
|---------------------------------|-------|------|
| VaR (99%, one day, million HUF) | 68    | 96   |
| Stress test (million HUF)       | (287) | (73) |

**NOTE 36:****RECONCILIATION OF FINANCIAL STATEMENTS PREPARED UNDER HUNGARIAN ACCOUNTING STANDARDS ('HAS') AND FINANCIAL STATEMENTS PREPARED UNDER IFRS (in HUF mn)**

|   | Retained Earnings and Reserves | Net profit for the year ended | Direct Movements on Reserves | Retained Earnings and Reserves |
|---|--------------------------------|-------------------------------|------------------------------|--------------------------------|
| <b>Financial Statements according to HAS</b>  | <b>645,037</b>                 | <b>54,211</b>                 | <b>1,839</b>                 | <b>701,087</b>                 |
| Reversal of statutory general provision   | 43,269                         | 75                            | –                            | 43,344                         |
| Premium and discount amortization of financial instruments measured at amortised cost | 1,694                          | 134                           | –                            | 1,828                          |
| Allowance for loan losses   | (1,340)                        | 1,340                         | –                            | –                              |
| Differences in carrying value of subsidiaries   | 799                            | –                             | 1,227                        | 2,026                          |
| Difference in accounting for finance leases   | (2,551)                        | (795)                         | –                            | (3,346)                        |
| Fair value adjustment of held for trading and available-for-sale financial assets     | 5,104                          | 4,903                         | (21,742)                     | (11,735)                       |
| Fair value adjustment of derivative financial instruments                             | (1,888)                        | 4,180                         | 484                          | 2,776                          |
| Loss on sale of Treasury shares   | –                              | 3,424                         | (3,424)                      | –                              |
| Reversal of statutory goodwill  | 33,632                         | (23,047)                      | –                            | 10,585                         |
| Revaluation of investments denominated in foreign currency to historical cost         | 15,967                         | 14,141                        | –                            | 30,108                         |
| Difference in accounting of repo transactions   | (9,089)                        | 21,577                        | –                            | 12,488                         |
| Treasury share transaction  | –                              | 51,594                        | (7,499)                      | 44,095                         |
| Reclassification of direct charges  | –                              | 3,066                         | (3,066)                      | –                              |
| Share-based payment   | –                              | (28)                          | 28                           | –                              |
| Effect on ICES - exchangeable bond transaction recognised through equity              | 13,802                         | 2,018                         | (5,999)                      | 9,821                          |
| Deferred taxation   | (2,969)                        | (2,838)                       | 5,048                        | (759)                          |
| <b>Financial Statements according to IFRS</b>   | <b>741,467</b>                 | <b>133,955</b>                | <b>(33,104)</b>              | <b>842,318</b>                 |

**NOTE 37:****SIGNIFICANT EVENTS DURING THE YEAR ENDED 31 DECEMBER 2008**

The Bank purchased 100% of OOO Donskoy Narodny Bank on 12 November 2007. In possession of the necessary approvals the closing of the sale and purchase transaction of OOO Donskoy Narodny Bank was completed on 6 May 2008. According to this fact the financial closing deal value USD 40.95 million (HUF 6,687 million) was also completed.

The Bank issued bonds in nominal value of EUR 500 million at 99.812% of the face value on 16 May 2008 (See Note 14.).

The Bank has launched a bond issue program of HUF 300,000 million.

The Committee for Product Development, Marketing and Pricing of OTP Bank Plc. adopted the resolution no. 456/2008 about the bond issue program on 31 July 2008. The Information Memorandum related to the program and this announcement were approved by the Hungarian Financial Supervisory Authority.

The Bank does not intend to introduce the bonds on the market.

The Bank announces that as at 31 December 2008, its current direct and indirect stake in MOL Hungarian Oil and Gas Plc. are 7,094,302 shares. The direct and indirect interest of the Bank in MOL Hungarian Oil and Gas Company is 6.47% , it is under 10%. 6,987,362 shares of the Banks total stake were obtained in a framework of a securities lending agreement with the aim of developing this new business activity at the Bank.

During the year 2008, due to the OAO OTP Banks continuous share purchasing program the Bank purchased shares of RUB 45.17 million. The direct and indirect interest of the Bank in OAO OTP Bank has increased to 61.62%.

On 21 February 2008 OTP Bank Plc., the 100% owner of OTP banka Hrvatska d.d. has increased the registered capital of its subsidiary by HRK 217 million.



On 4 April 2008 OTP Bank Plc., the 100% owner of Crnogorska komercijalna banka a.d. has increased the registered capital of its subsidiary by EUR 15 million.

OTP Bank Plc. announces that – according to the approval of National Bank of Ukraine on 31 October 2008 and the Ukrainian State Registry on 6 November 2008 – it increased the registered capital of CJSC OTP Bank by EUR 120 million (UAH 861.4 million).

According to the approval of Annual General Meeting of CJSC OTP Bank on 7 March 2008 CJSC OTP Bank increased the registered capital from its retained earnings by UAH 304.27 million.

In September 2008 OTP Bank Plc., the 95.51% owner of OAO OTP Bank has increased the registered capital of its subsidiary by RUB 2,501.18 million.

## NOTE 38: POST BALANCE SHEET EVENTS

On 9 February 2009 the Bank, 100.00% owner of CJSC OTP Bank has increased

the registered capital of its subsidiary by UAH 800 million (USD 100 million).

## NOTE 39: SALE OF THE INSURANCE BUSINESS LINE (in HUF mn)

On 11 February 2008, Groupama S.A. has signed a contractual agreement to buy 100 % of the shares in OTP Garancia Insurance Ltd. as well as to acquire the minority shares held by the local subsidiaries of OTP Bank Plc. in the Romanian, Slovakian and Bulgarian subsidiaries of OTP Garancia Insurance Ltd. The purchase price was paid and the transaction settled on 17 September 2008.

Furthermore, OTP and Groupama S.A. entered into a mutual co-operation agreement about

(in some of the countries exclusive) cross-selling of banking and insurance products in the branch networks of the parties in Hungary, Slovakia, Romania, Bulgaria, Ukraine, Russia, Serbia, Montenegro and Croatia. In the framework of this strategic co-operation, Groupama S.A. bought 7.99% of the shares of OTP Bank. New shares have not been issued.

The net result of the transaction is recognized in the unconsolidated statements of operations as income.

### ***The main figures of the transaction the follows:***

|   | <b>2008</b>    |
|---|----------------|
| <b>Apport to OTP Holding Ltd.</b>                                 |                |
| Book value  | (7,472)        |
| Purchase price  | 23,009         |
|   | 15,537         |
| <b>Purchase to Groupama SA</b>                                    |                |
| Dividend income from OTP Holding Ltd. (result of the transaction) | 120,000        |
| Transaction costs   | (2,103)        |
| <b>Net gain</b>   | <b>133,434</b> |

## NOTE 40:

## THE EFFECT OF THE FINANCIAL SITUATION ON THE BANK

The lack of trust and liquidity problems pursuant to the bankruptcy of Lehman Brothers on 15 September 2008 seriously hit Hungary in October 2008, having a high level of external debt and a banking system with a considerable debt denominated in foreign currencies, but the situation was mitigated and turned better after a 25.1 billion USD financial aid in form of a stand-by loan agreement with International Monetary Fund. The lack of trust caused the course of the forint to fall, accompanied by the fall of the other currencies in the region. The government bond yields raised sharply by hundreds of basis points. To stabilise the situation, the National Bank of Hungary raised the interest rates by 300 basis points, moreover – similarly to other central banks in the region – took various measures to resolve the lack of liquidity and to increase the stability of the banking sector.

The operations and profitability of the Bank have been influenced by the following factors, generated by the financial crisis:

- The Bank met a HUF 4.7 billion revaluation loss on the strategic open foreign currency position held for hedging the net profit of the foreign subsidiaries, due to the fall of the forint exchange rate. The management has reduced the hedged position in the last quarter of 2008, as the contribution of the subsidiaries to the consolidated net profit of OTP Group is expected to be lower than previously planned.
- The management, based on the deteriorating economic and financial sector outlook, decided for a HUF 122,810 million of goodwill impairment for the Ukrainian (CJSC OTP Bank) and Serbian (OTP banka Srbija a.d.) subsidiaries, which has considerably reduced the net profit of the Bank in 2008.
- The deteriorating macroeconomic situation in the region and the devaluation of most of the regional currencies made necessary an even more conservative provisioning for the loans. Besides the constantly raising loan risk costs, the Bank took a wide range of measures to minimise the risk in its clients because of the devaluating currencies in the region.

The measures taken – affecting the risk costs in Hungary – are the following:

- Based on the agreement of the Hungarian Bank Association and the Ministry of Finance, the transformation of loans from foreign currencies and other types of transactions for the customers having foreign currency loans were free of any commission or charge until 28 February 2009.
- In March 2009, a law came into force about the state guarantee for the retail customers having lost their employment in consequence of the crisis.
- The worsening economic situation led to the deterioration of the loan portfolio: the ratio of the non-performing loans reached 3.23%.
- The global lack of liquidity caused the market to appreciate those having stable liquidity and sufficient own funds. As a consequence, the management put considerable emphasis on deposit collection or other types of activities generating own funds (i.e. issuing retail securities) and set up stricter conditions in loan origination. The Bank made higher deposit interest-rate offers for the customers and introduced some innovative products based on the customer demands (i.e. multicurrency deposits). The increasing refinancing costs were partially devolved to customers, and stricter conditions in loan origination were introduced:
  - decrease in the available contract limits
  - suspension of the purely collateral based mortgage loans
  - suspension of the disbursements in some segments

As a consequence of the above measures, the volume of the loans disbursed reduced significantly in the fourth quarter.

- The possibility of receiving new funds from the capital markets have decreased considerably, and no other external fund has been received by the Bank. However, the Bank could preserve its stable liquidity position. The Bank has a stable liquid asset surplus beyond its liquid funds, furthermore the National Bank of Hungary took several new measures to enhance

the liquidity and stability of the banking sector parallel to the similar measures of the central banks in the region.

- The swap markets potential to provide the necessary liquidity for the lending activity in foreign currencies, have shrunk significantly in 2008, mainly in the last quarter. Despite this, the renewal of the swap transactions were continuous, although accompanied by decreasing spreads.

The increasing loss on the swap deals is partially compensated by the devolution of the costs to customers in the form of higher interest rates on loans.

For 2009, the management expects a slackening market in the regional banking sector. Due to the shrinking interbank funds, potential growth of the loan portfolio will only be possible if the growth in the deposits remains stable.

