

# **Methodological note on the calculation of the financials of OTP Core and Corporate Centre within OTP Group**

OTP Bank

Budapest – 5 August 2010



# Summary of the changes in reporting methodology of OTP Core and the Corporate Centre from 2Q 2010

According to its stock exchange reporting framework established since 1Q 2008, OTP Group reports its Hungarian core banking business activity under the brand „OTP Core”, whereas Corporate Centre is the virtual entity responsible for rendering debt and capital market related services to the subsidiaries across the Group. Based on experiences gained since the introduction of this concept, the Management of OTP Bank decided to refine the methodology for the calculation of OTP Core and Corporate Centre results. This refinement aimed at enhancing the accuracy and transparency of the financials describing the performance of OTP Core and the Corporate Centre. The changes are going to be first reflected in the 2Q 2010 stock exchange reporting of OTP Group (due to be out on 12 August), whereas the data set under the old methodology continues to be published to the end of 2010. This document is to provide a methodological note as well as comparable time series for the historical financials affected by the methodology update.

**Please note that compared to the old method, neither the aggregated after tax profit of OTP Core and Corporate Centre, nor the consolidated financials for OTP Group will be changed, it will be only the profit allocation between the two entities modified.**

Summary of the newly introduced methodology:

- **Under the refined methodology the Corporate Centre acts as a virtual entity established by the equity investment of OTP Core** for managing the wholesale financing activity for all the subsidiaries within OTP Group but outside OTP Core. Therefore the balance sheet of the Corporate Centre is funded by the equity and intragroup lending received from OTP Core plus the subordinated debt and senior notes arranged by OTP Bank under its running EMTN program. From this funding pool, the Corporate Centre is to provide intragroup lending to, and hold equity stakes in OTP subsidiaries outside OTP Core.
- Under the refined methodology the **full range of financing and investments into non-OTP Core subsidiaries\*** is allocated to the **Corporate Centre** as opposed to the old methodology, under which the Corporate Centre's scope of activity covered the management of the funding activity of the 8 foreign banks within OTP Group.
- The **funding price calculation of the Corporate Centre is changed from „marginal-funding-price-based” one to „average-funding-cost-based” method** in order to reach a more accurate and fair revenue split between OTP Core and Corporate Centre.

\* Main subsidiaries financed by Corporate Centre:

Hungarian: Merkantil Bank Ltd, Merkantil Car Ltd, Merkantil Leasing Ltd, OTP Real Estate Leasing Ltd, OTP Fund Management Ltd, OTP Real Estate Fund Management Ltd, OTP Life Annuity Ltd

Foreign: Leasing companies, Factoring companies

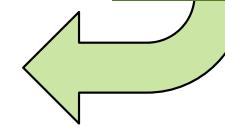
# Refining the definition aims at more clear OTP Core and Corporate Centre definitions

## Refined definition OTP Core and OTP Corporate Center

The consolidated accounting results of entities\* representing the existing Hungarian underlying banking operation is segmented into OTP Core and Corporate Centre

### Corporate Centre Definitions

Major modifications

Old methodology	Corporate Centre Definitions	Major modifications			
<p><b>Financials to be split</b></p> <p>Revenue = 438 Assets = 7224</p> $TRM = \frac{Rev}{Av.assets} = \frac{438}{6947} = 6.3\%$	<p style="text-align: right;">HUF billion, 2009</p> <table> <tbody> <tr> <td style="vertical-align: top;"> <p><b>OTP Core</b></p> <p>Revenue = 446 Assets = 5805 TRM = 8.3%</p> </td><td style="vertical-align: top;"> <p><b>Corp. Cent.</b></p> <p>Revenue = -8 Assets = 1405</p> </td><td style="vertical-align: top;"> <p><b>Cons. diff.</b></p> <p>Revenue = 0 Assets = 14</p> </td></tr> </tbody> </table> <p><b>Assets:</b> intragroup financing provided to 8 foreign banking subsidiaries (880) and investments into them (525).</p> <p><b>Liabilities:</b> virtual financing at marginal cost of funding (1,121) allocated directly from OTP Core balance sheet, as well as all subordinated debt (284) issued by OTP Bank Hungary</p>	<p><b>OTP Core</b></p> <p>Revenue = 446 Assets = 5805 TRM = 8.3%</p>	<p><b>Corp. Cent.</b></p> <p>Revenue = -8 Assets = 1405</p>	<p><b>Cons. diff.</b></p> <p>Revenue = 0 Assets = 14</p>	 <p><b>Financing of Corp. Centre extended to all subsidiaries</b></p> <p><b>Applying of real average funding cost instead of virtual marginal funding cost</b></p> <p><b>OTP Core virtually owns Corp. Centre</b></p>
<p><b>OTP Core</b></p> <p>Revenue = 446 Assets = 5805 TRM = 8.3%</p>	<p><b>Corp. Cent.</b></p> <p>Revenue = -8 Assets = 1405</p>	<p><b>Cons. diff.</b></p> <p>Revenue = 0 Assets = 14</p>			
<p><b>Financials to be split</b></p> <p>Revenue = 438 Assets = 7224</p> $TRM = \frac{Rev}{Av.assets} = \frac{438}{6947} = 6.3\%$	<table> <tbody> <tr> <td style="vertical-align: top;"> <p><b>OTP Core</b></p> <p>Revenue = 450 Assets = 6535 TRM = 7.2%</p> </td><td style="vertical-align: top;"> <p><b>Corp. Cent.</b></p> <p>Revenue = -13 Assets = 2094</p> </td><td style="vertical-align: top;"> <p><b>Cons. diff.</b></p> <p>Revenue = 0 Assets = -1405</p> </td></tr> </tbody> </table> <p><b>Assets:</b> intragroup financing provided to all the subsidiaries outside OTP Core (1,462) and equity investments into them (615)</p> <p><b>Liabilities:</b> Directly allocated senior notes (EMTN, 352), all subordinated debt (284), intragroup liabilities received either from OTP Core (621) or other subsidiaries (222) – all priced at real average cost of funding</p> <p><b>Equity:</b> equity received from OTP Core to cover investments into OTP subsidiaries (615).</p>	<p><b>OTP Core</b></p> <p>Revenue = 450 Assets = 6535 TRM = 7.2%</p>	<p><b>Corp. Cent.</b></p> <p>Revenue = -13 Assets = 2094</p>	<p><b>Cons. diff.</b></p> <p>Revenue = 0 Assets = -1405</p>	
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\* OTP Bank Hungary Plc, OTP Mortgage Bank Ltd, OTP Building Society Ltd, OTP Factoring Ltd, OTP Financing Netherlands Ltd, OTP Holding Ltd.

# Main changes in balance sheet: all subsidiary financing is channelled through the Corporate Centre; OTP Core virtually owns Corporate Centre

OTP CORE																							
	old methodology							refined methodology							difference								
	2009 Q1 BSE	2009 Q2 BSE	2009 H1 BSE	2009 Q3 BSE	2009 Q4 AUDIT	2009 AUDIT	2010 Q1 BSE	2009 Q1 BSE	2009 Q2 BSE	2009 H1 BSE	2009 Q3 BSE	2009 Q4 AUDIT	2009 AUDIT	2010 Q1 BSE	2009 Q1 BSE	2009 Q2 BSE	2009 H1 BSE	2009 Q3 BSE	2009 Q4 AUDIT	2009 AUDIT	2010 Q1 BSE		
<b>Balance sheet (mHUF)</b>																							
Financial assets	1 400 499	1 870 371	1 870 371	2 266 863	2 385 986	2 385 986	2 201 512	2 786 849	2 950 020	2 950 020	3 247 423	3 320 899	3 320 899	3 100 164	6	1 386 350	1 079 649	1 079 649	980 560	934 913	934 913	898 65	12
<b>Customer loans</b>	<b>3 582 210</b>	<b>3 393 185</b>	<b>3 393 185</b>	<b>3 378 180</b>	<b>3 396 769</b>	<b>3 396 769</b>	<b>3 412 855</b>	<b>3 441 607</b>	<b>3 271 417</b>	<b>3 271 417</b>	<b>3 260 396</b>	<b>3 208 909</b>	<b>3 208 909</b>	<b>3 223 078</b>		<b>-140 603</b>	<b>-121 768</b>	<b>-121 768</b>	<b>-117 784</b>	<b>-187 860</b>	<b>-187 860</b>	<b>-189 776</b>	2
Allowance	-135 406	-154 170	-154 170	-164 785	-188 502	-188 502	-203 142	-135 406	-154 170	-154 170	-164 785	-188 502	-188 502	-203 142		0	0	0	0	0	0	0	
Tangible & intangible a.	110 776	110 512	110 512	108 038	109 256	109 256	106 752	110 776	110 512	110 512	108 038	109 256	109 256	106 752		0	0	0	0	0	0	0	
Other assets	155 196	130 484	130 484	100 960	101 956	101 956	88 310	139 701	118 964	118 964	92 899	84 497	84 497	79 974		-15 495	-11 520	-11 520	-8 061	-17 460	-17 460	-8 336	
<b>Total assets</b>	<b>5 113 274</b>	<b>5 350 383</b>	<b>5 350 383</b>	<b>5 689 256</b>	<b>5 805 466</b>	<b>5 805 466</b>	<b>5 606 287</b>	<b>6 343 526</b>	<b>6 296 744</b>	<b>6 296 744</b>	<b>6 543 971</b>	<b>6 535 059</b>	<b>6 535 059</b>	<b>6 306 826</b>		<b>1 230 251</b>	<b>946 361</b>	<b>946 361</b>	<b>854 715</b>	<b>729 593</b>	<b>729 593</b>	<b>700 539</b>	
Interbank liab	704 606	800 746	800 746	839 086	823 211	823 211	653 972	650 758	736 121	736 121	727 166	643 281	643 281	463 261		-53 849	-64 625	-64 625	-111 919	-179 930	-179 930	-190 71	3
Issued securities	1 405 320	1 298 521	1 298 521	1 318 716	1 305 525	1 305 525	1 103 523	1 003 334	944 362	944 362	967 248	953 433	953 433	738 593		-401 986	-354 159	-354 159	-351 468	-352 092	-352 092	-364 93	5
<b>Customer deposits</b>	<b>3 373 389</b>	<b>3 321 968</b>	<b>3 321 968</b>	<b>3 474 662</b>	<b>3 496 796</b>	<b>3 496 796</b>	<b>3 549 839</b>	<b>3 323 528</b>	<b>3 284 266</b>	<b>3 284 266</b>	<b>3 454 950</b>	<b>3 484 896</b>	<b>3 484 896</b>	<b>3 538 671</b>		<b>-49 861</b>	<b>-37 702</b>	<b>-37 702</b>	<b>-19 712</b>	<b>-11 901</b>	<b>-11 901</b>	<b>-11 16</b>	3
Other liab.	-1 219 110	-959 464	-959 464	-881 897	-810 303	-810 303	-747 818	511 196	433 281	433 281	427 423	452 268	452 268	521 557		1 730 306	1 392 746	1 392 746	1 309 320	1 262 572	1 262 572	1 269 375	
<b>Subordinated loans</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>									
<b>Shareholders' equity</b>	<b>849 070</b>	<b>888 612</b>	<b>888 612</b>	<b>938 689</b>	<b>990 236</b>	<b>990 236</b>	<b>1 046 772</b>	<b>854 710</b>	<b>898 714</b>	<b>898 714</b>	<b>967 184</b>	<b>1 001 181</b>	<b>1 001 181</b>	<b>1 044 744</b>		<b>5 640</b>	<b>10 102</b>	<b>10 102</b>	<b>28 494</b>	<b>10 944</b>	<b>10 944</b>	<b>-2 028</b>	
Total liab. & equity	5 113 274	5 350 383	5 350 383	5 689 256	5 805 466	5 805 466	5 606 287	6 343 526	6 296 744	6 296 744	6 543 971	6 535 059	6 535 059	6 306 826		1 230 251	946 361	946 361	854 715	729 593	729 593	700 539	
<b>Loans-deposits</b>	<b>208 822</b>	<b>71 217</b>	<b>71 217</b>	<b>-96 482</b>	<b>-100 027</b>	<b>-100 027</b>	<b>-136 984</b>	<b>118 079</b>	<b>-12 849</b>	<b>-12 849</b>	<b>-194 554</b>	<b>-275 987</b>	<b>-275 987</b>	<b>-315 593</b>		<b>-90 743</b>	<b>-84 066</b>	<b>-84 066</b>	<b>-98 072</b>	<b>-175 959</b>	<b>-175 959</b>	<b>-178 609</b>	

## Corporate Centre

	old methodology							refined methodology							difference								
	2009 Q1 BSE	2009 Q2 BSE	2009 H1 BSE	2009 Q3 BSE	2009 Q4 AUDIT	2009 AUDIT	2010 Q1 BSE	2009 Q1 BSE	2009 Q2 BSE	2009 H1 BSE	2009 Q3 BSE	2009 Q4 AUDIT	2009 AUDIT	2010 Q1 BSE	2009 Q1 BSE	2009 Q2 BSE	2009 H1 BSE	2009 Q3 BSE	2009 Q4 AUDIT	2009 AUDIT	2010 Q1 BSE		
<b>Balance sheet (mHUF)</b>																							
Intragroup asset	1 880 008	1 531 652	1 531 652	1 461 400	1 405 265	1 405 265	1 387 268	2 443 880	2 113 018	2 113 018	2 021 529	2 077 003	2 077 003	2 690 916	24	563 872	581 366	581 366	560 129	671 739	671 739	1 303 648	
Intragroup financing	1 880 008	1 531 652	1 531 652	1 461 400	1 405 265	1 405 265	1 387 268	1 877 490	1 524 951	1 524 951	1 456 038	1 461 994	1 461 994	2 071 640		-2 518	-6 701	-6 701	-5 362	56 730	56 730	684 372	
investments	0	0	0	0	0	0	0	566 390	588 067	588 067	565 491	615 009	615 009	619 276	6	566 390	588 067	588 067	565 491	615 009	615 009	619 276	
Other assets	0	0	0	0	0	0	0	15 495	11 520	11 520	8 061	17 460	17 460	18 515		15 495	11 520	8 061	17 460	17 460	17 460	8 336	
<b>Total assets</b>	<b>1 880 008</b>	<b>1 531 652</b>	<b>1 531 652</b>	<b>1 461 400</b>	<b>1 405 265</b>	<b>1 405 265</b>	<b>1 397 447</b>	<b>2 459 375</b>	<b>2 124 538</b>	<b>2 124 538</b>	<b>2 029 590</b>	<b>2 094 463</b>	<b>2 094 463</b>	<b>2 085 629</b>		<b>579 367</b>	<b>592 886</b>	<b>592 886</b>	<b>568 190</b>	<b>689 198</b>	<b>689 198</b>	<b>688 182</b>	
<b>Intragroup liabilities</b>	<b>0</b>	<b>1 171 786</b>	<b>900 891</b>	<b>900 891</b>	<b>839 422</b>	<b>843 499</b>	<b>843 499</b>	<b>821 660</b>	13	<b>171 786</b>	<b>900 891</b>	<b>900 891</b>	<b>839 422</b>	<b>843 499</b>	<b>843 499</b>	<b>821 660</b>	5						
Issued securities	0	0	0	0	0	0	0	401 986	354 159	354 159	351 468	352 092	352 092	364 930	4	401 986	354 159	354 159	351 468	352 092	352 092	364 930	
Subordinated loans	319 213	281 421	281 421	273 209	283 863	283 863	279 764	319 213	281 421	281 421	273 209	283 863	283 863	279 764	4	0	0	0	0	0	0	0	
<b>Shareholders' equity</b>	<b>0</b>	<b>566 390</b>	<b>588 067</b>	<b>588 067</b>	<b>565 491</b>	<b>615 009</b>	<b>615 009</b>	<b>619 276</b>	6	<b>566 390</b>	<b>588 067</b>	<b>588 067</b>	<b>565 491</b>	<b>615 009</b>	<b>615 009</b>	<b>619 276</b>							
Total liab. & equity	1 880 008	1 531 652	1 531 652	1 461 400	1 405 265	1 405 265	1 397 447	2 459 375	2 124 538	2 124 538	2 029 590	2 094 463	2 094 463	2 085 629		579 367	592 886	592 886	568 190	689 198	689 198	688 182	

① Corporate Centre receives intragroup funding from OTP Core and forwards it to OTP subsidiaries.

② Since all subsidiary financing is channelled through the Corporate Centre under the refined method, there is a decrease in the customer loans of OTP Core. This is the result of the reallocation of OTP Core's intragroup funding provided to non banking subsidiaries under the old method from customer loans to financial assets provided to the Corporate Centre (as reported under the refined method).

③ Intragroup deposits received by OTP Core under the old method are removed from its balance sheet and reallocated to the Corporate Centre's balance sheet, causing a decrease in the level of customer deposits of OTP Core.

④ From the funding of issued subordinated debt (Tier2 capital) and FX denominated senior notes issued under the EMTN program of OTP Bank, the Corporate Centre provides intragroup funding to OTP subsidiaries outside OTP Core.

⑤ Senior notes issued under the EMTN programme of OTP Bank are allocated directly to the Corporate Centre as if they were issued by the latter entity.

⑥ OTP Core virtually holds an equity stake in the Corporate Centre. The corresponding balance sheet entries are the following: an investment registered on the asset side of OTP Core plus an equal amount of shareholders' equity registered on the liability side of the Corporate Centre.

## Corporate Centre funding price calculation is changed from marginal into average cost based

OTP CORE		old methodology							refined methodology							difference															
		2009 Q1	2009 Q2	2009 H1	2009 Q3	2009 Q4	2009	2010 Q1		2009 Q1	2009 Q2	2009 H1	2009 Q3	2009 Q4	2009	2010 Q1		2009 Q1	2009 Q2	2009 H1	2009 Q3	2009 Q4	2009	2010 Q1							
		BSE	BSE	BSE	BSE	AUDIT	AUDIT	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE				
<b>P&amp;L (mHUF)</b>																															
Net interest income		82 606	75 107	157 713	77 596	85 270	320 579	75 991		88 004	76 164	164 168	78 802	82 173	325 142	76 663		5 398	1 057	6 455	1 206	-3 098	4 563	672							
Net fee income		21 672	22 493	44 165	21 800	22 415	88 379	20 784		21 672	22 493	44 165	21 800	22 415	88 379	20 784		0	0	0	0	0	0	0							
Other income		11 150	11 439	22 589	12 026	2 001	36 616	12 918		11 150	11 439	22 589	12 026	2 001	36 616	12 918		0	0	0	0	0	0	0							
<b>Total income</b>	<b>115 428</b>	<b>109 038</b>	<b>224 466</b>	<b>111 422</b>	<b>109 686</b>	<b>445 574</b>	<b>109 692</b>		<b>120 826</b>	<b>110 096</b>	<b>230 921</b>	<b>112 628</b>	<b>106 588</b>	<b>450 137</b>	<b>110 365</b>		<b>5 398</b>	<b>1 057</b>	<b>6 455</b>	<b>1 206</b>	<b>-3 098</b>	<b>4 563</b>	<b>672</b>								
<b>Non-interest expense</b>	<b>-43 635</b>	<b>-45 179</b>	<b>-88 814</b>	<b>-44 114</b>	<b>-46 677</b>	<b>-179 604</b>	<b>-42 570</b>		<b>-43 635</b>	<b>-45 179</b>	<b>-88 814</b>	<b>-44 114</b>	<b>-46 677</b>	<b>-179 604</b>	<b>-42 570</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>								
<b>Operating profit</b>	<b>71 793</b>	<b>63 860</b>	<b>135 653</b>	<b>67 309</b>	<b>63 009</b>	<b>265 970</b>	<b>67 122</b>		<b>77 190</b>	<b>64 917</b>	<b>142 107</b>	<b>68 515</b>	<b>59 911</b>	<b>270 533</b>	<b>67 795</b>		<b>5 398</b>	<b>1 057</b>	<b>6 455</b>	<b>1 206</b>	<b>-3 098</b>	<b>4 563</b>	<b>672</b>								
<b>Risk cost (total)</b>	<b>-12 354</b>	<b>-27 230</b>	<b>-39 584</b>	<b>-10 577</b>	<b>-21 656</b>	<b>-71 817</b>	<b>-17 088</b>		<b>-12 354</b>	<b>-27 230</b>	<b>-39 584</b>	<b>-10 577</b>	<b>-21 656</b>	<b>-71 817</b>	<b>-17 088</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>								
Profit before tax	59 439	36 630	96 068	56 731	41 353	194 153	50 034		64 836	37 687	102 523	57 937	38 256	198 716	50 707		5 398	1 057	6 455	1 206	-3 098	4 563	672								
Tax	-18 589	-391	-18 980	5 252	-2 136	-15 864	-9 717		-19 329	-352	-19 681	5 203	-1 539	-16 017	-9 845		-740	39	-701	-49	597	-153	-128								
<b>Profit after tax</b>	<b>40 850</b>	<b>36 239</b>	<b>77 088</b>	<b>61 983</b>	<b>39 217</b>	<b>178 289</b>	<b>40 317</b>		<b>45 508</b>	<b>37 334</b>	<b>82 842</b>	<b>63 140</b>	<b>36 716</b>	<b>182 699</b>	<b>40 861</b>		<b>4 658</b>	<b>1 096</b>	<b>5 754</b>	<b>1 157</b>	<b>-2 501</b>	<b>4 410</b>	<b>545</b>								
<b>Indicators</b>																															
Loan/Deposit	106,2%	102,1%	102,1%	97,2%	97,1%	97,1%	96,1%		103,6%	99,6%	99,6%	94,4%	92,1%	92,1%	91,1%		-2,6	-2,5	-2,5	-2,9	-5,1	-5,1	-5,1								
<b>Total income margin</b>	<b>9,2%</b>	<b>8,4%</b>	<b>8,8%</b>	<b>8,0%</b>	<b>7,6%</b>	<b>8,3%</b>	<b>7,8%</b>		<b>8,0%</b>	<b>7,0%</b>	<b>7,6%</b>	<b>7,0%</b>	<b>6,5%</b>	<b>7,2%</b>	<b>7,0%</b>		<b>-1,2</b>	<b>-1,4</b>	<b>-1,1</b>	<b>-1,0</b>	<b>-1,1</b>	<b>-1,0</b>	<b>-0,8</b>								
<b>Total costs/assets</b>	<b>3,5%</b>	<b>3,5%</b>	<b>3,5%</b>	<b>3,2%</b>	<b>3,2%</b>	<b>3,3%</b>	<b>3,0%</b>		<b>2,9%</b>	<b>2,9%</b>	<b>2,9%</b>	<b>2,7%</b>	<b>2,8%</b>	<b>2,9%</b>	<b>2,7%</b>		<b>-0,6</b>	<b>-0,6</b>	<b>-0,5</b>	<b>-0,4</b>	<b>-0,4</b>	<b>-0,4</b>	<b>-0,3</b>								
<b>Net interest margin</b>	<b>6,6%</b>	<b>5,8%</b>	<b>6,2%</b>	<b>5,6%</b>	<b>5,9%</b>	<b>6,0%</b>	<b>5,4%</b>		<b>5,8%</b>	<b>4,8%</b>	<b>5,4%</b>	<b>4,9%</b>	<b>5,0%</b>	<b>5,2%</b>	<b>4,8%</b>		<b>-0,8</b>	<b>-0,9</b>	<b>-0,7</b>	<b>-0,9</b>	<b>-0,7</b>	<b>-0,7</b>	<b>-0,6</b>								
C/I	37,8%	41,4%	39,6%	39,6%	42,6%	40,3%	38,8%		36,1%	41,0%	38,5%	39,2%	43,8%	39,9%	38,6%		-1,7	-0,4	-1,1	-0,4	1,2	-0,4	-0,2								
Tax rate	31,3%	1,1%	19,8%	-9,3%	5,2%	8,2%	19,4%		29,8%	0,9%	19,2%	-9,0%	4,0%	8,1%	19,4%		-1,5	-0,1	-0,6	0,3	-1,1	-0,1	0,0								
<b>ROE</b>	<b>19,0%</b>	<b>16,7%</b>	<b>18,1%</b>	<b>26,9%</b>	<b>16,1%</b>	<b>19,6%</b>	<b>16,1%</b>		<b>20,4%</b>	<b>17,1%</b>	<b>18,0%</b>	<b>26,9%</b>	<b>14,8%</b>	<b>18,7%</b>	<b>16,2%</b>		<b>1,4</b>	<b>0,4</b>	<b>0,0</b>	<b>-0,1</b>	<b>-1,3</b>	<b>-0,9</b>	<b>0,1</b>								
<b>ROA</b>	<b>3,3%</b>	<b>2,8%</b>	<b>3,0%</b>	<b>4,5%</b>	<b>2,7%</b>	<b>3,3%</b>	<b>2,9%</b>		<b>3,0%</b>	<b>2,4%</b>	<b>2,7%</b>	<b>3,9%</b>	<b>2,2%</b>	<b>2,9%</b>	<b>2,6%</b>		<b>-0,3</b>	<b>-0,4</b>	<b>-0,3</b>	<b>-0,6</b>	<b>-0,5</b>	<b>-0,4</b>	<b>-0,2</b>								
<b>Corporate Centre</b>																															
		old methodology							refined methodology							difference															
		2009 Q1	2009 Q2	2009 H1	2009 Q3	2009 Q4	2009	2010 Q1		2009 Q1	2009 Q2	2009 H1	2009 Q3	2009 Q4	2009	2010 Q1		2009 Q1	2009 Q2	2009 H1	2009 Q3	2009 Q4	2009	2010 Q1							
		BSE	BSE	BSE	BSE	AUDIT	AUDIT	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE				
<b>P&amp;L (mHUF)</b>																															
Net interest income	1 523	-3 702	-2 179	-3 947	-2 231	-8 357	1 037		-3 875	-4 759	-8 634	-5 153	867	-12 920	365		-5 398	-1 057	-6 455	-1 206	3 098	-4 563	-672								
Net fee income	0	0	0	0	0	0	0		0	0	0	0	0	0	0		0	0	0	0	0	0	0								
Other income	0	0	0	0	0	0	0		0	0	0	0	0	0	0		0	0	0	0	0	0	0								
<b>Total income</b>	<b>1 523</b>	<b>-3 702</b>	<b>-2 179</b>	<b>-3 947</b>	<b>-2 231</b>	<b>-8 357</b>	<b>1 037</b>		<b>-3 875</b>	<b>-4 759</b>	<b>-8 634</b>	<b>-5 153</b>	<b>867</b>	<b>-12 920</b>	<b>365</b>		<b>-5 398</b>	<b>-1 057</b>	<b>-6 455</b>	<b>-1 206</b>	<b>3 098</b>	<b>-4 563</b>	<b>-672</b>								
<b>Non-interest expense</b>	<b>-13</b>	<b>-44</b>	<b>-57</b>	<b>-183</b>	<b>63</b>	<b>-177</b>	<b>-39</b>		<b>-13</b>	<b>-44</b>	<b>-57</b>	<b>-183</b>	<b>63</b>	<b>-177</b>	<b>-39</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>								
<b>Operating profit</b>	<b>1 510</b>	<b>-3 746</b>	<b>-2 236</b>	<b>-4 130</b>	<b>-2 168</b>	<b>-8 534</b>	<b>998</b>		<b>-3 888</b>	<b>-4 803</b>	<b>-8 691</b>	<b>-5 336</b>	<b>930</b>	<b>-13 097</b>	<b>326</b>		<b>-5 398</b>	<b>-1 057</b>	<b>-6 455</b>	<b>-1 206</b>	<b>3 098</b>	<b>-4 563</b>	<b>-672</b>								
<b>Risk cost (total)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>								
Profit before tax	1 510	-3 746	-2 236	-4 130	-2 168	-8 534	998		-3 888	-4 803	-8 691	-5 336	930	-13 097	326		-5 398	-1 057	-6 455	-1 206	3 098	-4 563	-672								
Tax	38	999	1 037	1 019	411	2 466	-190		778	961	1 738	1 067	-186	2 619	-62		740	-39	701	49	-597	153	128								
<b>Profit after tax</b>	<b>1 548</b>	<b>-2 746</b>	<b>-1 199</b>	<b>-3 112</b>	<b>-1 757</b>	<b>-6 067</b>	<b>808</b>		<b>-3 110</b>	<b>-3 842</b>	<b>-6 953</b>	<b>-4 269</b>	<b>744</b>	<b>-10 478</b>	<b>264</b>		<b>-4 658</b>	<b>-1 096</b>	<b>-5 754</b>	<b>-1 157</b>	<b>2 501</b>	<b>-4 410</b>	<b>-545</b>								
<b>Indicators</b>																															
Cost of funding from OTP	-3,9%	-3,3%	-3,6%	-3,0%	-2,3%	-3,2%	-2,1%		-4,1%	-3,4%	-3,8%	-3,1%	-2,8%	-3,4%	-2,8%		-0,2	-0,1	-0,2	-0,1	-0,5	-0,2	-0,7								
Tier2 interest rate	-5,9%	-5,7%	-6,1%	-6,6%	-6,0%	-6,0%	-5,8%		-5,9%	-5,7%	-6,1%	-6,6%	-6,0%	-6,0%	-5,8%		0,0	0,0	0,0	0,0	0,0	0,0	0,0								

① Refined methodology results a modified revenue split between OTP Core and Corporate Centre. The aggregated net profit of OTP Core and Corporate Centre will not change.

② Total asset based indicators affected mostly by the increase of OTP Core Total assets whereas the revenue change is marginal (less than 5%).

③ Only the net interest income line is affected by the methodology update. Changes in net interest income are due to:

- allocation of all intragroup items to Corporate Centre instead of just the funding to eight foreign sub-banks
- change of the funding price calculation base into average from marginal cost of funding.

# On the balance sheet of OTP Core, intragroup items are reallocated to Corporate Centre

OTP CORE	old methodology								refined methodology								difference											
	2009 Q1		2009 Q2		2009 H1		2009 Q3		2009 Q4		2009		2010 Q1		2009 Q1		2009 Q2		2009 H1		2009 Q3		2009 Q4		2009		2010 Q1	
	BSE	BSE	BSE	BSE	AUDIT	AUDIT	BSE	BSE	AUDIT	AUDIT	BSE	BSE	AUDIT	AUDIT	BSE	BSE	BSE	BSE	BSE	BSE	AUDIT	AUDIT	BSE	BSE	AUDIT	AUDIT	BSE	
<b>Customer loans and deposits</b>																												
<b>Customer loans</b>	<b>3 582 210</b>	<b>3 393 185</b>	<b>3 393 185</b>	<b>3 378 180</b>	<b>3 396 769</b>	<b>3 396 769</b>	<b>3 412 855</b>	<b>3 441 607</b>	<b>3 271 417</b>	<b>3 271 417</b>	<b>3 260 396</b>	<b>3 208 909</b>	<b>3 208 909</b>	<b>3 223 078</b>	<b>-140 603</b>	<b>-121 768</b>	<b>-121 768</b>	<b>-117 784</b>	<b>-187 860</b>	<b>-187 860</b>	<b>-189 776</b>							
Retail loans	2 334 232	2 176 050	2 176 050	2 191 642	2 186 022	2 186 022	2 201 403	2 334 232	2 176 050	2 176 050	2 191 642	2 186 022	2 186 022	2 201 403	0	0	0	0	0	0	0	0	0	0	0	0	0	
o/w: Retail mortgage loans (incl. Home equity)	1 827 510	1 683 007	1 683 007	1 684 170	1 681 982	1 681 982	1 682 099	1 827 510	1 683 007	1 683 007	1 684 170	1 681 982	1 681 982	1 682 099	0	0	0	0	0	0	0	0	0	0	0	0	0	
Retail consumer loans	424 037	412 780	412 780	421 207	417 481	417 481	429 874	424 037	412 780	412 780	421 207	417 481	417 481	429 874	0	0	0	0	0	0	0	0	0	0	0	0	0	
SME loans	82 686	80 263	80 263	86 264	86 559	86 559	89 430	82 686	80 263	80 263	86 264	86 559	86 559	89 430	0	0	0	0	0	0	0	0	0	0	0	0	0	
Corporate loans	1 247 978	1 217 135	1 217 135	1 186 539	1 210 747	1 210 747	1 211 451	1 107 374	1 095 367	1 095 367	1 068 755	1 022 887	1 022 887	1 021 675	-140 603	-121 768	-121 768	-117 784	-187 860	-187 860	-189 776	1						
o/w: MLE loans	1 057 726	1 029 394	1 029 394	1 001 405	1 021 786	1 021 786	1 020 305	917 122	907 626	907 626	883 621	833 926	833 926	830 529	-140 603	-121 768	-121 768	-117 784	-187 860	-187 860	-189 776							
Municipal loans	190 252	187 741	187 741	185 133	188 961	188 961	191 146	190 252	187 741	187 741	185 133	188 961	188 961	191 146	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Customer deposits</b>	<b>3 373 389</b>	<b>3 321 968</b>	<b>3 321 968</b>	<b>3 474 662</b>	<b>3 496 796</b>	<b>3 496 796</b>	<b>3 549 839</b>	<b>3 323 528</b>	<b>3 284 266</b>	<b>3 284 266</b>	<b>3 454 950</b>	<b>3 484 896</b>	<b>3 484 896</b>	<b>3 538 671</b>	<b>-49 861</b>	<b>-37 702</b>	<b>-37 702</b>	<b>-19 712</b>	<b>-11 901</b>	<b>-11 901</b>	<b>-11 167</b>							
Retail and SME deposits	2 446 598	2 407 104	2 407 104	2 425 556	2 470 161	2 470 161	2 406 391	2 446 598	2 407 104	2 407 104	2 425 556	2 470 161	2 470 161	2 406 391	0	0	0	0	0	0	0	0	0	0	0	0	0	
o/w: Retail deposits	2 189 710	2 154 605	2 154 605	2 162 889	2 204 643	2 204 643	2 141 079	2 189 710	2 154 605	2 154 605	2 162 889	2 204 643	2 204 643	2 141 079	0	0	0	0	0	0	0	0	0	0	0	0	0	
SME deposits	256 887	252 499	252 499	262 667	265 518	265 518	265 312	256 887	252 499	252 499	262 667	265 518	265 518	265 312	0	0	0	0	0	0	0	0	0	0	0	0	0	
Corporate deposits	926 791	914 864	914 864	1 049 106	1 026 635	1 026 635	1 143 447	876 930	877 162	877 162	1 029 394	1 014 734	1 014 734	1 132 280	-49 861	-37 702	-37 702	-19 712	-11 901	-11 901	-11 167	1						
o/w: MLE deposits	621 227	702 475	702 475	736 596	761 441	761 441	834 379	571 366	664 773	664 773	716 884	749 540	749 540	823 212	-49 861	-37 702	-37 702	-19 712	-11 901	-11 901	-11 167							
Municipal deposits	305 565	212 389	212 389	312 510	265 194	265 194	309 068	305 565	212 389	212 389	312 510	265 194	265 194	309 068	0	0	0	0	0	0	0	0	0	0	0	0	0	

①

Under the old method certain intragroup funding items were reported as customer loans or deposits on the balance sheet of OTP Core . Under the refined method these items will be reallocated to Corporate Centre resulting in a 3-6% decrease in corporate loans and deposits of OTP Core.

# The risk indicators of OTP Core are slightly affected due to the changes in the total assets and customer loan volumes of OTP Core

OTP CORE <sup>①</sup>	old methodology							refined methodology							difference														
	2009 Q1		2009 Q2		2009 H1		2009 Q3		2009 Q4		2009		2010 Q1		2009 Q1		2009 Q2		2009 H1		2009 Q3		2009 Q4		2009		2010 Q1		
	BSE	BSE	BSE	BSE	AUDIT	AUDIT	BSE	BSE	BSE	BSE	AUDIT	AUDIT	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	BSE	AUDIT	AUDIT	BSE	BSE	AUDIT	BSE		
Provisions/Loans	3,8%	4,5%	4,5%	4,9%	5,5%	5,5%	6,0%	3,9%	4,7%	4,7%	5,1%	5,9%	5,9%	6,3%	0,2	0,2	0,2	0,2	0,3	0,3	0,3	0,4	0,4	0,4	0,4	0,4	0,4		
Risk cost/Avg. Loan	2,2%	2,2%	2,3%	1,2%	2,7%	2,2%	2,0%	2,3%	2,3%	2,4%	1,3%	2,9%	2,3%	2,1%	0,1	0,1	0,1	0,1	0,0	0,1	0,1	0,1	0,1	0,1	0,1	0,1	0,1		
DPD 90+/Loans	4,6%	6,2%	6,2%	6,8%	7,4%	7,4%	8,0%	4,8%	6,5%	6,5%	7,0%	7,8%	7,8%	8,4%	0,2	0,2	0,2	0,2	0,2	0,4	0,4	0,4	0,5	0,5	0,5	0,5	0,5	0,5	
Provision/DPD90+	81,7%	72,7%	72,7%	72,1%	74,9%	74,9%	74,8%	81,7%	72,7%	72,7%	72,1%	74,9%	74,9%	74,8%	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0

①

The risk indicators of OTP will be due to the changes in the total assets and customer loan volumes of OTP Core. Neither NPL volumes nor risk cost levels will change.