

# OTP Group – Strong results and capital yield high returns

Investor presentation

Based on 2Q 2024 results



***Dominant position in CEE countries:***

No.1 in 5 countries based on net loans; 3.6-fold loan growth and 11 acquisitions in 7 years. 42% of net loans in Eurozone + ERM2 countries, ~80% within the EU

***Outstanding profitability:***

2023 ROE exceeded 27% and reached 23.6% in 1H 2024

***Strong liquidity position:***

74% net LTD, wholesale debt to asset ratio at 7%, LCR ratio at 220%

***Stable capital position:***

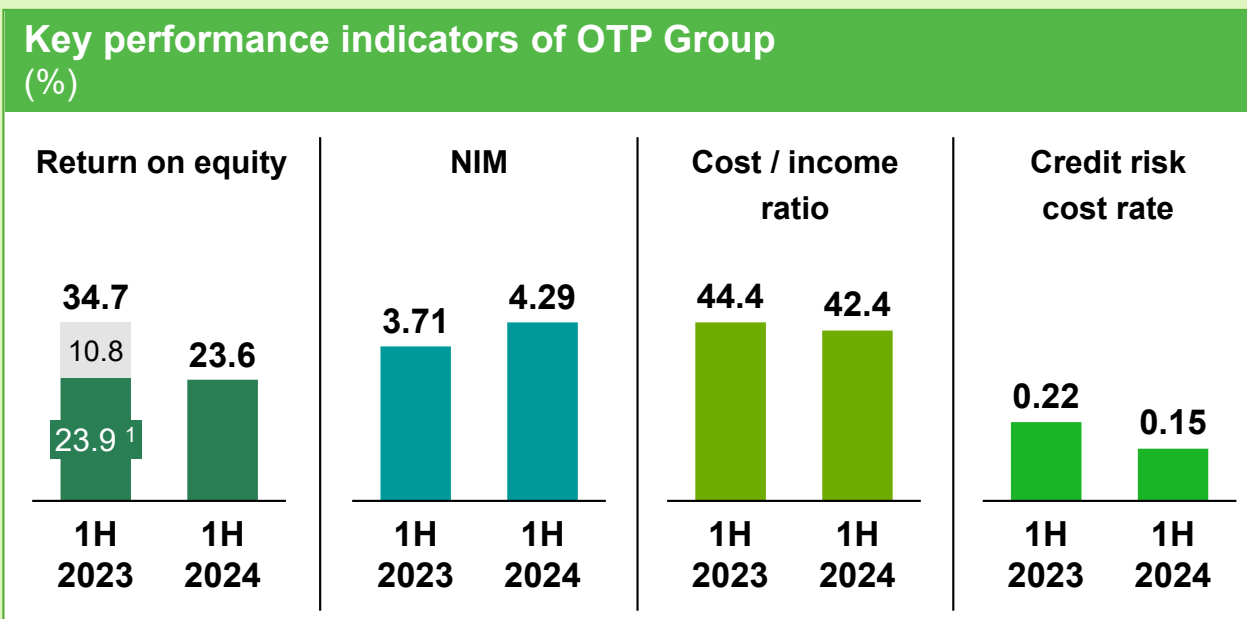
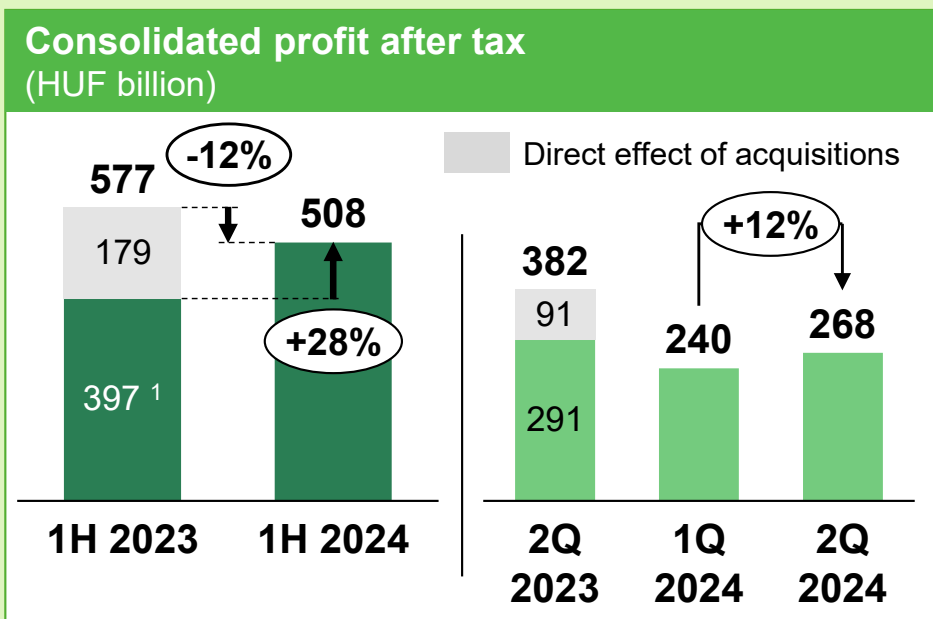
CET1 ratio at 17.4%, MREL ratio at 26.4%, 4<sup>th</sup> best result on the recent EBA stress test

***Strong portfolio quality:***

The 34 bps credit risk cost rate in 2023 moderated to 15 bps in 1H 2024, with Stage 3 ratio remaining stable ytd at 4.3%

***Strong commitment to ESG***

**OTP Group's semi-year profit after tax decreased by 12%, basically due to the HUF 179 billion positive one-off effect of the acquisitions completed in the first half of 2023**

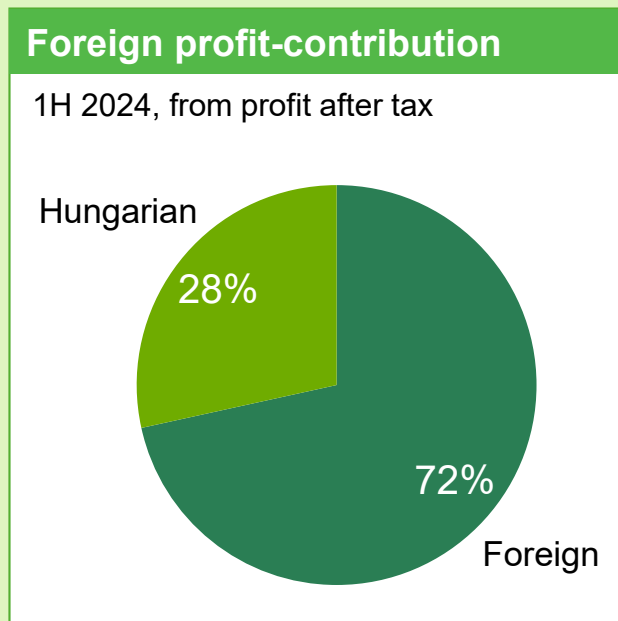


### Direct effects of acquisitions in 1H 2023

HUF billion	1Q 23	2Q 23	1H 23
<b>Total, after tax</b>	<b>89</b>	<b>91</b>	<b>179</b>
Direct effect of the Nova KBM acquisition	89	0	89
Direct effect of the Ipoteka acquisition	0	91	91

### Effects of the sale of Romania

On 30 July the sale of the Romanian operation has been financially closed. In 4Q 2023 HUF 59.5 billion negative P&L impact was recorded on consolidated level related to the sale of Romania. In 3Q 2024 around HUF 15 billion positive effect is expected. Taking into account the effects of the Romanian operation's elimination, the consolidated 2Q CET1 and CAR ratio would have been higher by 56 and 61 bps, respectively.



<sup>1</sup> Without the HUF 179 billion positive one-off direct effect of the acquisitions completed in the first six months of 2023.

## In 1H 2024 the profit after tax went up by 22% without the one-off directs effects and on-going contribution of acquisitions

Consolidated P&L (in HUF billion)	2023	1H 2023	1H 2024	Y-o-Y	1Q 2024	2Q 2024	Q-o-Q
				FX-adj. w/o acq.			FX-adj.
Net interest income	1,462	651	878	25%	435	442	1%
Net fees and commissions	478	221	260	14%	121	139	14%
Other net non-interest income	306	150	114	-24%	41	73	76%
<b>Total income</b>	<b>2,246</b>	<b>1,021</b>	<b>1,252</b>	<b>15%</b>	<b>598</b>	<b>654</b>	<b>9%</b>
Personnel expenses	-506	-229	-273	12%	-130	-143	9%
Depreciation	-100	-48	-57	14%	-27	-30	10%
Other expenses	-373	-177	-200	6%	-106	-94	-11%
<b>Operating expenses</b>	<b>-980</b>	<b>-454</b>	<b>-530</b>	<b>10%</b>	<b>-263</b>	<b>-267</b>	<b>1%</b>
<b>Operating profit</b>	<b>1,266</b>	<b>567</b>	<b>722</b>	<b>20%</b>	<b>334</b>	<b>387</b>	<b>15%</b>
Provision for impairment on loan losses	-72	-22	-17	-75%	9	-26	
Other risk cost	-15	1	-22		-3	-20	651%
<b>Total risk cost</b>	<b>-87</b>	<b>-21</b>	<b>-39</b>	<b>51%</b>	<b>7</b>	<b>-46</b>	
Profit before tax	1,179	546	682	18%	341	341	-1%
Taxes <sup>1</sup>	-274	-148	-174	9%	-101	-73	-28%
<b>Adjusted profit after tax</b>	<b>905</b>	<b>397</b>	<b>508</b>	<b>22%</b>	<b>240</b>	<b>268</b>	<b>11%</b>
Direct effect of acquisitions and the loss on the sale of OTP Bank Romania (after tax)	86	179	0	-100%	0	0	
<b>Profit after tax</b>	<b>990</b>	<b>577</b>	<b>508</b>	<b>-25%</b>	<b>240</b>	<b>268</b>	<b>11%</b>

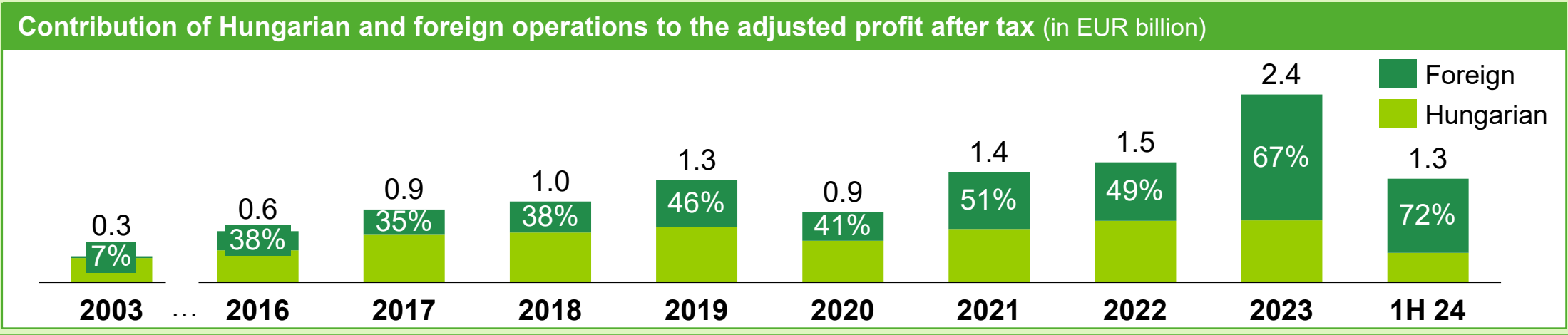
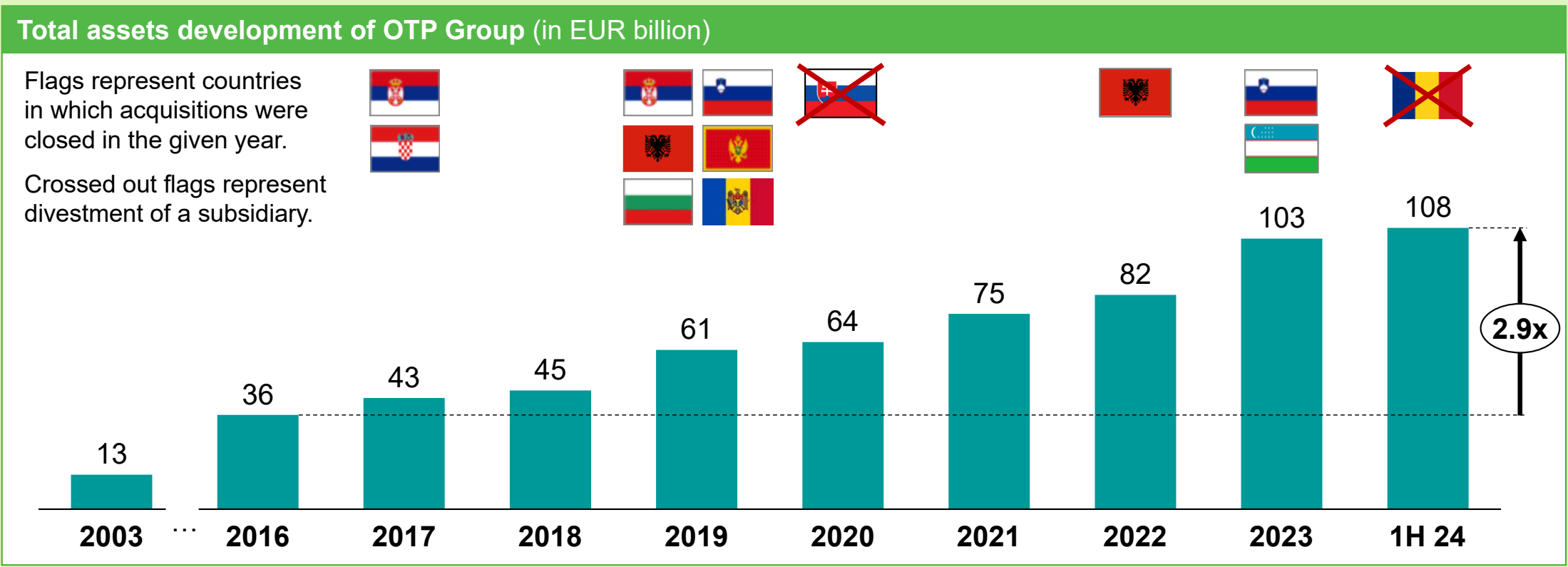
  

Main consolidated performance indicators	2023	1H 2023	1H 2024	Y-o-Y	1Q 2024	2Q 2024	Q-o-Q
ROE	27.2%	34.7%	23.6%	-11.2%p	22.7%	24.4%	1.7%p
ROE, adjusted	24.9%	23.9%	23.6%	-0.4%p	22.7%	24.4%	1.7%p
Performing loan growth (FX-adjusted)	+20%/+6% <sup>2</sup>	+18%/+3% <sup>2</sup>	+4%/+5% <sup>3</sup>		+1%/+2% <sup>3</sup>	+3%/+3% <sup>3</sup>	
Net interest margin	3.93%	3.71%	4.29%	0.58%p	4.30%	4.27%	-0.04%p
Cost / Income ratio	43.6%	44.4%	42.4%	-2.1%p	44.1%	40.8%	-3.2%p
Credit risk cost ratio	0.34%	0.22%	0.15%	-0.07%p	-0.17%	0.45%	0.62%p

<sup>1</sup> Corporate income tax, special banking taxes (excluding financial transaction tax), Hungarian local business tax and innovation contribution, tax on dividend payments by subsidiaries.

<sup>2</sup> Without the Nova KBM and Ipoteka Bank acquisitions. <sup>3</sup> Without OTP Bank Romania.

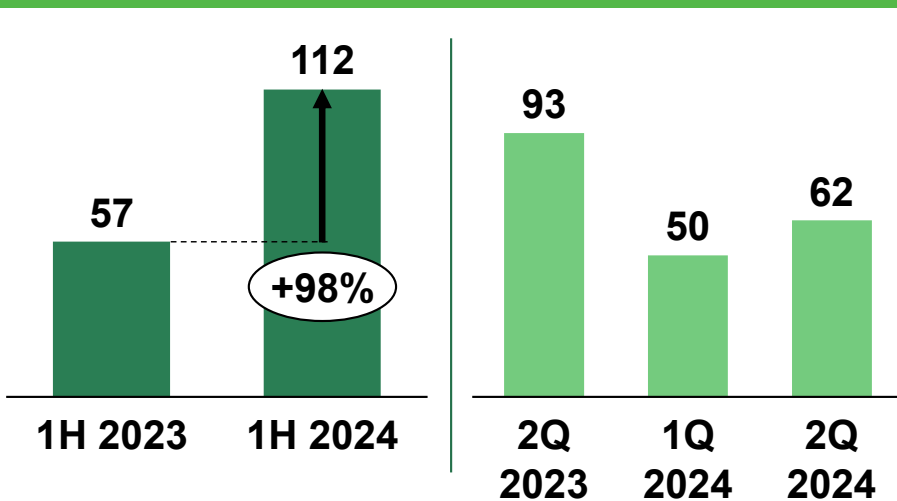
**OTP Group's total assets exceeded EUR 100 billion driven by successful acquisitions and dynamic organic growth. Profit contribution of foreign subsidiaries showed a trend-like increase over the last several years and hit 72% in 1H 2024**



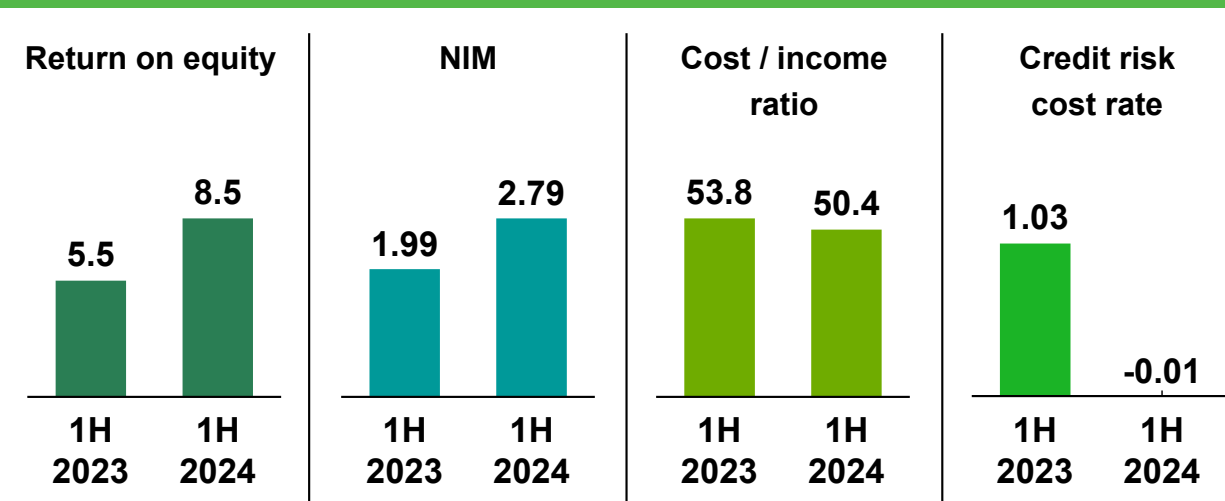


**OTP Core realized HUF 112 billion profit after tax in 1H 2024 without dividends received from subsidiaries. The y-o-y doubling profit was due to the normalization of NIM and declining tax burden**

**OTP Core profit after tax**  
(without dividends received from subsidiaries, HUF billion)



**Key performance indicators of OTP Core**  
(adjusted, %)



**Main one-off items at OTP Core**

2Q 2024, HUF billion	
Fair value adjustment of baby loans and subsidized housing loans (CSOK)	5.1
MOL dividend	10.0
Expected one-off effect of the rate cap extension	-5.6
Impairment on Russian bonds	-22.1
<b>Total</b>	<b>-12.6</b>

**Special levies imposed by the State on Hungarian Group members**

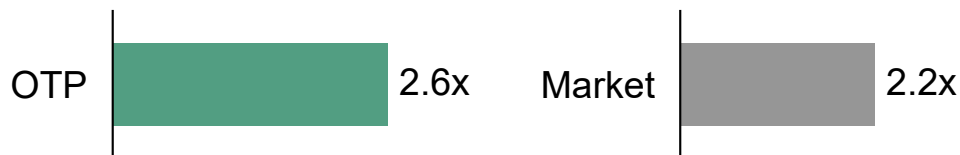
gross, HUF billion	2020	2021	2022	2023	1H 23	1H 24	2024E
<b>Total</b>	<b>110</b>	<b>106</b>	<b>229</b>	<b>195</b>	<b>138</b>	<b>97</b>	<b>167</b>
Banking tax	19	21	22	28	28	31	31
Windfall tax	-	-	75	41	41	10	7
Transaction tax	62	69	90	98	50	51	124
Rate cap	0	0	40	28	19	6	6
Moratorium	29	17	3	-	-	-	-

**With the HUF 360 billion dividends received from subsidiaries, OTP Core generated HUF 472 billion profit after tax in 1H 2024.**

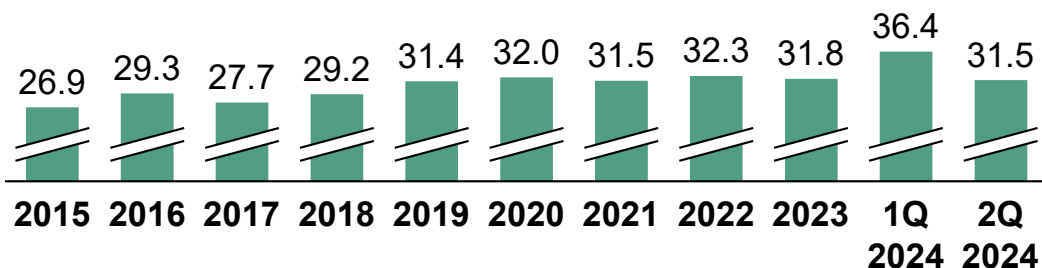


In 1H 2024, mortgage loan contractual amounts at OTP Bank increased to more than two and a half times, while cash loan contractual amounts grew more than 50%

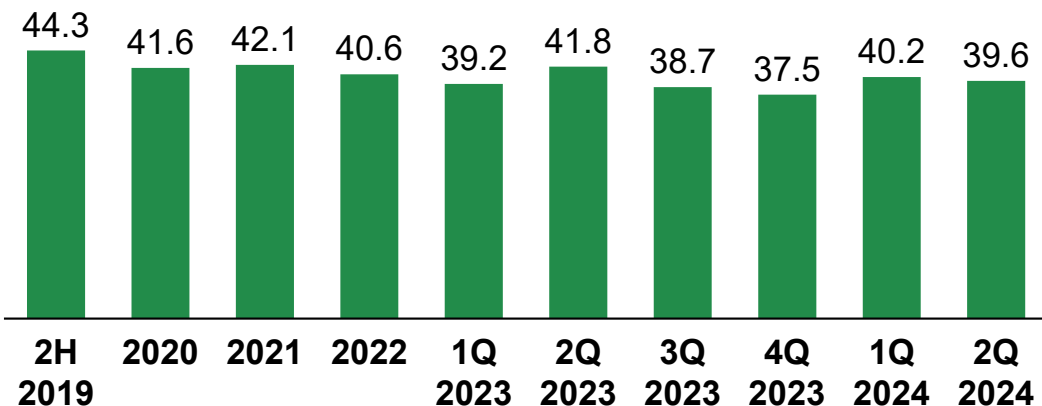
**Y-o-y change in mortgage loan contractual amounts in 1H 2024**



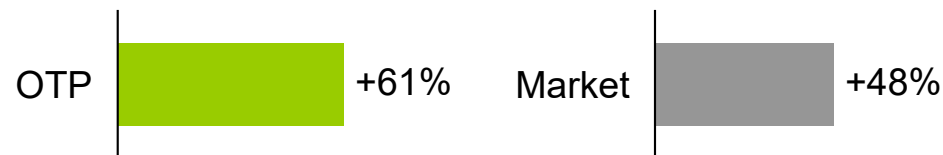
**OTP's market share in mortgage loan contractual amounts (%)**



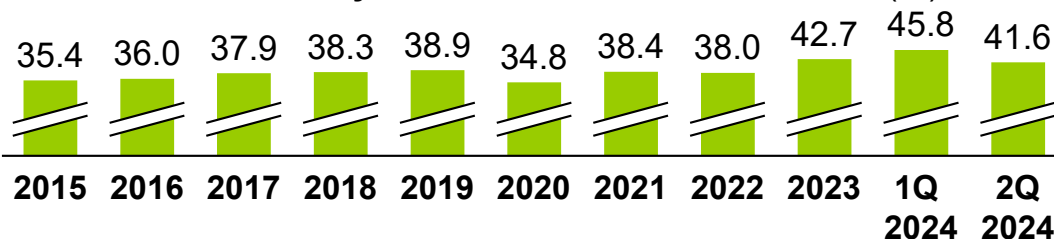
**OTP's market share calculated from the baby loans contractual amount (%)**



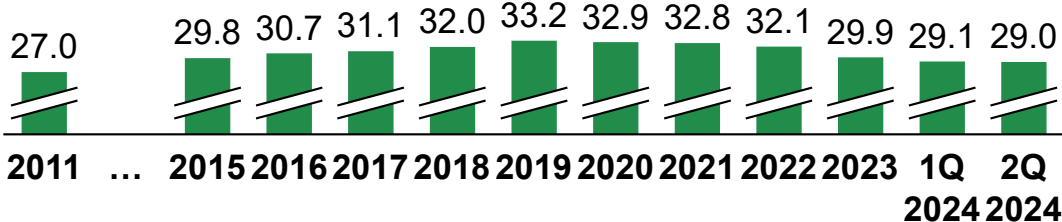
**Y-o-y change in cash loan contractual amounts in 1H 2024**



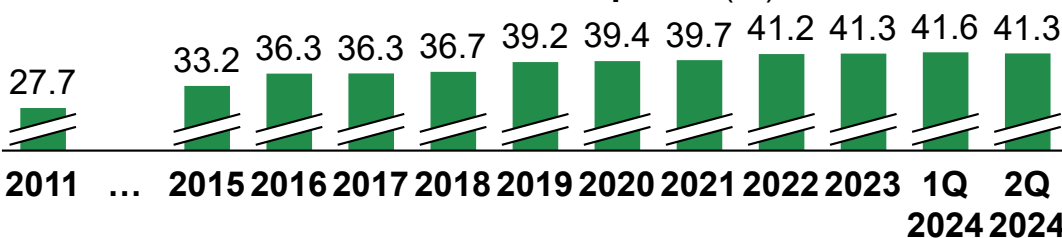
**Market share in newly contracted cash loan volumes (%)**



**OTP Bank's market share in retail savings (%)**



**OTP Bank's market share in retail deposits (%)**

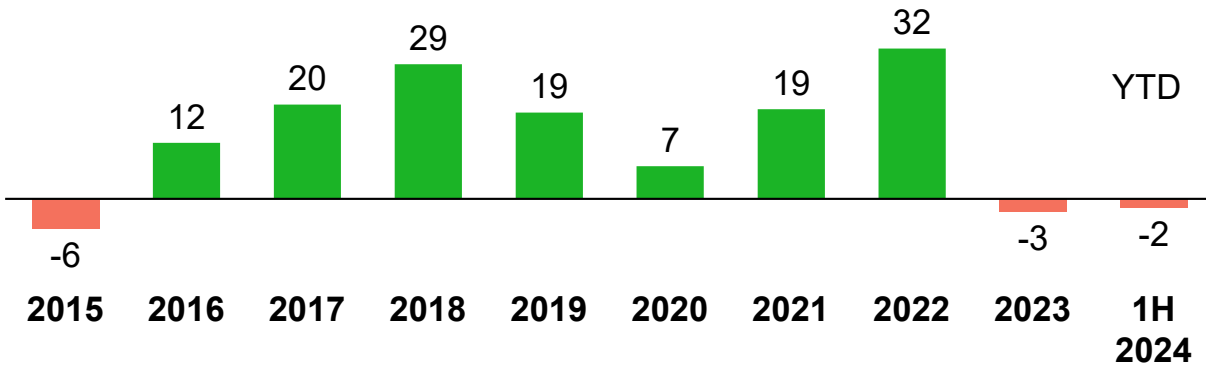




**Demand for medium and large corporate loans remained moderate, but the stock of micro and small enterprises loans started to grow**

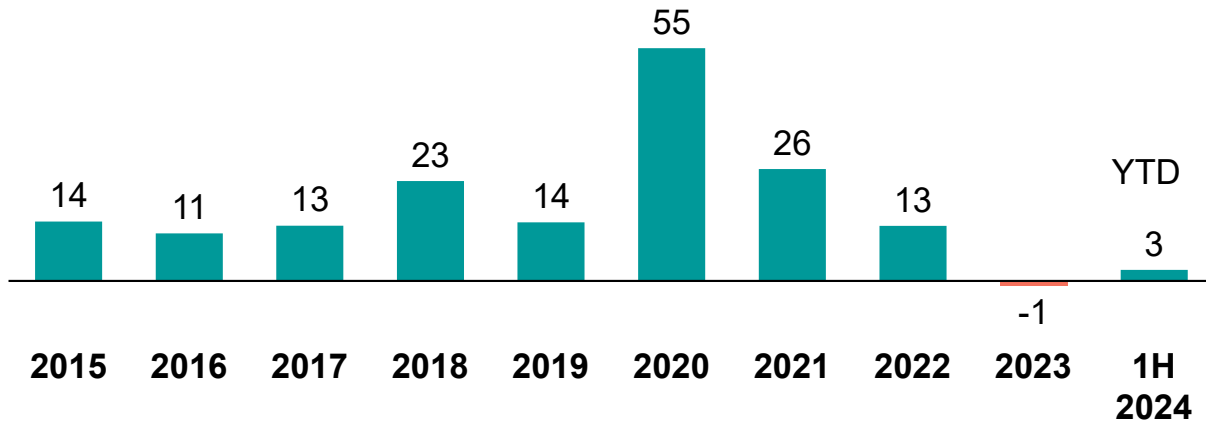
**Performing corporate loan volume changes (%)**

(DPD0-90 loan changes until 2018, Stage 1+2 from 2019, FX-adjusted)

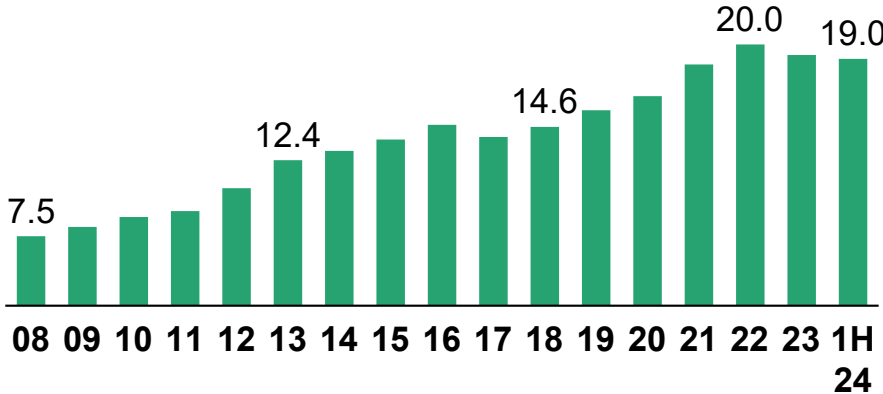


**Performing loan volume changes in the micro and small companies segment (%)**

(DPD0-90 loan changes until 2018, Stage 1+2 from 2019, FX-adjusted)

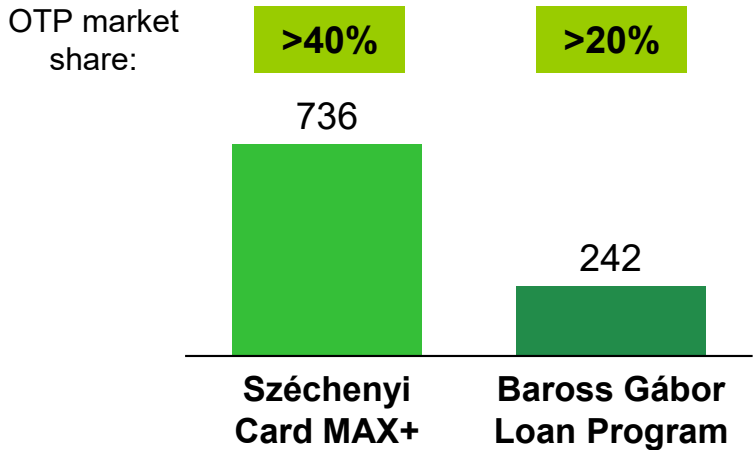


**OTP Group's market share in loans to Hungarian companies<sup>1</sup> (%)**



**Contracted loan amount under the Széchenyi Card MAX+ and Baross Gábor Reindustrialisation Loan Program from the start until the end of 2Q 2024<sup>2</sup>**






















































(HUF billion)



<sup>1</sup> Aggregated market share of OTP Bank, OTP Mortgage Bank, OTP Building Society and Merkantil, based on central bank data (Supervisory Balance Sheet data provision until 2016 and Monetary Statistics from 2017). <sup>2</sup> Source: KAVOSZ, OTP. The Széchenyi Card MAX+ Program offers preferential rate loans to customers from 23 December 2022; the Baross Gábor Loan Program was launched in February 2023 and ended on 13 June 2024.



## In the first half of 2024, the profit contribution of foreign subsidiary banks continued to improve

	Profit after tax <sup>1</sup> (HUF billion)		ROE <sup>1</sup>		Cost / income ratio	
	1H 2023	1H 2024	1H 2023	1H 2024	1H 2023	1H 2024
 <b>DSK Group (Bulgaria)</b>	 88	 98	 24%	 22%	35%	35%
 <b>SKB + NKBM (Slovenia)</b>	 38 <sup>2</sup> 10 49	 57	 20%	 17%	39%	42%
 <b>OTP Bank Croatia</b>	 29	 33	 16%	 16%	48%	48%
 <b>OTP Bank Serbia</b>	 30	 41	 17%	 22%	39%	37%
 <b>Ipoteka Bank (Uzbekistan)</b>	-	 23	-	 29%	-	35%
 <b>OTP Bank Ukraine</b>	 30	 27	 47%	 31%	26%	32%
 <b>CKB Group (Montenegro)</b>	 9	 11	 18%	 20%	41%	38%
 <b>OTP Bank Albania</b>	 7	 10	 22%	 23%	53%	42%
 <b>OTP Bank Moldova</b>	 9	 6	 31%	 17%	41%	52%
 <b>OTP Bank Russia</b>	 51	 57	 36%	 38%	35%	29%
 <b>OTP Bank Romania</b>	 14	 2	 16%	 2%	72%	72%

<sup>1</sup> Adjusted.

<sup>2</sup> Contribution of Nova KBM from February 2023.

# Semi-annual net interest income grew 25% y-o-y organically and FX-adjusted, including a 1% q-o-q growth

Effect of acquisitions

NET INTEREST INCOME		1H 2024 (HUF billion)	2Q 2024 (HUF billion)	1H 2024 Y-o-Y (HUF billion)		2Q 2024 Q-o-Q (HUF billion)		
	<b>OTP Group</b>	<b>878</b>	<b>442</b>	1511	227	35%/25% <sup>2</sup>	7	2%/1% <sup>3</sup>
	<b>OTP CORE</b> (Hungary)	<b>280</b>	<b>143</b>	93		50%	5	4%
	<b>DSK Group</b> (Bulgaria)	<b>129</b>	<b>65</b>	25		24%	1	1%
	<b>SKB+NKBM</b> (Slovenia)	<b>98</b>	<b>49</b>	5	28	39%/19% <sup>2</sup>	-1	-2%
	<b>OBH</b> (Croatia)	<b>50</b>	<b>25</b>	9		21%	0	1%
	<b>OBSrb</b> (Serbia)	<b>56</b>	<b>29</b>	7		15%	1	3%
	<b>Ipoteka Bank</b> (Uzbekistan)	<b>53</b>	<b>26</b>	53		-	-2	-6%
	<b>OBU</b> (Ukraine)	<b>45</b>	<b>22</b>	-2		-4%/0% <sup>3</sup>	-1	-3%
	<b>CKB Group</b> (Montenegro)	<b>17</b>	<b>9</b>	3		25%	0	4%
	<b>OBA</b> (Albania)	<b>16</b>	<b>8</b>	3		24%	1	6%
	<b>OBM</b> (Moldova)	<b>8</b>	<b>4</b>	-2		-23%	0	9%
	<b>OBRu</b> (Russia)	<b>83</b>	<b>42</b>	23		38%	2	4%
	<b>OBR</b> (Romania)	<b>27</b>	<b>13</b>	-7		-20%	-1	-5%
	<b>Merkantil</b> (Hungary)	<b>12</b>	<b>6</b>	-1		-5%	0	-6%
	<b>Others</b>	<b>2</b>	<b>1</b>	-6		-75%	1	100%














<sup>1</sup> The 50% jump in **OTP Core's** net interest income owed partly to the depressed base caused by the low net interest margin in an extremely high interest rate environment in the first six months of 2023. The 4% q-o-q increase was induced by the continued growth in the volume and weight of retail deposits. On the other hand, the issuance of MREL-eligible bonds led to additional interest expenses.

<sup>2</sup> Increasing average volumes together with repricing of assets culminated in y-o-y increasing net interest income in **EUR linked countries**. Strong price competition in Slovenia as well as volume growth in Croatia and Bulgaria determined q-o-q changes.

<sup>3</sup> At **Ipoteka Bank** deposit rates and deposit volumes increased q-o-q, resulting in higher interest expenditures; also, growth in retail loan volumes decelerated.

<sup>1</sup> Changes without the effect of acquisitions.  
<sup>2</sup> Changes without the effect of acquisitions and FX-adjusted.  
<sup>3</sup> FX-adjusted change.

Consolidated NIM picked up by 51 bps y-o-y driven mostly by the bounce-back in Hungary and the improvement in EUR-linked countries. Similarly to 1Q, the margin in EUR-linked countries continued to erode in the second quarter

NET INTEREST MARGIN	2Q 2023	1Q 2024	2Q 2024
 <b>OTP Group</b>	3.76%	4.30%	4.27%
 <b>OTP CORE</b> (Hungary)	2.05%	2.75%	2.82%
 <b>DSK Group</b> (Bulgaria)	3.73%	3.88%	3.84%
 <b>SKB+NKBM</b> (Slovenia)	3.09%	3.44%	3.36%
 <b>OBH</b> (Croatia)	2.96%	3.05%	3.00%
 <b>OBSrb</b> (Serbia)	3.83%	3.83%	3.83%
 <b>Ipoteka Bank</b> (Uzbekistan)	-	9.17%	8.18%
 <b>OBU</b> (Ukraine)	8.97%	8.48%	8.27%
 <b>CKB Group</b> (Montenegro)	4.69%	5.19%	5.22%
 <b>OBA</b> (Albania)	4.37%	4.58%	4.75%
 <b>OBM</b> (Moldova)	4.68%	3.49%	3.84%
 <b>OBRu</b> (Russia)	10.70%	9.99%	9.53%
 <b>OBR</b> (Romania)	4.47%	3.38%	3.29%

① At **OTP Core** partly thanks to the central bank's easing cycle launched in May 2023, the margin started to gradually improve from 2Q 2023 (+78 bps y-o-y). Its 2.82% level reached in 2Q 2024 was practically the same as before the period of extreme high interest rates (2021: 2.85%, 2022 first half-year: 2.68%).

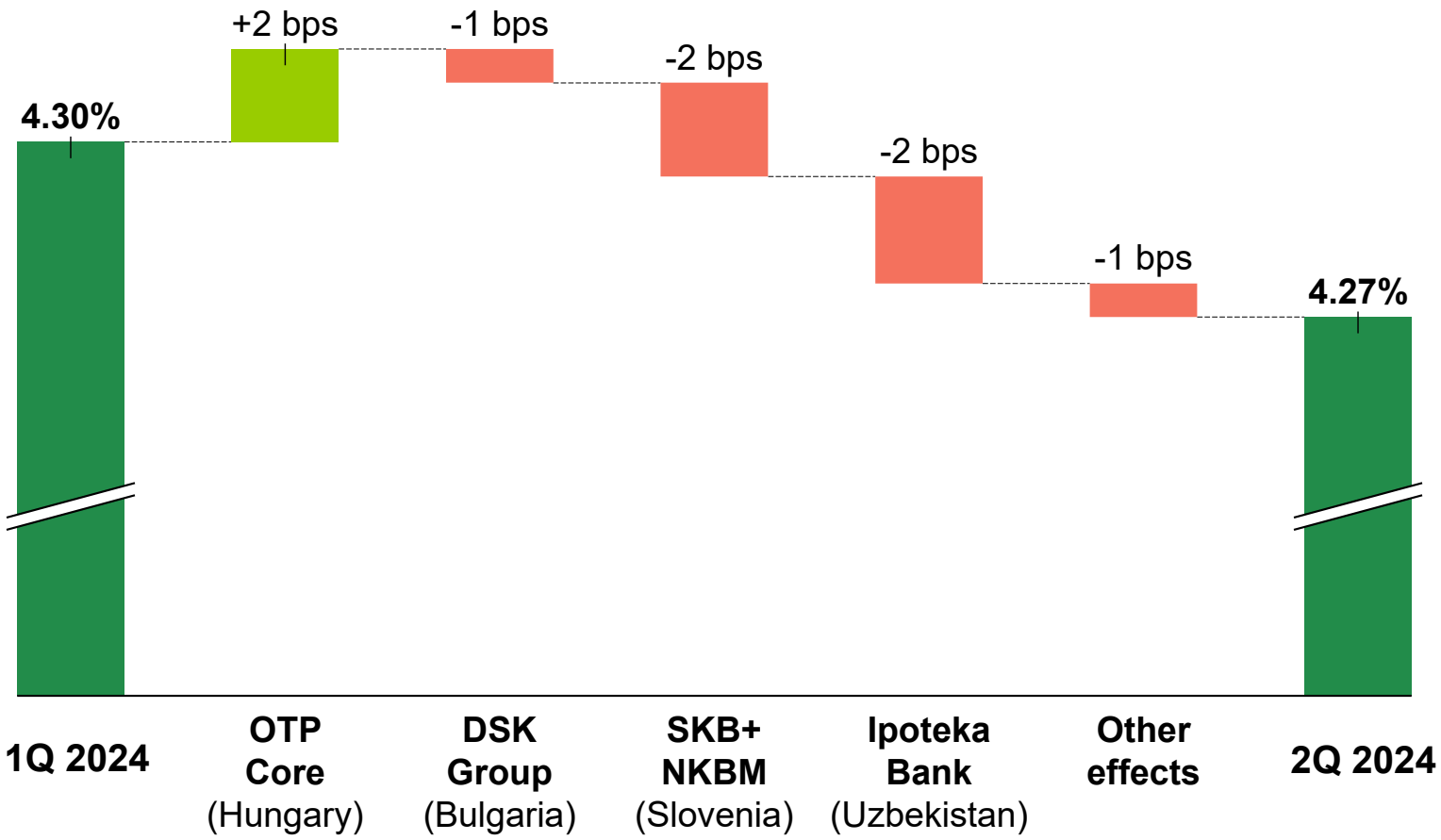
② **EUR-linked countries'** NIM showed a y-o-y improvement on the back of increasing rate environment, whereas in quarterly comparison margins continued to erode marginally.

③ In **Uzbekistan** the q-o-q margin decline was explained by higher funding costs and a regulatory change reducing NII in the amount of HUF 0.8 billion, as previously accrued penalty interest income was reversed in 2Q.

④ In **Moldova** the y-o-y drop was largely influenced by the sharply declining rate environment: the base rate was 12% on average in 1H 2023, sinking to 4% in 1H 2024.

The consolidated net interest margin shrank by 4 bps q-o-q due to lower margins in Bulgaria, Slovenia and Uzbekistan, partly offset by better Hungary. The sensitivity to EUR rate cuts moderated further

Drivers behind the q-o-q change of the consolidated net interest margin
















Sensitivity to rate changes

**EUR rate sensitivity:**  
 In 2Q, the sensitivity of EUR+ BGN net interest income to a 100 bps decline in EUR rates moderated to **EUR 110 million** on annual basis, down from EUR 140 million in the first quarter.

**HUF rate sensitivity:**  
 At around 6-7% base rate level, in the second quarter the sensitivity of HUF net interest income to HUF rates remained insignificant.

**Consolidated performing loans grew by 3% q-o-q, mainly due to the strong performance in Bulgaria, Croatia and Serbia, but Ukrainian volumes picked up, too. In Hungary mortgage loan growth accelerated**

**Q-o-Q performing (Stage 1+2) LOAN volume changes, adjusted for FX effect**

	Cons. 	Core <sup>2</sup> (Hungary) 	DSK (Bulgaria) 	SKB+ NKBM (Slovenia) 	OBH (Croatia) 	OBSrb (Serbia) 	Ipoteka (Uzbek.) 	OBU (Ukraine) 	CKB (Monten.) 	OBA (Albania) 	OBM (Moldova) 	OBRu (Russia) 	OBR (Romania) 
<b>Q-o-Q nominal change (HUF billion)</b>	605	69	207	-19	110	83	-21	36	21	16	3	107	-20
<b>Total</b>	3%	1%	5%	-1%	5%	4%	-2%	11% ✓	5%	4%	2%	15%	-2%
<b>Consumer</b>	5%	2%	7%	2%	5%	5%	2%	8%	6%	7%	15%	15%	-3%
<b>Mortgage</b>	4%	4% ✓	7%	1%	3%	3%	2%		6%	4%	-1%		0%
<b>Corporate<sup>1</sup></b>	0%	-1%	2%	-3%	4%	4%	-14%	13%	2%	4%	0%	-4%	-3%
<b>Leasing</b>	5%	2%	4%	2%	14%	5%		9%		31%	8%		2%

<sup>1</sup> Loans to MSE and corporate clients.

<sup>2</sup> In the Leasing row the leasing volume change applies to Merkantil Group (Hungarian leasing).

**Consolidated performing loans grew by 5% ytd without Romania, mainly as a result of strong performance in Bulgaria and Croatia. Corporate lending growth lagged behind retail across the Group**

**YTD performing (Stage 1+2) LOAN volume changes, adjusted for FX effect**

	Cons.	Core <sup>2</sup> (Hungary)	DSK (Bulgaria)	SKB+ NKBM (Slovenia)	OBH (Croatia)	OBSrb (Serbia)	Ipoteka (Uzbek.)	OBU (Ukraine)	CKB (Monten.)	OBA (Albania)	OBM (Moldova)	OBRu (Russia)	OBR (Romania)
<b>YTD nominal change (HUF billion)</b>	910 / 960 <sup>3</sup>	118	343	11	179	82	-35	32	35	23	2	150	-49
<b>Total</b>	4% / 5% <sup>3</sup>	2%	8%	0%	8%	4%	-4%	10%	8%	6%	1%	22%	-4%
<b>Consumer</b>	9% / 10% <sup>3</sup>	4%	11%	5%	10%	8%	11%	9%	12%	9%	17%	23%	-6%
<b>Mortgage</b>	6% / 7% <sup>3</sup>	6%	14%	1%	6%	5%	7%		8%	9%	-4%		-2%
<b>Corporate<sup>1</sup></b>	0% / 0% <sup>3</sup>	-1%	2%	-2%	5%	2%	-28%	10%	5%	4%	0%	-14%	-6%
<b>Leasing</b>	8% / 8% <sup>3</sup>	4%	8%	6%	22%	7%		11%		32%	-3%		-3%

<sup>1</sup> Loans to MSE and corporate clients.

<sup>2</sup> In the Leasing row the leasing volume change applies to Merkantil Group (Hungarian leasing).

<sup>3</sup> Changes without Romania.

The consolidated deposit book grew by 2% q-o-q. The uptrend in Hungarian household deposits continued

**Q-o-Q DEPOSIT volume changes, adjusted for FX-effect**



Q-o-Q nominal change (HUF billion)


	Cons.	Core <sup>2</sup> (Hungary)	DSK (Bulgaria)	SKB+ NKBM (Slovenia)	OBH (Croatia)	OBSrb (Serbia)	Ipoteka (Uzbek.)	OBU (Ukraine)	CKB (Monten.)	OBA (Albania)	OBM (Moldova)	OBRu (Russia)	OBR (Romania)
Q-o-Q nominal change (HUF billion)	544	-177	213	16	128	88	53	7	23	-9	10	189	-46
<b>Total</b>	2%	-2%	4%	0%	5%	4%	17%	1%	4%	-2%	3%	14%	-4%
<b>Retail</b>	3%	2%	3%	2%	1%	6%	8%	1%	2%	2%	-1%	4%	0%
<b>Corporate<sup>1</sup></b>	1%	-4%	7%	-3%	14%	3%	21%	1%	6%	-13%	7%	17%	-9%

<sup>1</sup> Including MSE, MLE and municipality deposits.

<sup>2</sup> Including retail bonds.

Consolidated deposits grew by 3% over the first six months. The deposit collection efforts in Serbia paid off with their deposit to net loan gap narrowing to negligible level against more than -HUF 430 billion in 2021

### YTD DEPOSIT volume changes, adjusted for FX-effect

	Cons.	Core <sup>2</sup> (Hungary)	DSK (Bulgaria)	SKB+ NKBM (Slovenia)	OBH (Croatia)	OBSrb (Serbia)	Ipoteka (Uzbek.)	OBU (Ukraine)	CKB (Monten.)	OBA (Albania)	OBM (Moldova)	OBRu (Russia)	OBR (Romania)
YTD nominal change (HUF billion)	798	143	290	-147	40	111	30	8	-11	-6	-19	347	-66
<b>Total</b>	3%	1%	5%	-3%	2%	6%	9%	1%	-2%	-1%	-5%	29%	-6%
<b>Retail</b>	4%	5% 	6%	1%	-2%	11%	-4%	-1%	0%	2%	-9%	-1%	4%
<b>Corporate<sup>1</sup></b>	1%	-1%	5%	-11%	9%	2%	16%	2%	-4%	-12%	-2%	39%	-16%
<b>Deposits – Net loans gap (HUF billion)</b>	8,072	4,715	1,221	1,727	43	-18	-510	414	43	178	176	761	3

<sup>1</sup> Including MSE, MLE and municipality deposits.

<sup>2</sup> Including retail bonds.



The 14% y-o-y organic and FX-adjusted growth in net fees was driven mainly by the Hungarian operation.  
The 14% q-o-q increase in 2Q was mainly driven by OTP Core and seasonality

Effect of acquisitions

NET FEE INCOME		1H 2024 (HUF billion)	2Q 2024 (HUF billion)	1H 2024 Y-o-Y (HUF billion)		2Q 2024 Q-o-Q (HUF billion)	
	<b>OTP Group</b>	<b>260</b>	<b>139</b>	28 <sup>1</sup>	39	18%	14% <sup>3</sup>
	<b>OTP CORE</b> (Hungary)	<b>106</b>	<b>57</b>	12		13%	16%
	<b>DSK Group</b> (Bulgaria)	<b>39</b>	<b>20</b>	4		12%	8%
	<b>SKB+NKBM</b> (Slovenia)	<b>27</b>	<b>15</b>	0	7	31%/-4% <sup>2</sup>	15%
	<b>OBH</b> (Croatia)	<b>13</b>	<b>7</b>	2		14%	20%
	<b>OBSrb</b> (Serbia)	<b>10</b>	<b>5</b>	1		15%	10%
	<b>Ipoteka Bank</b> (Uzbekistan)	<b>5</b>	<b>2</b>	5		-	-9%
	<b>OBU</b> (Ukraine)	<b>4</b>	<b>2</b>	-2		-26%	-1%
	<b>CKB Group</b> (Montenegro)	<b>4</b>	<b>3</b>	1		27%	33%
	<b>OBA</b> (Albania)	<b>2</b>	<b>1</b>	0		2%	-11%
	<b>OBM</b> (Moldova)	<b>1</b>	<b>1</b>	0		4%	4%
	<b>OBRu</b> (Russia)	<b>24</b>	<b>14</b>	5		24%	42%
	<b>OBR</b> (Romania)	<b>3</b>	<b>2</b>	0		11%	2%
	<b>Fund Mgmt.</b> (Hungary)	<b>14</b>	<b>7</b>	5		58%	1%
	<b>Others</b>	<b>8</b>	<b>4</b>	-1		-9%	-2%

<sup>1</sup> The 13% y-o-y increase in **OTP Core's** cumulated net fees and commissions was mainly supported by higher volume of deposits and transactions, as well as card- and securities-related commissions.  
In 2Q the q-o-q growth was driven by seasonality and HUF 3 billion negative one-off items weighing on 1Q net fees.

<sup>2</sup> In **Bulgaria, Slovenia, Croatia and Montenegro** seasonality was the key factor behind q-o-q improvements: the transaction turnover increased as the tourism season began, generating higher merchant and card commission revenues. In Slovenia fee refund from VISA was also notable.

<sup>3</sup> At **OTP Fund Management** 1H net fee and commission income surged by nearly 60% y-o-y, in accordance with the dynamic expansion of assets under management, while the average fund management fee declined by 15 bps.

<sup>1</sup> Changes without the effect of acquisitions.

<sup>2</sup> Changes without the effect of acquisitions and FX-adjusted.

<sup>3</sup> FX-adjusted change.

## Other income dynamics were to a great extent determined by the volatility of subsidized loans' fair value adjustment in Hungary and dividend income realized in 2Q

Effect of acquisitions

OTHER INCOME		1H 2024 (HUF billion)	2Q 2024 (HUF billion)	1H 2024 Y-o-Y (HUF billion)		2Q 2024 Q-o-Q (HUF billion)		
	<b>OTP Group</b>	<b>114</b>	<b>73</b>	-35	-37 <sup>1</sup>	-24%/-24% <sup>2</sup>	32	78%/76% <sup>3</sup>
	<b>OTP CORE</b> (Hungary)	<b>30</b>	<b>29</b>	-57		-65%	28	
	<b>DSK Group</b> (Bulgaria)	<b>10</b>	<b>5</b>		3	35%	0	-2%
	<b>SKB+NKBM</b> (Slovenia)	<b>2</b>	<b>1</b>	-1	0	-31%	0	-26%
	<b>OBH</b> (Croatia)	<b>2</b>	<b>1</b>	-1		-35%	0	6%
	<b>OBSrb</b> (Serbia)	<b>7</b>	<b>4</b>		2	41%	1	29%
	<b>Ipoteka Bank</b> (Uzbekistan)	<b>3</b>	<b>1</b>		3	-	-1	-41%
	<b>OBU</b> (Ukraine)	<b>0</b>	<b>0</b>	-2		-95%	0	-158%
	<b>CKB Group</b> (Montenegro)	<b>0</b>	<b>0</b>		0	5%	0	-27%
	<b>OBA</b> (Albania)	<b>1</b>	<b>1</b>		0	17%	0	11%
	<b>OBM</b> (Moldova)	<b>3</b>	<b>2</b>		1	44%	0	-7%
	<b>OBRu</b> (Russia)	<b>37</b>	<b>21</b>		9	33%	6	38%
	<b>OBR</b> (Romania)	<b>4</b>	<b>2</b>		7		0	14%
	<b>Others</b>	<b>14</b>	<b>7</b>		1	5%	-1	-12%

<sup>1</sup> The y-o-y HUF 56.7 billion decline in **OTP Core's** other income was largely attributable to the fair value adjustments of baby loans and subsidized CSOK housing loans (-HUF 41 billion y-o-y effect).  
In 2Q out of the HUF 28 billion q-o-q growth, HUF 10 billion was due to the dividend received from MOL Plc., and higher fair value adjustment on baby loans and subsidized housing loans improved q-o-q other income dynamics by HUF 11 billion.

<sup>1</sup> Changes without the effect of acquisitions.

<sup>2</sup> Changes without the effect of acquisitions and FX-adjusted.

<sup>3</sup> FX-adjusted change.

# FX-adjusted operating costs increased by 10% y-o-y without acquisitions

Effect of acquisitions

OPERATING COSTS		1H 2024 (HUF billion)	Y-o-Y (HUF billion)		Y-o-Y, FX-adjusted (HUF billion)			
	<b>OTP Group</b>	530	42 <sup>1</sup>	77	17%/10% <sup>1</sup>	43 <sup>1</sup>	77	17%/10% <sup>1</sup>
	<b>OTP CORE</b> (Hungary)	210	12		6%	12		6%
	<b>DSK Group</b> (Bulgaria)	62	10		20%	9		18%
	<b>SKB+NKBM</b> (Slovenia)	54	3	17	47%/21% <sup>1</sup>	3	16	43%/19% <sup>1</sup>
	<b>OBH</b> (Croatia)	31	4		15%	4		13%
	<b>OBSrb</b> (Serbia)	27	2		10%	2		7%
	<b>Ipoteka</b> (Uzbekistan)	21		21	-		21	-
	<b>OBU</b> (Ukraine)	16	1		8%	2		12%
	<b>CKB Group</b> (Montenegro)	8	1		17%	1		15%
	<b>OBA</b> (Albania)	8		0	-4%	-1		-15%
	<b>OBM</b> (Moldova)	6	1		16%	1		10%
	<b>OBRu</b> (Russia)	41	4		10%	9		27%
	<b>OBR</b> (Romania)	24	1		3%	0		2%
	<b>Merkantil</b> (Hungary)	7	1		16%	1		16%
	<b>Others</b>	14	1		9%	1		9%

1 At **OTP Core** the 6% y-o-y growth was driven by:















- 5% increase in personnel expenses;
- 26% increase in depreciation stemming from higher software depreciation, owing partly to the ongoing replacement of the Core Banking System;
- Other expenses grew by 2% y-o-y, largely because the decline in charges paid to Deposit Insurance Fund almost completely offset the increase in IT and marketing costs, as well as expert fees.

2 At **DSK Group** costs grew by 18% y-o-y, which was driven by strong underlying wage inflation and the on-going transformation of the bank's operation.

3 In **Albania** the costs savings were driven by the synergies extracted from the merger at the end of 2022.

<sup>1</sup> Changes without the effect of acquisitions.

In line with supervisory expectations additional impairments were created on Russian government bonds in Hungary and Bulgaria. The impact of rate cap extension was booked amongst risk costs. The Uzbek risk costs further moderated in 2Q

TOTAL RISK COST		2023 (HUF billion)	2023 credit risk cost rate <sup>1</sup>	1Q 2024 (HUF billion)	2Q 2024 (HUF billion)	1H 2024 (HUF billion)	1H 2024 credit risk cost rate <sup>1</sup>
	<b>OTP Group</b>	<b>-87</b>	<b>0.34%</b>	<b>7</b>	<b>-46</b>	<b>-39</b>	<b>0.15%</b>
	<b>OTP CORE</b> (Hungary)	-1	0.17%	15	-39 <sup>1</sup>	-23	-0.01%
	<b>DSK Group</b> (Bulgaria)	3	-0.07%	-1	-1 <sup>2</sup>	-2	0.05%
	<b>SKB+NKBM</b> (Slovenia)	-12	0.09%	-1	-1	-2	0.17%
	<b>OBH</b> (Croatia)	-1	-0.03%	6	0	6	-0.69%
	<b>OBSrb</b> (Serbia)	-14	0.57%	1	0	1	-0.16%
	<b>Ipoteka Bank</b> (Uzbekistan)	-52	10.03%	-8	-2 <sup>3</sup>	-10	1.94%
	<b>OBU</b> (Ukraine)	4	-2.38%	4	-2	2	-2.16%
	<b>CKB Group</b> (Montenegro)	2	-0.67%	0	0	0	-0.12%
	<b>OBA</b> (Albania)	0	-0.03%	1	0	1	-0.17%
	<b>OBM</b> (Moldova)	3	-2.01%	0	0	0	-0.89%
	<b>OBRu</b> (Russia)	-19	2.38%	-7	-8	-15	3.81%
	<b>OBR</b> (Romania)	3	-0.24%	-2	-3	-5	0.84%
	<b>Merkantil</b> (Hungary)	-4	0.80%	0	0	0	0.14%

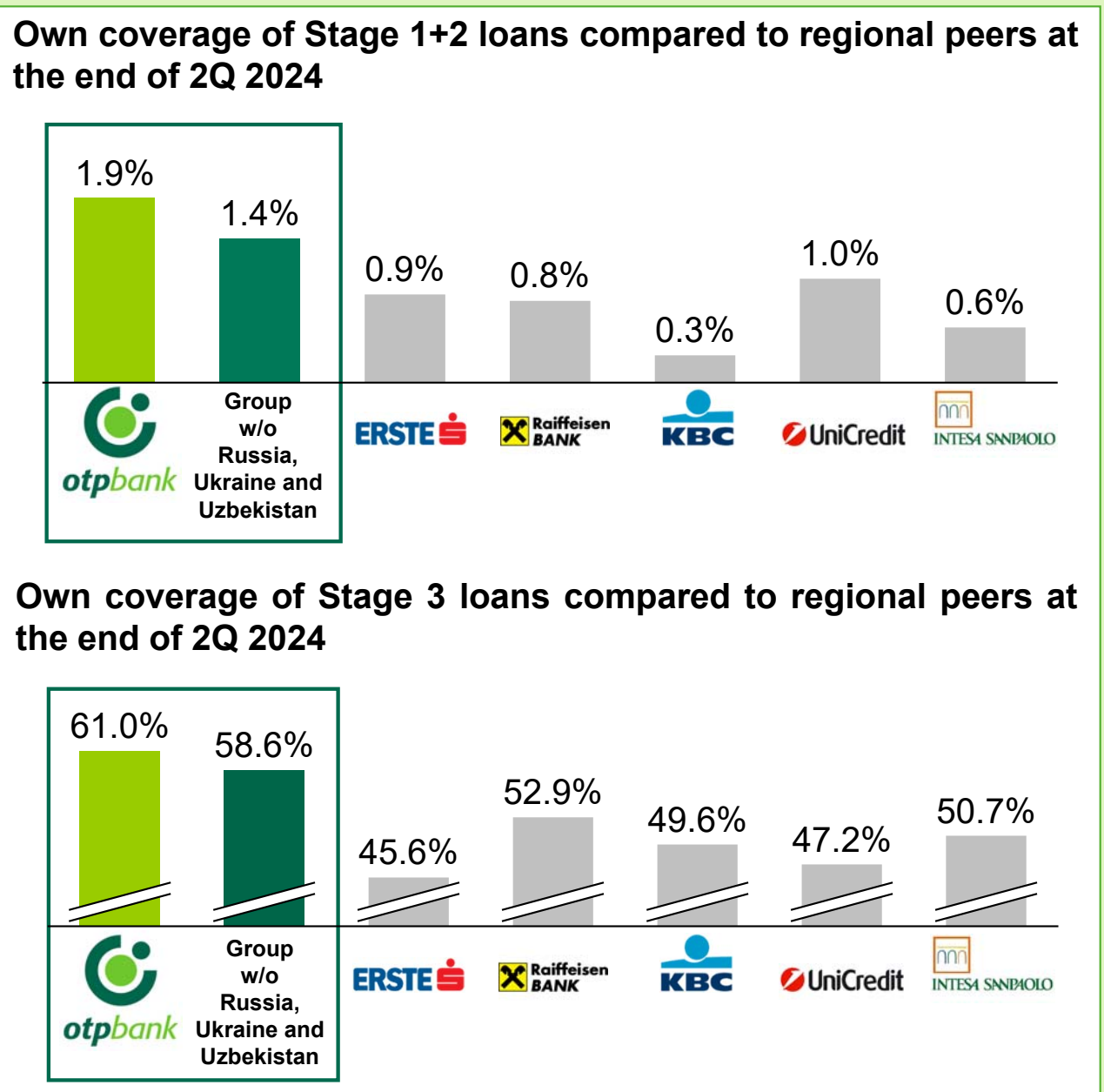
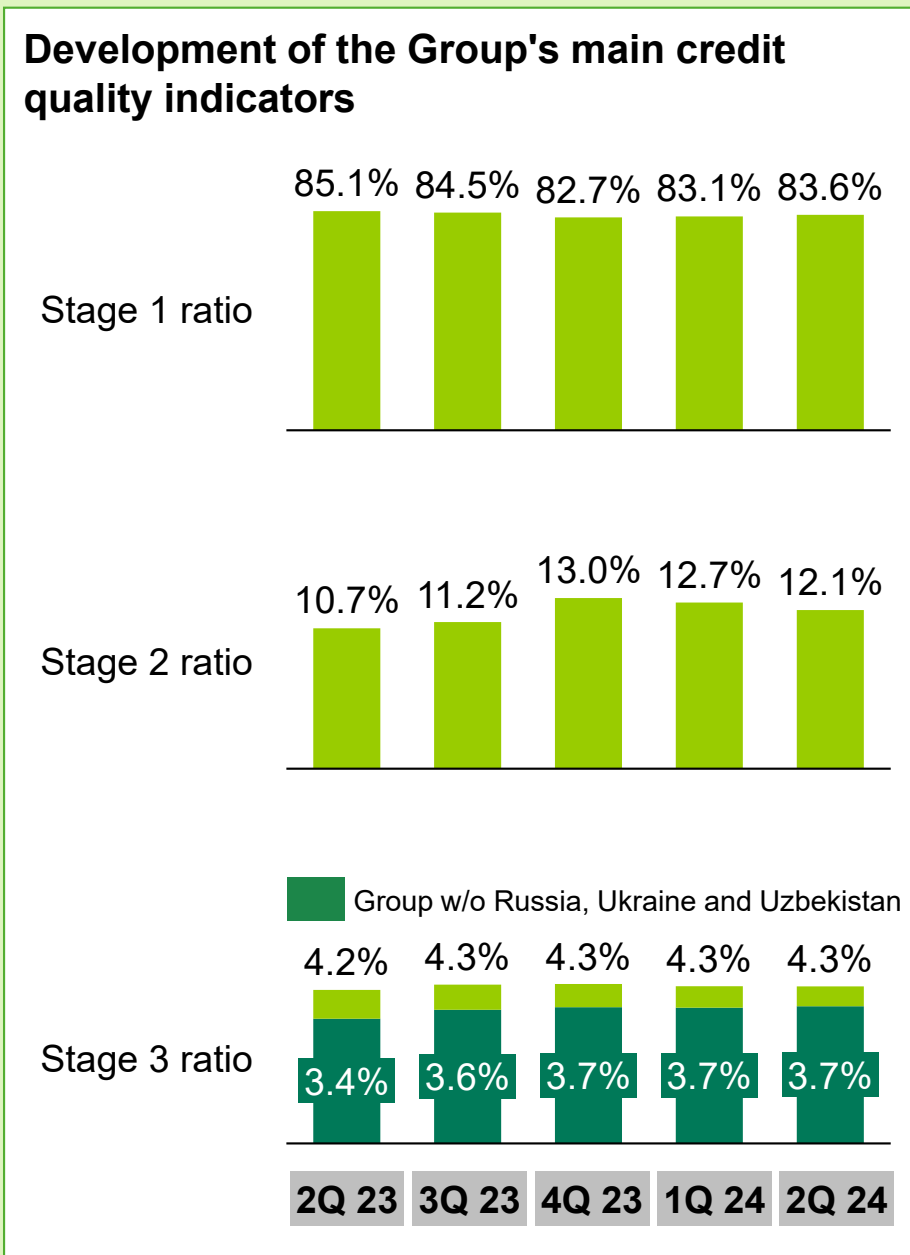
<sup>1</sup> At **OTP Core** risk costs totalled HUF 39 billion in the second quarter: credit risk costs of HUF 13 billion were partly related to the expected impact of the interest rate cap extension until the end of December (HUF 5.6 billion one-off negative effect), and to individual corporate exposures. On the other provisions line, impairment on Russian bonds amounted to HUF 22 billion.

<sup>2</sup> In **Bulgaria**, in the second quarter HUF 1.6 billion impairment was created for the Russian bonds held in the Bank's balance sheet, appearing on the other risk cost line

<sup>3</sup> In **Uzbekistan**, in the second quarter provisions were made mostly for Stage 2 retail and Stage 3 corporate volumes. However, loan loss provisions were reduced by HUF 8 billion in 2Q as recoveries that have been realized since the acquisition on typically corporate loans that had been classified as Stage 3 already at the time of the acquisition were recognized in a lump sum in 2Q.















<sup>1</sup> A credit risk cost rate (defined as provision for impairment on loan and placement losses / average gross customer loans) with negative sign is consistent with positive credit risk costs, i.e. releases.

The Stage 3 ratio stayed flat q-o-q. Provisioning policy remained conservative compared to regional peers



Source: company reports (estimates in some cases).















## Development of the Stage 1, Stage 2 and Stage 3 ratios

		<b>Cons.</b> 	<b>Core</b> (Hungary) 	<b>DSK</b> (Bulgaria) 	<b>SKB+ NKBM</b> (Slovenia) 	<b>OBH</b> (Croatia) 	<b>OBSrb</b> (Serbia) 	<b>Ipoteka</b> (Uzbek.) 	<b>OBU</b> (Ukraine) 	<b>CKB</b> (Monten.) 	<b>OBA</b> (Albania) 	<b>OBM</b> (Moldova) 	<b>OBRu</b> (Russia) 	<b>OBR</b> (Romania) 	<b>Merk.</b> (Hung. leasing) 
<b>Stage 1 ratio<sup>1</sup></b>	<b><u>4Q 21</u></b>	81.5%	78.0%	84.0%	86.0%	80.0%	89.9%	-	87.1%	76.7%	87.0%	91.9%	76.5%	79.8%	75.3%
	<b><u>4Q 22</u></b>	83.4%	83.6%	88.6%	88.2%	83.3%	86.6%	-	41.4%	87.0%	85.8%	81.2%	72.7%	80.6%	85.2%
	<b><u>4Q 23</u></b>	82.7%	80.5%	85.7%	89.9%	83.6%	84.0%	71.5%	53.0%	88.4%	84.9%	84.9%	70.7%	80.9%	90.4%
	<b><u>2Q 24</u></b>	83.6%	82.9%	87.1%	87.3%	85.6%	84.8%	67.8%	63.2%	89.8%	84.5%	86.3%	74.6%	78.9%	90.1%
<b>Stage 2 ratio<sup>1</sup></b>	<b><u>4Q 21</u></b>	13.2%	17.4%	9.8%	12.7%	12.1%	7.2%	-	6.6%	16.3%	9.7%	6.2%	12.1%	14.5%	21.8%
	<b><u>4Q 22</u></b>	11.6%	11.5%	7.8%	10.6%	11.7%	10.9%	-	40.5%	8.1%	9.3%	16.0%	11.6%	14.1%	12.1%
	<b><u>4Q 23</u></b>	13.0%	15.5%	12.0%	8.5%	12.5%	13.1%	16.6%	25.4%	7.4%	8.9%	11.2%	15.8%	13.8%	7.2%
	<b><u>2Q 24</u></b>	12.1%	12.9%	10.8%	11.1%	11.1%	12.4%	18.1%	19.0%	6.5%	9.5%	10.0%	14.4%	15.2%	7.4%
<b>Stage 3 ratio<sup>1</sup></b>	<b><u>4Q 21</u></b>	5.3%	4.6%	6.2%	1.3%	8.0%	2.9%	-	6.3%	7.0%	3.3%	1.8%	11.4%	5.7%	2.9%
	<b><u>4Q 22</u></b>	4.9%	4.9%	3.5%	1.2%	4.9%	2.5%	-	18.1%	4.9%	4.9%	2.8%	15.7%	5.2%	2.7%
	<b><u>4Q 23</u></b>	4.3%	4.0%	2.4%	1.6%	3.9%	2.9%	11.9%	21.7%	4.2%	6.2%	3.9%	13.5%	5.3%	2.4%
	<b><u>2Q 24</u></b>	4.3%	4.2%	2.1%	1.7%	3.3%	2.8%	14.2%	17.7%	3.7%	6.0%	3.6%	11.0%	5.9%	2.5%

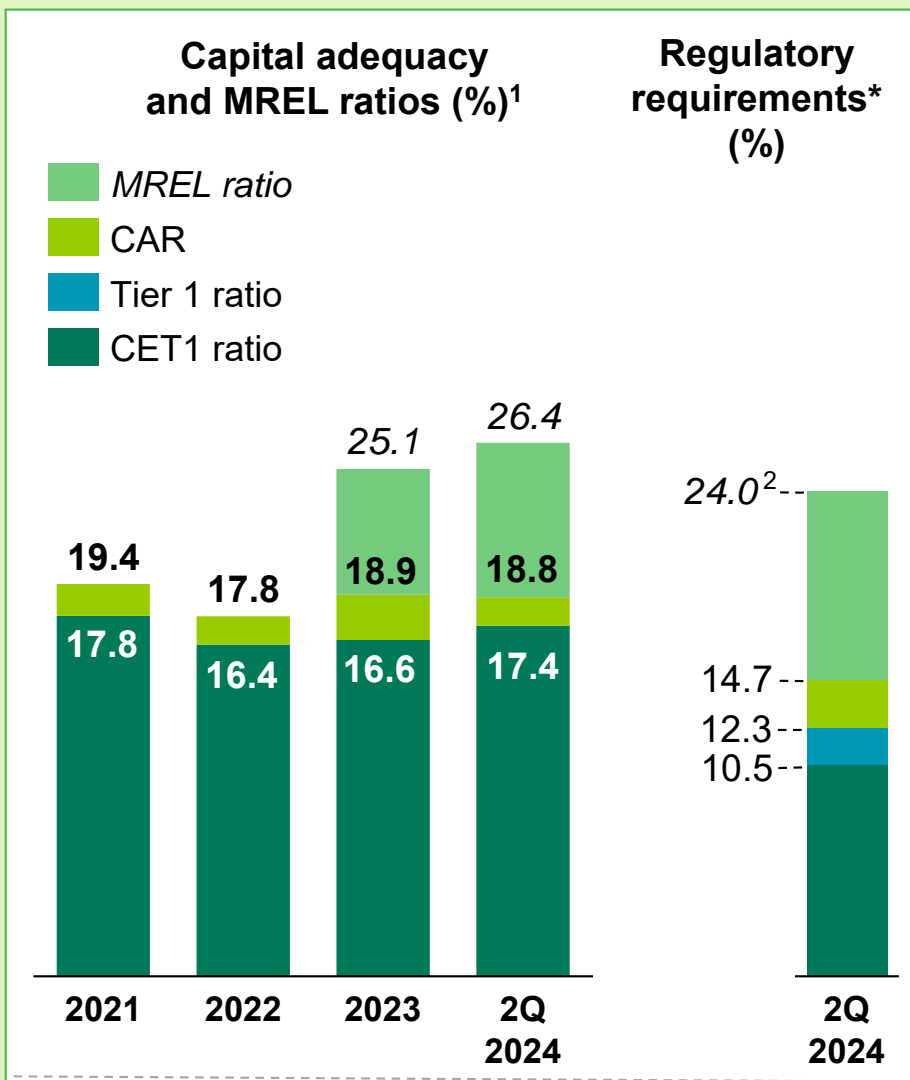
<sup>1</sup> In % of total gross loans.



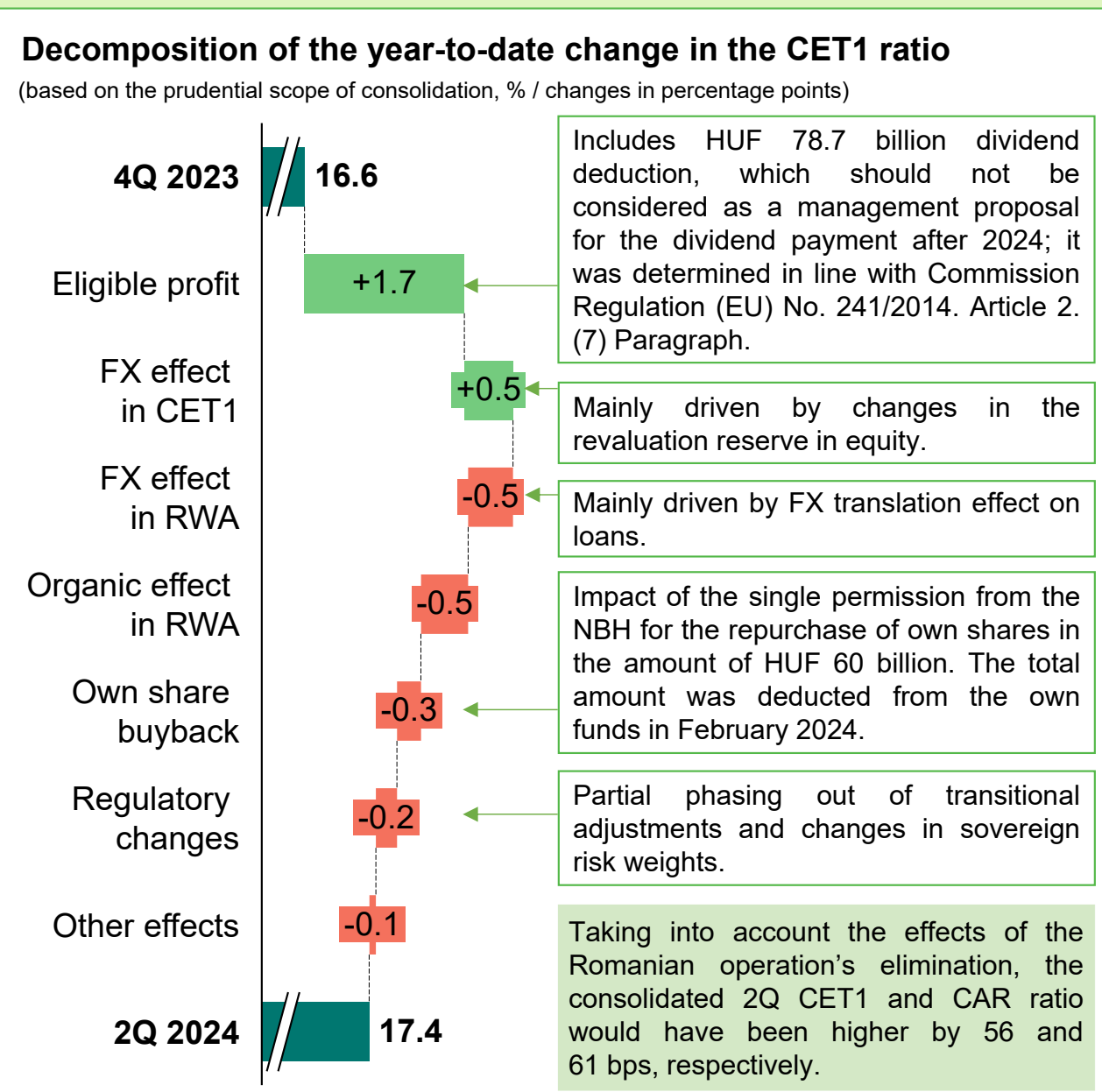
## Development of the own provision coverage ratios in different Stage categories

		<b>Cons.</b> 	<b>Core</b> (Hungary) 	<b>DSK</b> (Bulgaria) 	<b>SKB+ NKBM</b> (Slovenia) 	<b>OBH</b> (Croatia) 	<b>OBSrb</b> (Serbia) 	<b>Ipoteka</b> (Uzbek.) 	<b>OBU</b> (Ukraine) 	<b>CKB</b> (Monten.) 	<b>OBA</b> (Albania) 	<b>OBM</b> (Moldova) 	<b>OBRu</b> (Russia) 	<b>OBR</b> (Romania) 	<b>Merk.</b> (Hung. leasing) 
Stage 1 own coverage	<u>4Q 21</u>	1.0%	1.0%	1.0%	0.3%	0.6%	0.7%	-	1.9%	1.0%	1.2%	1.3%	3.8%	1.0%	0.4%
	<u>4Q 22</u>	1.0%	0.8%	1.1%	0.2%	0.5%	0.9%	-	2.1%	1.2%	1.0%	2.3%	5.1%	1.1%	0.4%
	<u>4Q 23</u>	0.9%	0.8%	0.7%	0.3%	0.6%	0.7%	2.7%	1.9%	0.8%	0.9%	1.3%	3.0%	1.2%	0.8%
	<u>2Q 24</u>	0.8%	0.7%	0.7%	0.2%	0.5%	0.6%	2.7%	1.9%	0.8%	0.9%	1.3%	2.9%	1.1%	0.8%
Stage 2 own Coverage	<u>4Q 21</u>	10.0%	8.9%	15.5%	5.0%	5.9%	6.1%	-	18.5%	6.5%	11.4%	13.6%	31.1%	8.4%	5.3%
	<u>4Q 22</u>	10.7%	8.6%	16.0%	2.4%	7.3%	7.0%	-	18.1%	8.9%	9.4%	18.3%	31.5%	9.6%	4.5%
	<u>4Q 23</u>	9.2%	7.8%	9.3%	3.4%	7.6%	6.7%	21.6%	14.4%	5.1%	8.2%	11.7%	22.7%	8.5%	7.0%
	<u>2Q 24</u>	9.1%	7.7%	8.9%	3.9%	7.1%	6.5%	20.6%	13.7%	4.9%	7.9%	11.4%	23.2%	8.5%	6.7%
Stage 1+2 own Coverage	<u>4Q 21</u>	2.3%	2.5%	2.5%	0.9%	1.3%	1.1%	-	3.0%	1.9%	2.3%	2.1%	7.5%	2.1%	1.5%
	<u>4Q 22</u>	2.2%	1.8%	2.3%	0.4%	1.4%	1.6%	-	10.0%	1.8%	1.8%	5.0%	8.8%	2.4%	1.0%
	<u>4Q 23</u>	2.0%	1.9%	1.8%	0.6%	1.5%	1.5%	6.3%	5.9%	1.1%	1.6%	2.5%	6.6%	2.3%	1.3%
	<u>2Q 24</u>	1.9%	1.7%	1.6%	0.6%	1.3%	1.4%	6.5%	4.6%	1.1%	1.6%	2.4%	6.2%	2.3%	1.2%
Stage 3 own Coverage	<u>4Q 21</u>	60.5%	42.7%	68.2%	56.1%	61.4%	53.6%	-	69.6%	66.0%	73.3%	54.3%	95.1%	57.5%	60.0%
	<u>4Q 22</u>	61.0%	43.2%	60.2%	68.4%	70.6%	59.8%	-	75.3%	64.4%	54.4%	61.3%	93.6%	54.1%	53.1%
	<u>4Q 23</u>	60.8%	55.9%	57.1%	41.4%	72.0%	63.8%	38.0%	77.9%	67.2%	53.3%	60.1%	95.0%	51.9%	44.1%
	<u>2Q 24</u>	61.0%	55.9%	57.9%	51.6%	74.5%	65.8%	38.6%	77.0%	68.7%	51.5%	51.2%	95.1%	54.2%	42.1%

The Group's capital and liquidity position is strong. The CET1 ratio improved in the first half thanks to strong underlying capital generating capability. The sale of OTP Bank Romania is not yet reflected in capital adequacy ratios



\* Excluding Pillar 2 Guidance (P2G). NBH determined the P2G ratio at 0.5% on the top of the minimum capital requirements. The guidance is effective as of 1 January 2024, which should be met with CET1 capital and does not impact the minimum MREL requirement.






<sup>1</sup> Indicators are calculated based on the prudential scope of consolidation. In case of the MREL ratio, the calculation is based on OTP Bank Resolution Group's figures. In the absence of additional core capital (AT1), the Tier 1 rate is the same as the CET1 rate. <sup>2</sup> MREL ratio: sum of the minimum requirement (18.94% of OTP Bank Resolution Group's RWA) determined by the Joint Decision of the Resolution College effective from 01/01/2024 and the Combined Buffer Requirement.

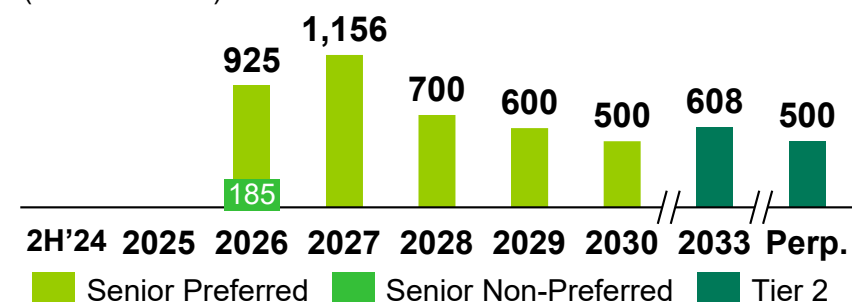


## Robust liquidity position: 74% net loan to deposit ratio, 220% LCR, 152% NSFR and relatively benign redemption profile

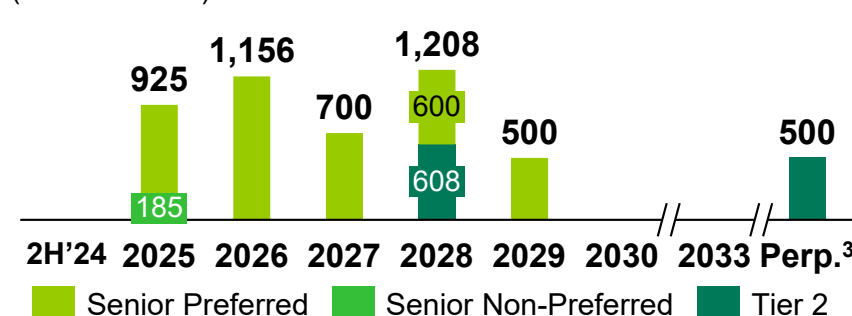
### OTP Bank outstanding FX wholesale bonds

Issue Date	Instrument	Call Date	Maturity Date	Actual Coupon	Issuance Currency	Issued Amt. / External obligation <sup>1</sup> (in mn)
16/10/2024	SP	16/10/2029	16/10/2030	4.250%	EUR	500 / 500
31/07/2024	SP	31/07/2026	31/07/2027	4.100%	CNY	300 / 300
12/06/2024	SP 	12/06/2027	12/06/2028	4.750%	EUR	700 / 700
31/01/2024	SP	31/01/2028	31/01/2029	5.000%	EUR	600 / 598
22/12/2023	SNP	22/06/2025	22/06/2026	6.100%	EUR	75 / 75
13/10/2023	SP	13/10/2025	13/10/2026	8.100%	RON	170 / 170
05/10/2023	SP	05/10/2026	05/10/2027	6.125%	EUR	650 / 649
27/06/2023	SNP	27/06/2025	27/06/2026	7.500%	EUR	110 / 110
25/05/2023	SP	25/05/2026	25/05/2027	7.500%	USD	500 / 500
15/02/2023	Tier 2	15/02-15/05/2028	15/05/2033	8.750%	USD	650 / 649
01/12/2022	SP	04/03/2025	04/03/2026	7.350%	EUR	650 / 647
29/09/2022	SP 	29/09/2025	29/09/2026	7.250%	USD	60 / 60
13/07/2022	SP 	13/07/2024	called in July '24	5.500%	EUR	400 / 399
15/07/2019	Tier 2	15/07/2024	called in July '24	2.875%	EUR	500 / 498
07/11/2006	Tier 2	quarterly callable <sup>3</sup>	Perpetual	6.788%	EUR	500 / 231







### OTP Bank FX MREL-eligible bond maturity profile<sup>2</sup> (in EUR million)



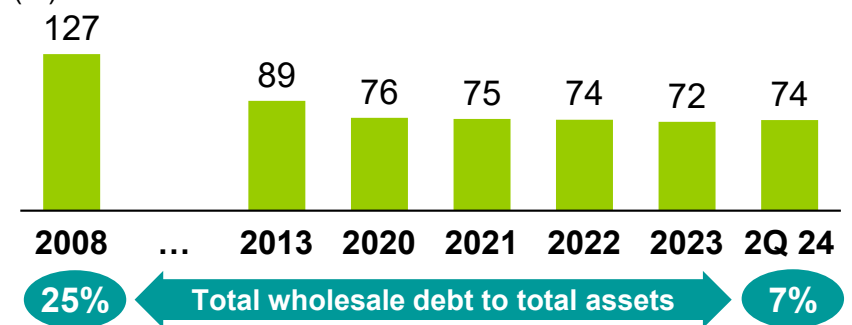
### OTP Bank FX MREL-eligible bond call date profile<sup>2</sup> (in EUR million)



### Major ratios suggest strong liquidity position

2Q 2024						
Net Loan / Deposit Ratio (%)	74	87	88	82	72	88
Basel III Leverage Ratio (%)	9.5	5.5	7.2	7.6	5.9	5.5
Liquidity Coverage Ratio (LCR, %)	220	160	154	210	163	>140
Net Stable Funding Ratio (NSFR, %)	152	139	142 <sup>4</sup>	147	124	>125

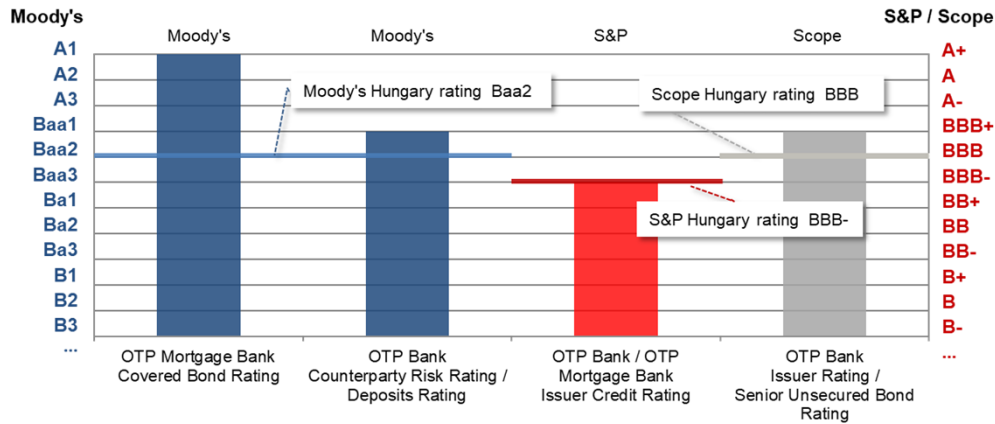
### Consolidated net loan / (deposit + retail bond) ratio (%)



<sup>1</sup> Consolidated external obligation of as of 30 Jun 2024, except for the bond issued in Jul and October 2024. <sup>2</sup> Based on issued notional, without the EUR 400mn SP and EUR 500mn Tier2 bonds called in July 2024. <sup>3</sup> The perpetual bond is callable on the following dates each year: 7 Feb, 7 May, 7 Aug and 7 Nov. <sup>4</sup> NSFR as of May 2024.

# OTP Bank ratings closely correlate with the sovereign ceilings

## Hungarian sovereign, OTP Bank and OTP Mortgage Bank ratings



## Long-term credit ratings of OTP Group member banks

	Moody's	S&P	Scope
<b>OTP Bank</b>	-	BBB-	BBB+
Counterparty Rating <sup>1</sup>	Baa1	BBB-	-
Deposits	Baa1	-	-
Senior Preferred Bonds	Baa3	BBB-	BBB+
Non-preferred Senior Bonds	-	-	BBB
Tier 2 Bonds (with maturity)	Ba2	BB	BB+
<b>OTP Mortgage Bank</b>	Baa3	BBB-	-
Counterparty Rating <sup>1</sup>	Baa1	BBB-	-
Covered Bonds <sup>2</sup>	A1	-	-

## Composition of main ratings by Moody's and S&P

Moody's		S&P	
<b>Macro Factors</b>		<b>Macro Factors</b>	
Weighted Macro Profile	Moderate-	Anchor	bbb-
<b>Financial Profile</b>		<b>Bank-Specific Factors</b>	
Combined Solvency Score	ba1	Business position	+1
Combined Liquidity Score	baa3	Capital and earnings	0
Financial Profile	ba1	Risk position	-1
		Funding and liquidity	+1
<b>Qualitative Adjustments &amp; Support</b>		<b>Stand-Alone Credit Profile</b>	
Total qualitative adjustment & Support	0	bbb	
Adjusted BCA	ba1	<b>External Support</b>	
<b>Loss Given Failure (LGF) Analysis</b>		Total support	
Counterparty Risk / Deposits	+3	0	
Senior unsecured	0	<b>Additional Factors</b>	
<b>Government support considerations</b>		Additional factors	
Senior unsecured	+1	-1	
<b>Counterparty Risk Rating / Deposit Rating</b>		Issuer Credit Rating	
Baa1		BBB-	
<b>Senior Unsecured Rating</b>		Senior Preferred Notes	
Baa3		BBB-	

<sup>1</sup> Long-term Counterparty Risk Rating for Moody's and long-term Resolution Counterparty Rating for S&P Global.

<sup>2</sup> Not every covered bond has been assigned a Moody's rating.

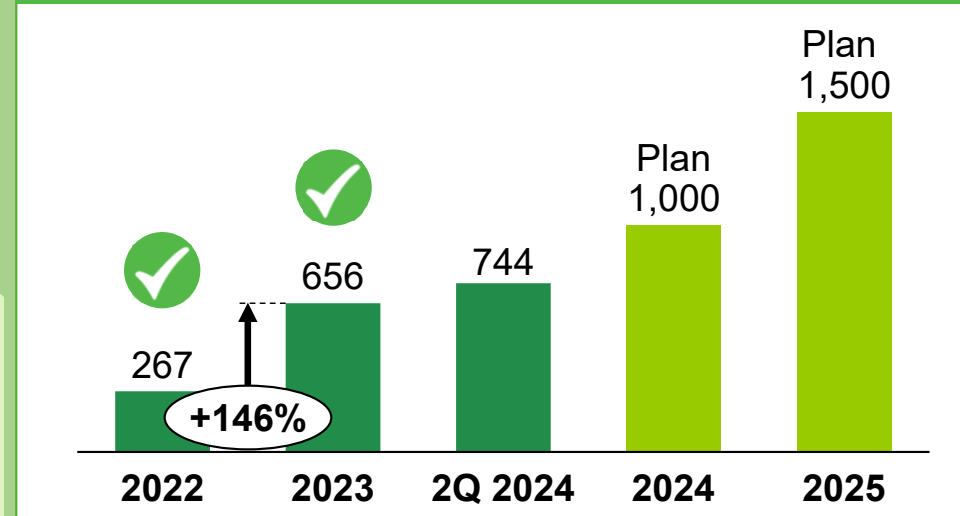


The delivery of ESG obligations and goals set by the Bank's ESG strategy is on track according to schedule

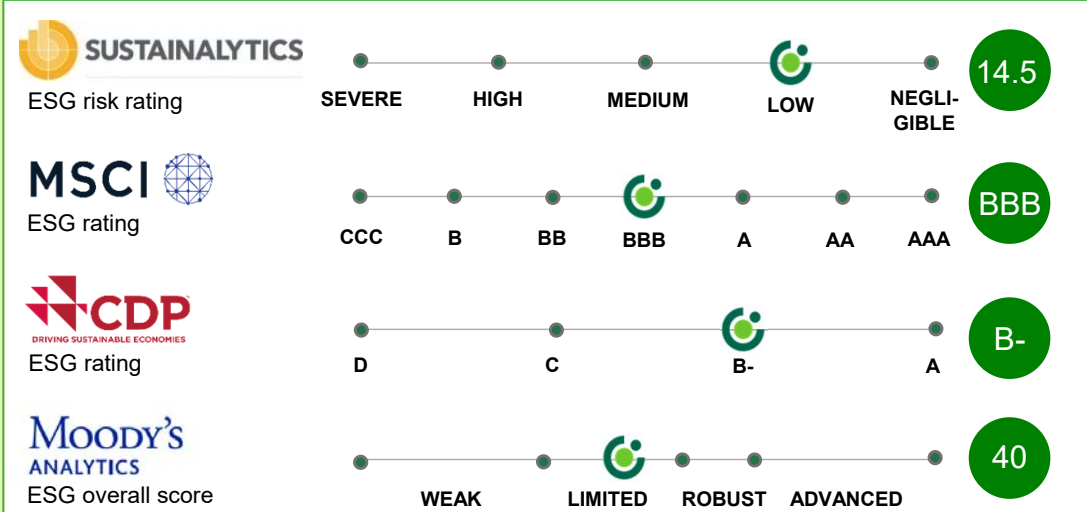
## ESG RESULTS AND TARGETS

	2Q 2024 Actual	Long-term KPIs
<b>Building the green loan portfolio<sup>1</sup></b>	Corporate: <b>HUF 575 billion</b> Retail: <b>HUF 169 billion</b>	Green loans of <b>HUF 1,500 billion</b> in total <b>by 2025</b> for the Group
<b>Responsible employer</b>	<b>Employee engagement</b> was 72% on group level	<b>Steady increase</b> in employee engagement, to reach global 75 <sup>th</sup> percentile (in 2023: 78%)
<b>Reducing own emissions</b>	<b>Net carbon neutrality reached</b> in Hungarian operation	<b>Total carbon neutrality by 2030</b> on Group level
<b>Transparent responsibility</b>	OTP Bank Plc. is <b>signatory of UN PRB</b> ; Integrated Report	OTP Bank will become a member of <b>S&amp;P Dow Jones Sustainability Index</b> by 2025

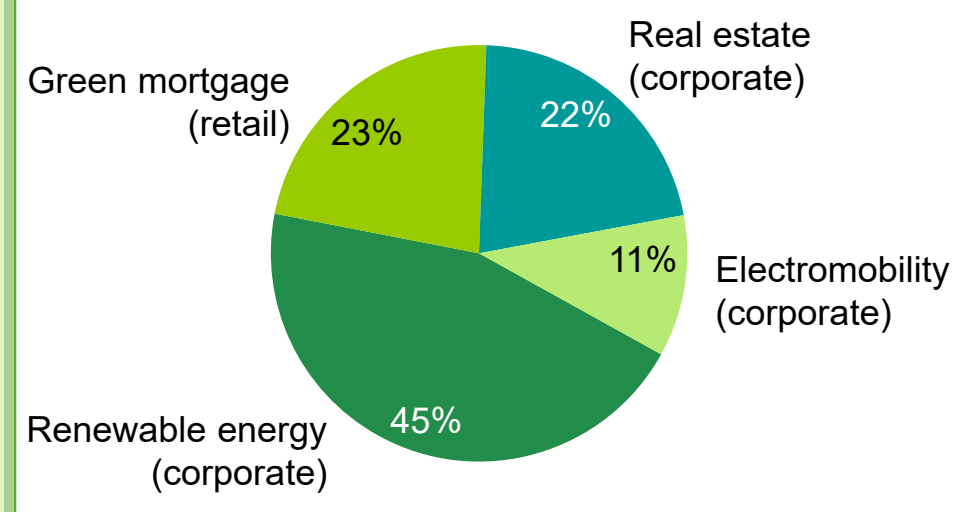
## Green loan stock<sup>1</sup> (consolidated, HUF billion)



## OTP Bank's actual ESG ratings



## Distribution of green portfolio by purpose (consolidated, end of 2Q 2024)



<sup>1</sup> According to OTP Group's internal definition for green loans.

**OTP Group's outstanding performance has traditionally been recognized by professional organizations**



**'Best Bank in CEE 2018 and 2021'**  
**'Best Digital Bank in CEE 2023'**

'Best Bank in Hungary 2017, 2018, 2020, 2021, 2022 and 2023'  
 'Best Bank in Albania 2020, 2021, 2022 and 2023'  
 'Best Bank in Bulgaria 2024'  
 'Best Bank in Slovenia 2023'



**'Bank of the Year in CEE 2021 and 2022'**  
 'Bank of the Year in Hungary 2020, 2021 and 2022'  
 'Bank of the Year in Albania in 2022 and 2023'  
 'Bank of the Year in Croatia in 2023'  
 'Bank of the Year in Montenegro in 2023'  
 'Bank of the Year in Slovenia in 2020, 2021, 2022 and 2023'



**'Best Bank in CEE 2024'**  
 'Best Bank in Hungary in 2024' since 2012 in all consecutive years  
 'Best Bank in Croatia in 2024'  
 'Best Bank in Montenegro in 2024'  
 'Best Bank in Slovenia in 2024'



'Best Integrated Consumer Banking Site in CEE in 2024'  
 'Best User Experience (UX) Design in CEE in 2024'  
 'Best Consumer Digital Bank in Hungary in 2019, 2020, 2021, 2022, 2023 and 2024'



'Best SME Bank in CEE in 2022'  
 'Best SME Bank in Hungary in 2022, 2023 and 2024'



'Best Private Bank in Emerging Markets in 2023'  
 'Best Private Bank in CEE in 2022, 2023 and 2024'  
 'Best Private Bank in Hungary in 2020, 2021, 2022, 2023 and 2024'



'The World's Best Bank for Sustainability Transparency (Global Award) for 2024'  
 'The Best bank for Sustainability Transparency in CEE'  
 'The Best Bank for Sustainable Financing in Emerging Markets in CEE'  
 'The Best Bank for ESG-Related Loans in CEE'



'Bank of the Year Grand Prize'  
 'Bank of the Year Main Prize'



'Best Investment Bank in CEE in 2023'



'Best FX providers in Hungary in 2017, 2018, 2019, 2020, 2021, 2022, 2023 and 2024'  
 'Best FX providers in Bulgaria in 2021, 2022, 2023 and 2024'  
 'Best FX providers in Serbia in 2023 and 2024'



'Best Private Bank in CEE'  
 'Best Private Bank in Serbia'  
 'Best Private Bank in Slovenia'  
 'Best Private Bank in Ukraine'



'Best Private Bank in Hungary'  
 'Best Private Bank in CEE for Customer Service'

'OTP LAB has again earned the "Best Financial Innovation Labs" award from Global Finance Magazine in 2024.'

Based on the developments in the first six months, in 2024 the consolidated net interest margin may be higher than in 2023 (3.93%).

The guidance for all other performance indicators was upheld by the management:

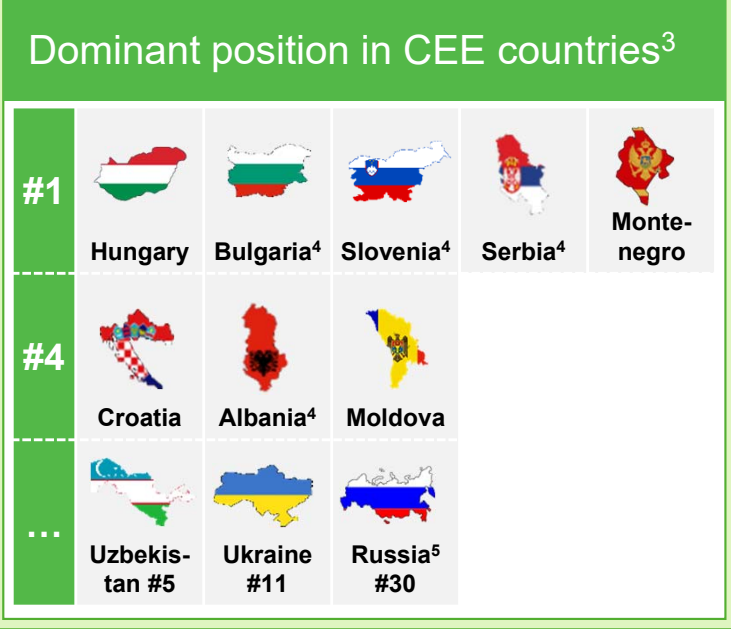
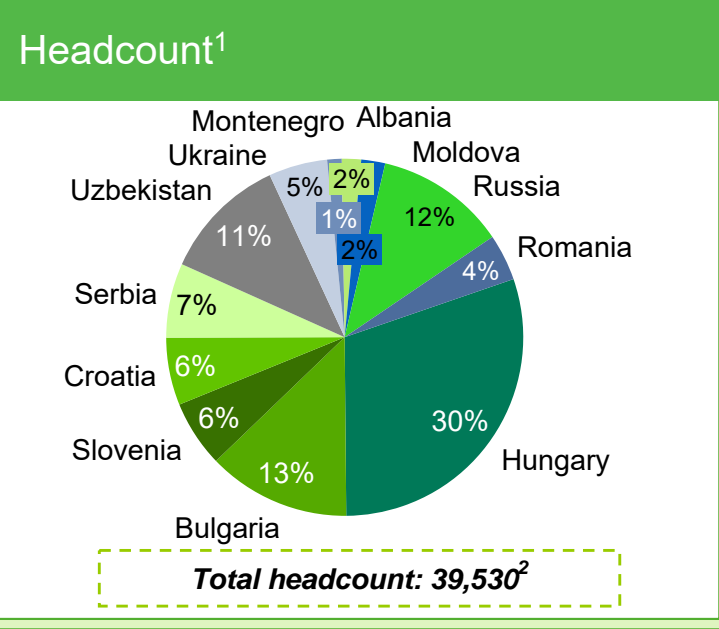
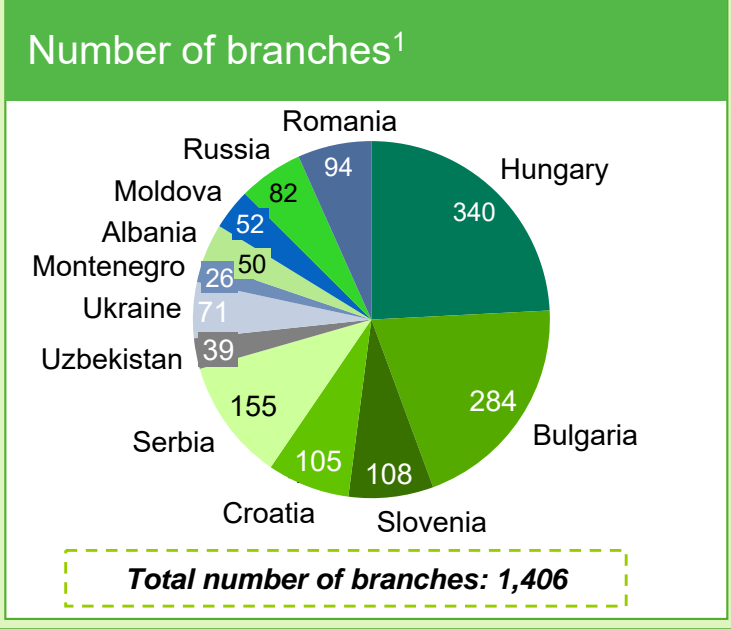
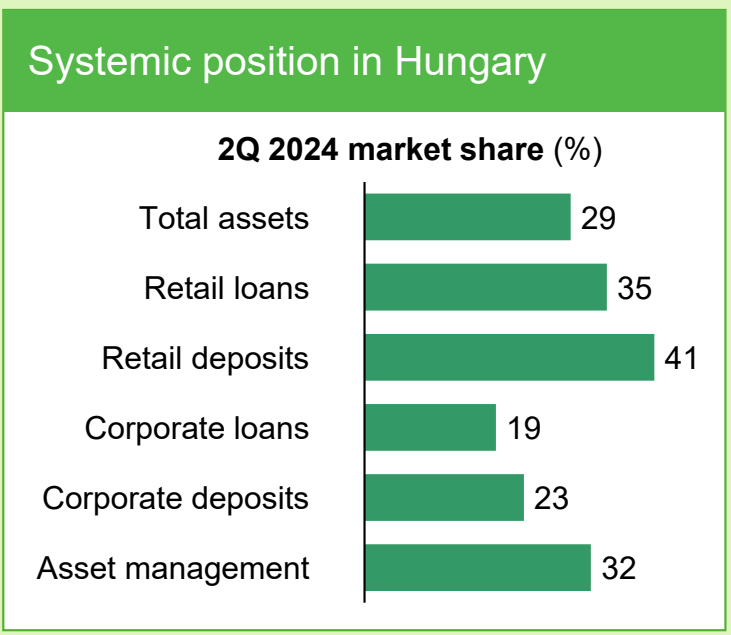
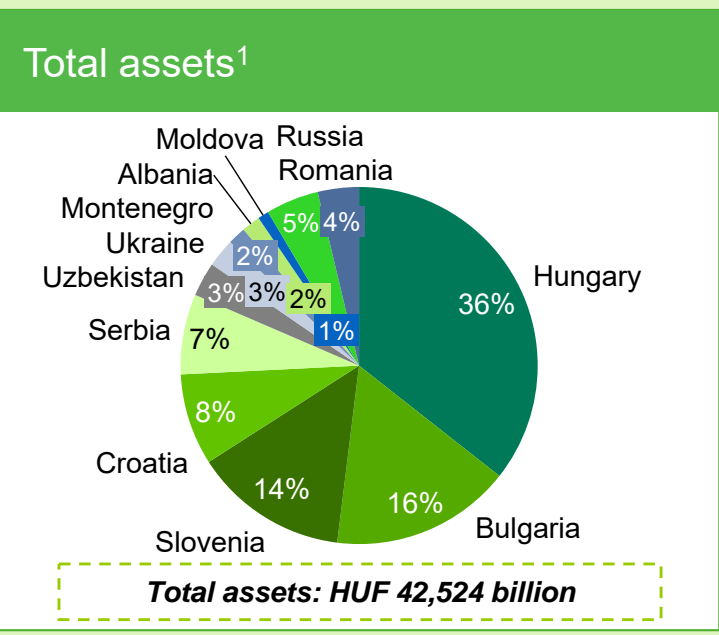
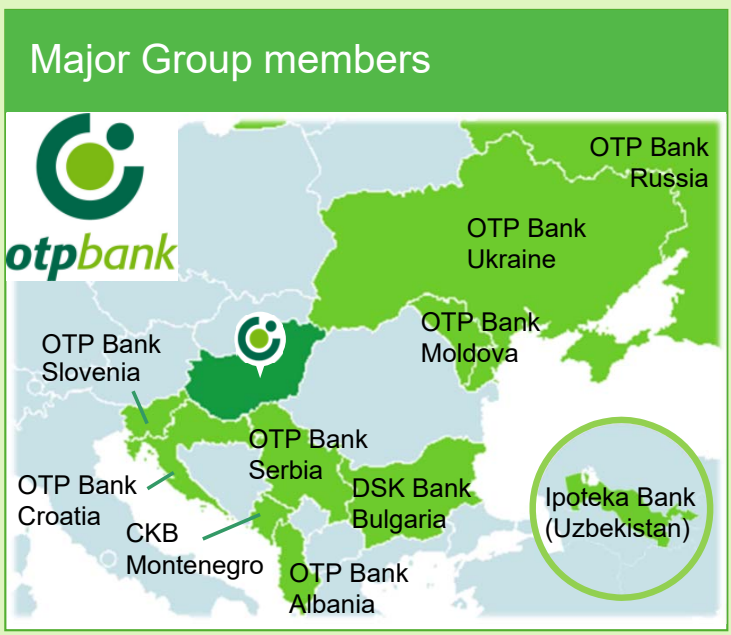
- FX-adjusted organic performing loan volume growth may be higher than 6% in 2023.
- The consolidated cost-to-income ratio may be around 45%.
- Portfolio risk profile may be similar to 2023.
- Leverage is expected to decline, therefore ROE may be lower than in 2023 (27.2%).

---

## Further details and financials



Currently OTP Group provides universal banking services to almost 17 million active customers in 11 countries, in many of them with dominant market position

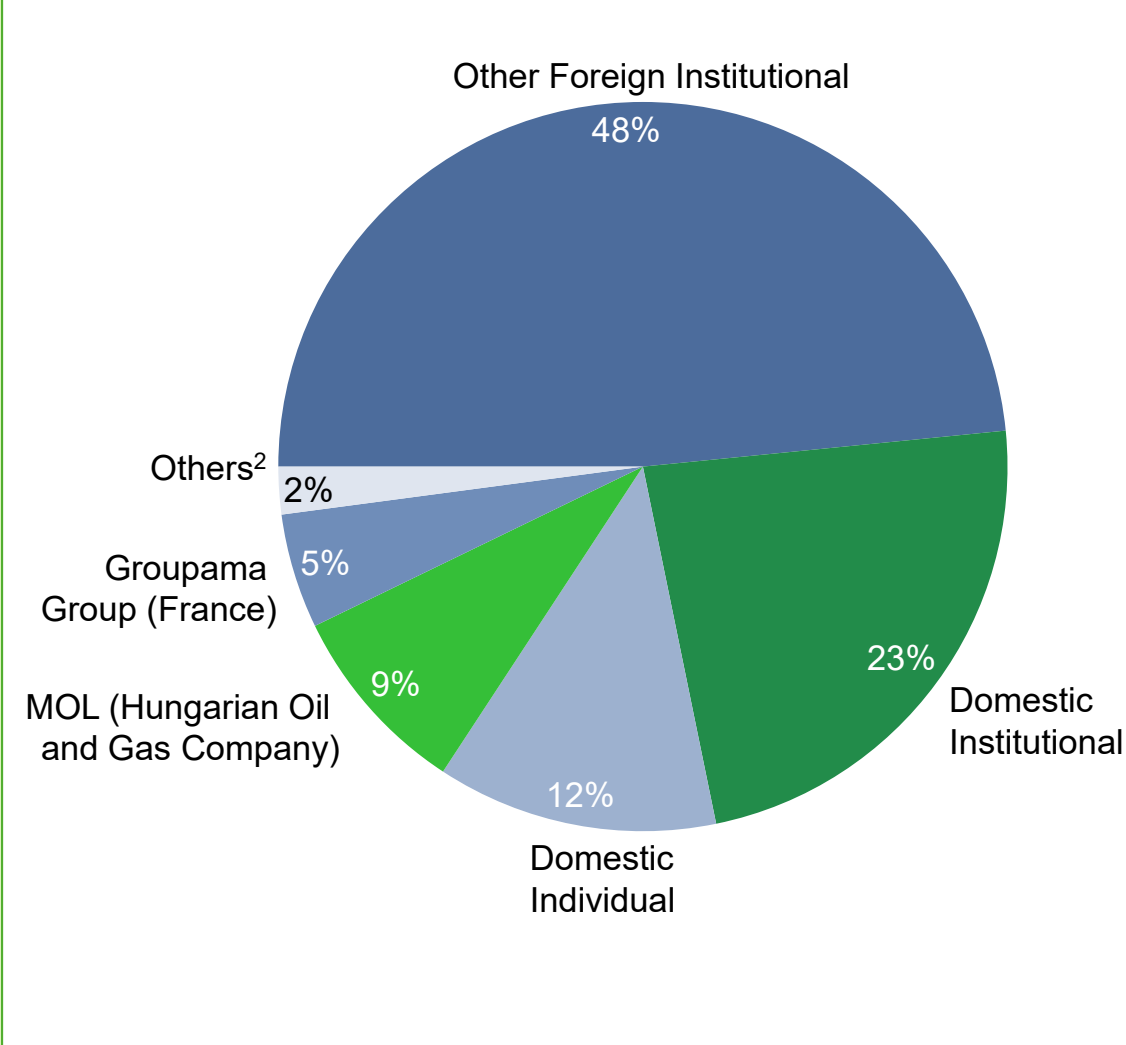


<sup>1</sup> As at 2Q 2024. <sup>2</sup> Excluding selling agents employed at OTP Bank Russia and at OTP Bank Ukraine. <sup>3</sup> Market shares as a % of total assets unless otherwise noted; latest available data; source: National Banks, Banking Associations, Golden books. <sup>4</sup> Based on net loans. <sup>5</sup> Based on gross loans.

**OTP Bank offers a unique investment opportunity to access the CEE banking sector. The Bank is a well-diversified and transparent player without strategic investors**

**Market capitalization: EUR 12.4 billion<sup>1</sup>**

**Ownership structure of OTP Bank on 30 June 2024**

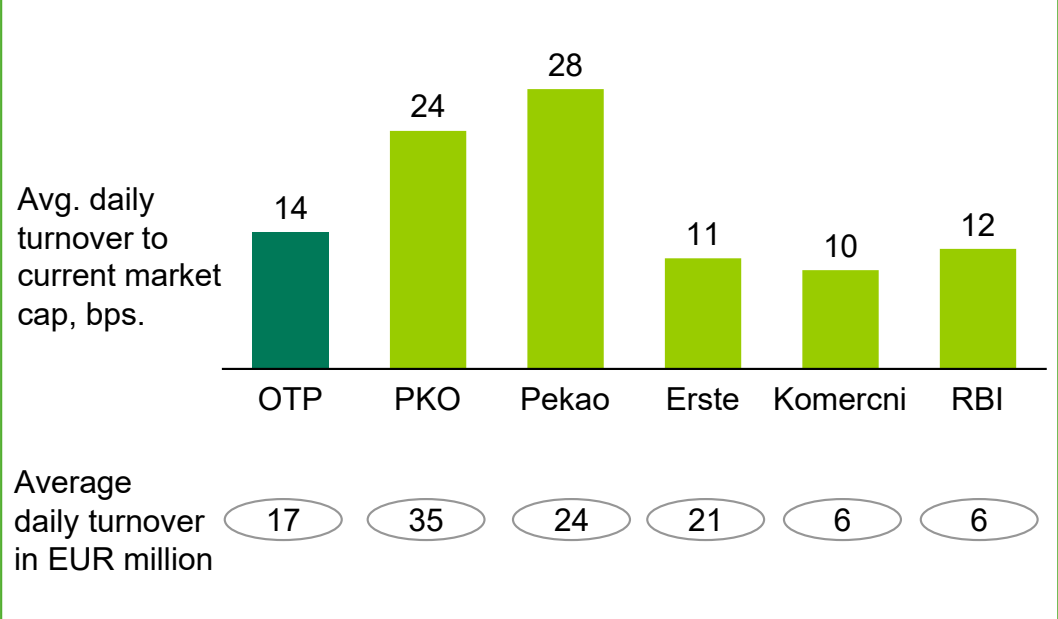


Total number of ordinary shares: 280,000,010, each having a nominal value of HUF 100 and representing the same rights.

**Since the IPO in 1995 / 1997, OTP Bank has not raised capital on the market, nor received equity from the state.**

No direct state involvement, the Golden Share was abolished in 2007.

**OTP is one of the most liquid stocks in a peer group comparison in terms of average daily turnover<sup>3</sup>**

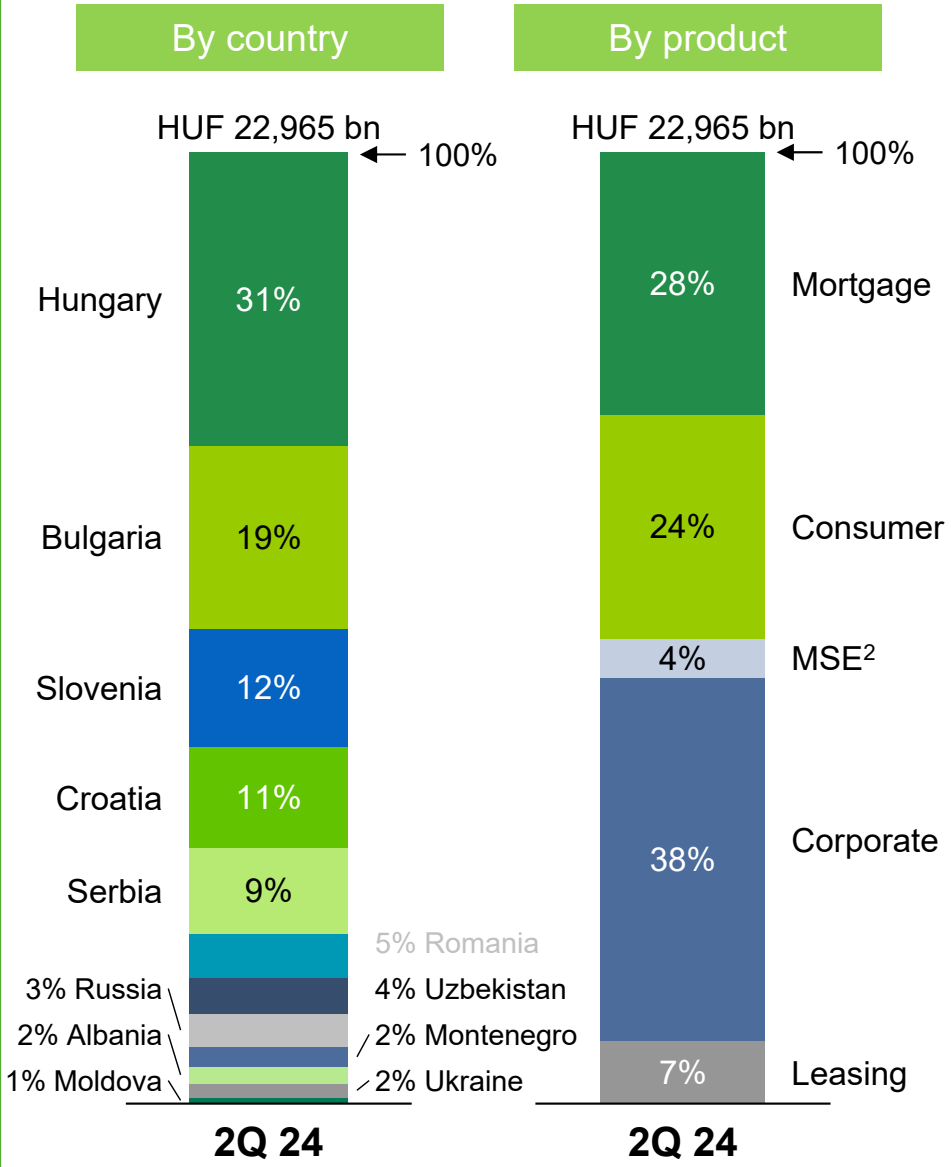


<sup>1</sup> On 7 August 2024.  
<sup>2</sup> Foreign individuals, international development institutions, government held owner and non-identified shareholders.  
<sup>3</sup> Based on the last 6M data (end date: 7 August 2024) on the primary stock exchange.

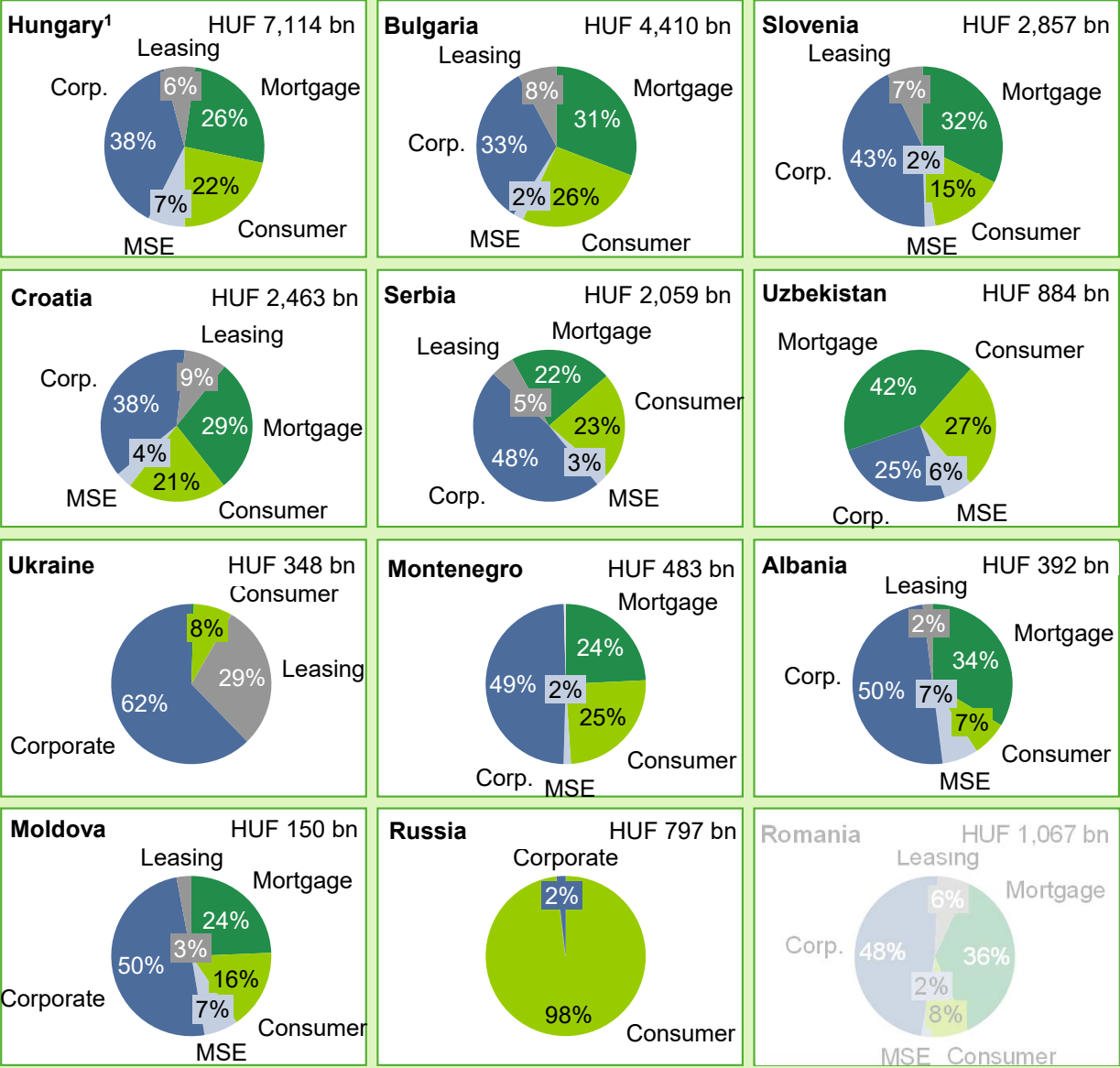


Close to 80% of the total net loan book is invested in EU countries, while Hungary's share within the Group stood at 31%

**Breakdown of the consolidated net loan book**



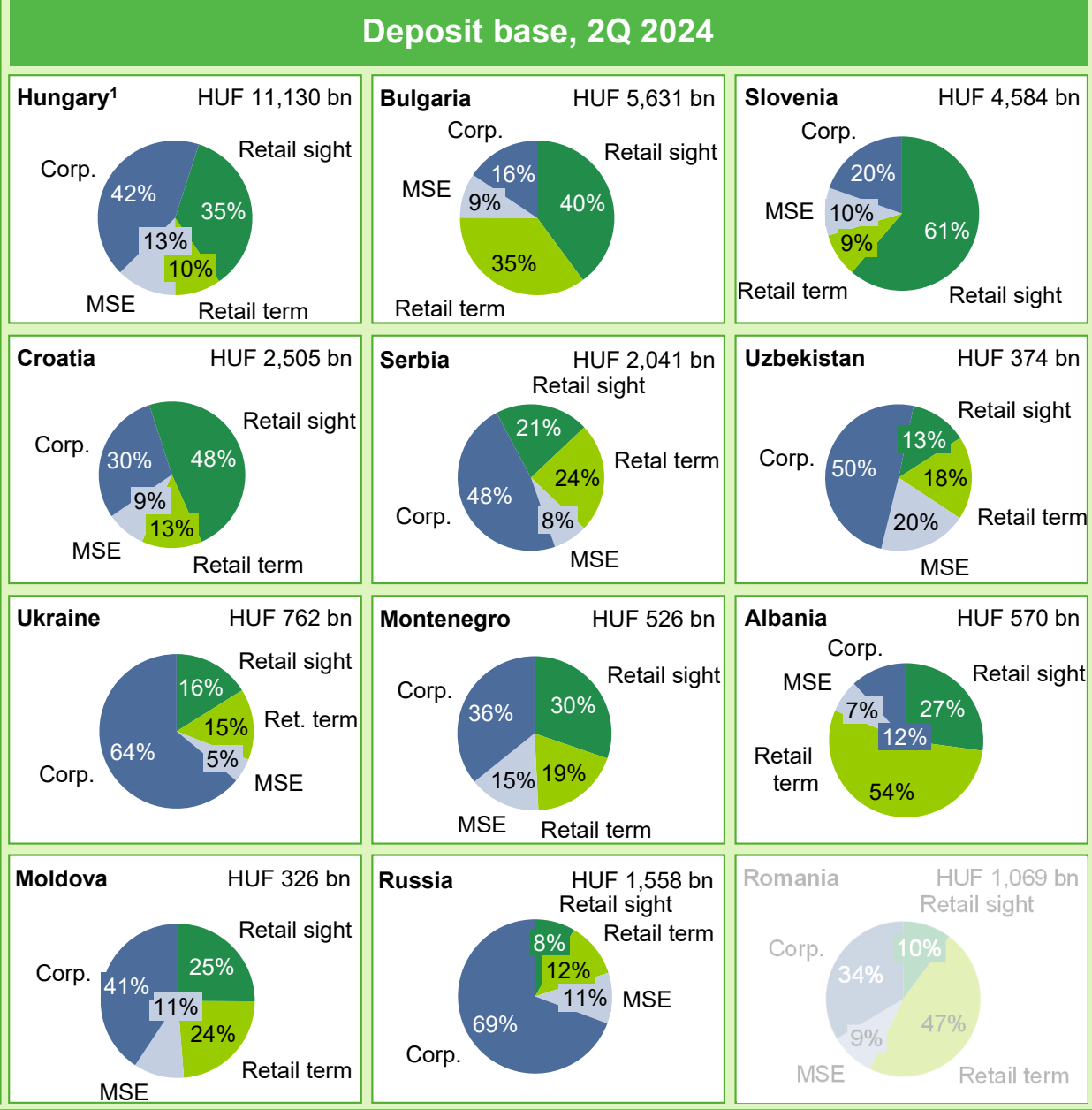
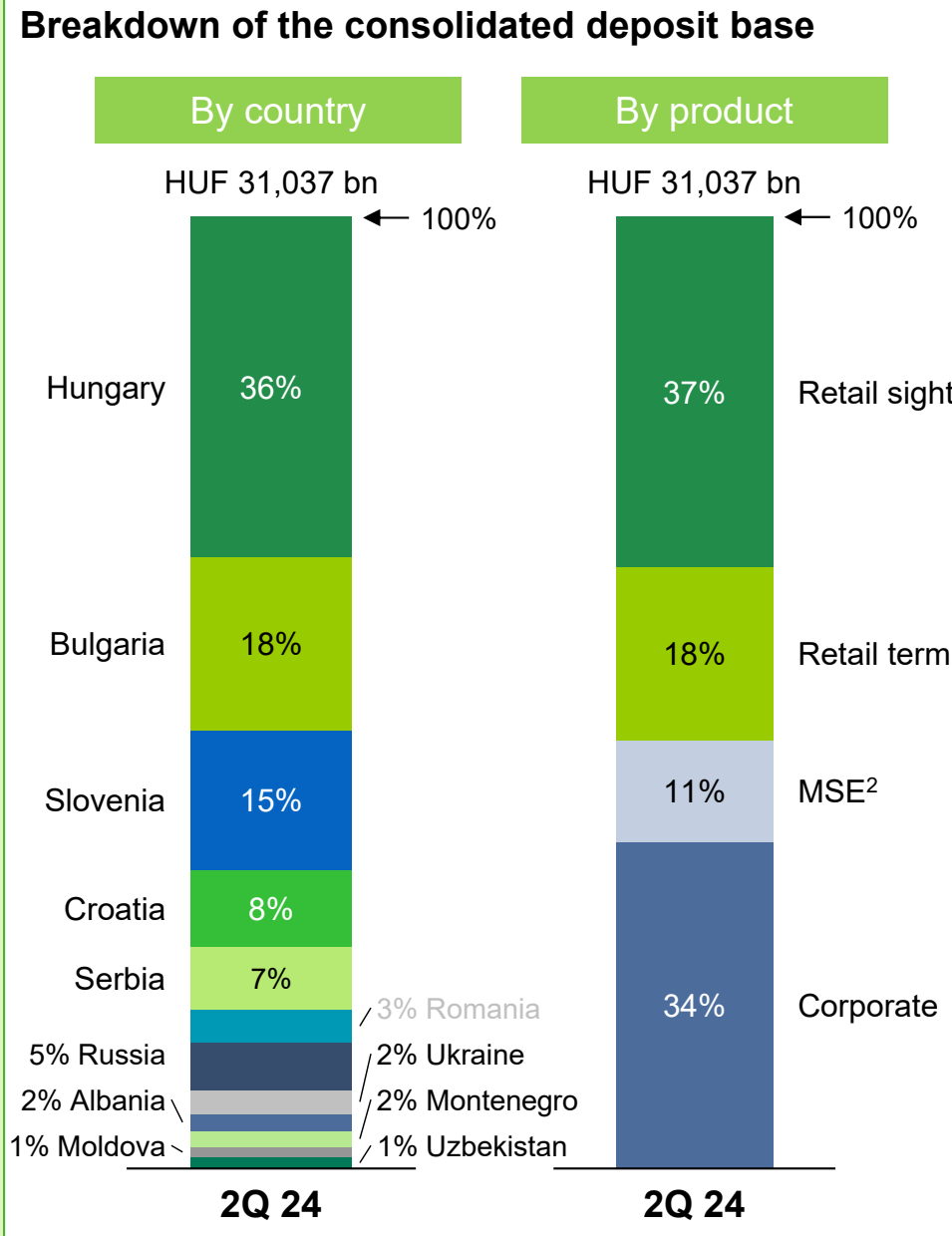
**Net loan book, 2Q 2024**



<sup>1</sup> Including OTP Core and Merkantil Group (Hungarian leasing).

<sup>2</sup> MSE = micro and small enterprises.

**36% of the consolidated deposit book is held in Hungary, while Bulgaria and Slovenia together hold another third. Household volumes account for 55% of the total deposit base**



<sup>1</sup> Including OTP Core and Merkantil Group (Hungarian leasing).  
<sup>2</sup> MSE = micro and small enterprises.





## The consolidated ROE was close to 24% in 1H 2024




	2003-2008 average	2009-2013 average	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	1H 2024
ROE	29.4%	8.3%	-7.4%	5.1%	15.4%	18.5%	18.7%	20.3%	10.9%	17.0%	11.0%	27.2%	23.6%
ROE (adjusted)	29.0%	11.6%	8.5%	9.6%	15.4%	18.7%	19.1%	20.6%	13.0%	18.5%	18.8%	24.9%	23.6%
Total Revenue Margin <sup>1</sup>	8.60%	8.17%	7.74%	6.98%	6.79%	6.71%	6.33%	6.28%	5.37%	5.21%	5.31%	6.04%	6.11%
Net Interest Margin <sup>1</sup>	6.02%	6.28%	5.96%	5.12%	4.82%	4.56%	4.30%	4.12%	3.61%	3.51%	3.51%	3.93%	4.29%
Net Fee&Comm. Margin	1.50%	1.47%	1.59%	1.55%	1.62%	1.75%	1.58%	1.65%	1.34%	1.29%	1.27%	1.29%	1.27%
Other income Margin <sup>1</sup>	1.08%	0.41%	0.19%	0.31%	0.35%	0.41%	0.44%	0.52%	0.41%	0.41%	0.53%	0.82%	0.56%
Operating Costs / Average Assets	4.47%	3.80%	3.85%	3.62%	3.70%	3.68%	3.57%	3.31%	2.90%	2.59%	2.53%	2.64%	2.59%
Cost / Income	51.9%	46.5%	49.8%	52.0%	54.4%	54.9%	56.3%	52.7%	54.1%	49.7%	47.6%	43.6%	42.4%
Credit Risk Cost Rate <sup>2</sup>	0.90%	3.37%	3.68%	3.18%	1.14%	0.43%	0.23%	0.28%	1.15%	0.30%	0.73%	0.34%	0.15%
CET1 ratio <sup>3</sup>	9.1%	13.4%	14.0%	13.6%	15.6%	15.4%	16.5%	14.4%	15.4%	17.8%	16.4%	16.6%	17.4%

<sup>1</sup> Excluding one-off items. <sup>2</sup> Provision for impairment on loan and placement losses-to-avg. gross loans ratio. <sup>3</sup> Until 2006 calculated from Hungarian Accounting Standard-based unconsolidated figures as 'quasi CET1' divided by RWAs, whereby 'quasi CET1' is calculated as Primary capital less proportional deductions. From 2014, consolidated CET1 ratio is calculated based on the prudential scope of consolidation according to CRR.

## In 2024 economic growth is expected to accelerate in most operating countries

	 Hungary				 Bulgaria				 Slovenia				 Croatia			
	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025F
<b>GDP growth</b> (annual, %)	4.6	-0.9	1.5	2.8	3.9	1.8	2.3	2.8	2.5	1.6	1.7	2.2	7.0	3.1	3.5	3.0
<b>Unemployment</b> (%)	4.1	4.1	4.5	4.7	5.1	5.0	4.2	4.0	4.0	3.7	3.3	3.1	7.0	6.2	6.0	5.5
<b>Budget balance</b> (% of GDP)	-6.2	-6.7	-4.5	-4.7	-2.8	-3.0	-3.1	-2.6	-3.0	-2.5	-2.4	-2.1	0.1	-0.7	-1.0	-0.5
<b>Inflation</b> (avg, %)	14.5	17.6	3.7	4.0	15.3	9.5	2.8	2.5	9.3	7.2	2.1	2.4	10.7	8.1	2.8	2.3
<b>Reference rate</b> <sup>1</sup> (eop, %)	16.1	10.3	6.1	5.5	1.4	4.0	3.5	2.5	2.0	4.0	3.4	2.3	2.0	3.9	3.4	2.3

	 Serbia				 Uzbekistan				 Ukraine				 Montenegro			
	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025F
<b>GDP growth</b> (annual, %)	2.5	2.5	3.8	4.1	5.7	6.0	6.1	5.3	-28.8	5.3	3.3	5.3	6.4	6.0	3.7	6.4
<b>Unemployment</b> (%)	9.4	9.5	9.0	8.7	8.9	8.4	7.9	7.4	21.0	20.0	17.0	14.0	14.7	14.1	13.9	14.7
<b>Budget balance</b> (% of GDP)	-3.1	-2.2	-2.1	-2.3	-4.3	-4.9	-4.5	-4.0	-16.1	-20.4	-21.0	-18.0	-4.3	0.2	-3.5	-7.5
<b>Inflation</b> (avg, %)	11.9	12.1	4.5	3.3	11.4	10.0	9.7	7.8	20.2	12.9	5.8	8.0	13.0	8.6	4.8	7.5
<b>Reference rate</b> <sup>1</sup> (eop, %)	5.0	6.5	5.5	4.8	15.0	14.0	13.5	12.5	25.0	15.0	13.0	11.0	-	-	-	-

	 Albania				 Moldova				 Russia			
	2022	2023	2024F	2025F	2022	2023	2024F	2025F	2022	2023	2024F	2025F
<b>GDP growth</b> (annual, %)	4.9	3.4	4.1	4.1	-5.9	0.7	3.3	4.2	-1.2	3.6	3.8	1.5
<b>Unemployment</b> (%)	11.3	10.3	10.8	10.4	3.1	4.6	4.4	4.3	3.9	3.2	2.7	3.0
<b>Budget balance</b> (% of GDP)	-3.8	-1.3	-1.5	-2.5	-3.3	-5.2	-4.5	-3.5	-2.1	-1.9	-1.1	-0.7
<b>Inflation</b> (avg, %)	6.7	4.8	2.1	2.3	28.8	14.1	4.7	6.0	13.8	6.0	8.3	6.8
<b>Reference rate</b> <sup>1</sup> (eop, %)	2.8	3.3	3.1	3.1	20.0	4.8	3.6	4.6	7.5	16.0	20.0	13.0

Source: OTP Research Department.

<sup>1</sup> Base rates, except for: Hungary: 3M BUBOR; Croatia and Slovenia: ECB deposit facility rate; Bulgaria: Leonia Plus interbank rate; Albania: 3M Tribor; Moldova: 91 days T-bill.

**Hungarian loan penetration levels are still low in regional comparison implying good volume growth potential. This is also the case for the Bulgarian housing loan segment**

**Market penetration levels in Hungary in ...**

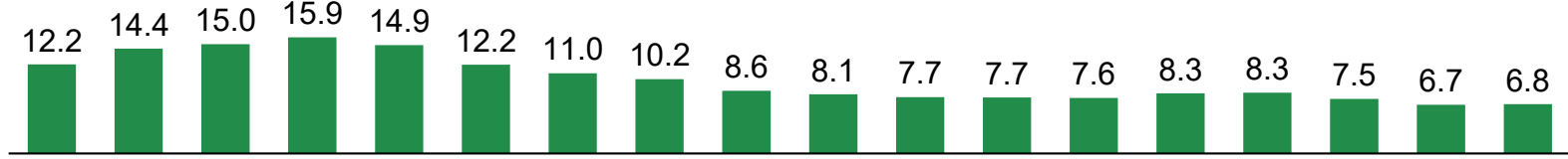
**Net customer loan to deposit ratio in the Hungarian credit institution system**

118% → 78%

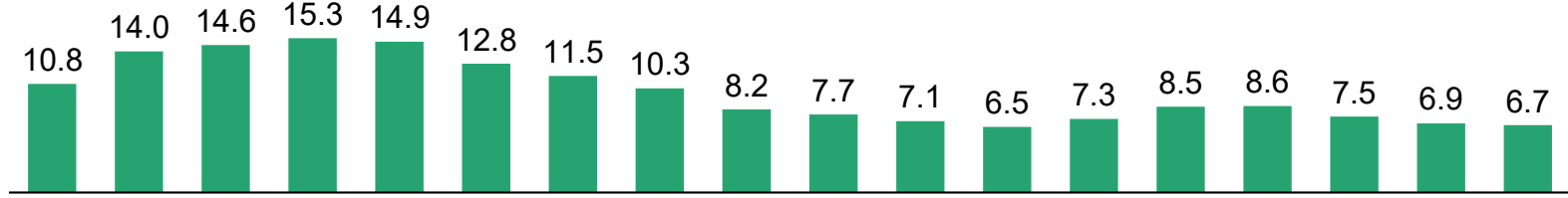
1Q 2009 → 1Q 2024

**2Q 2024 data for other CEE/CIS countries (in % of GDP)**

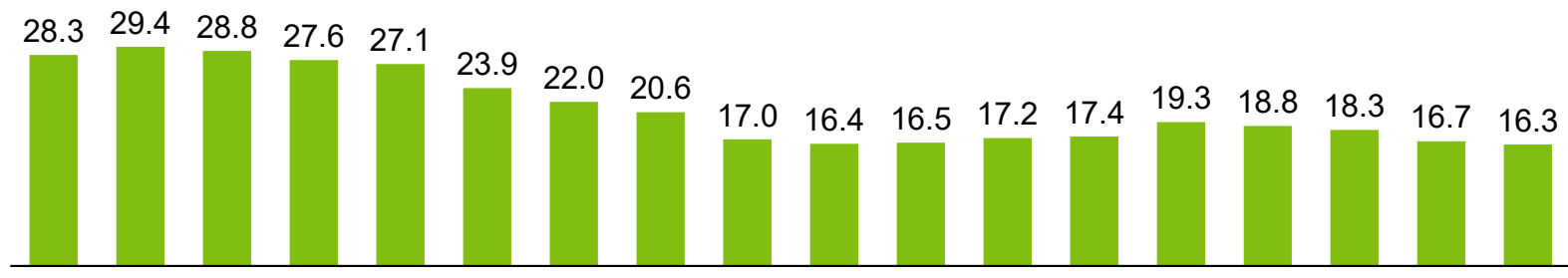
**housing loans (in % of GDP)**



**consumer loans (incl. home equities) (in % of GDP)**



**corporate loans (in % of GDP)**



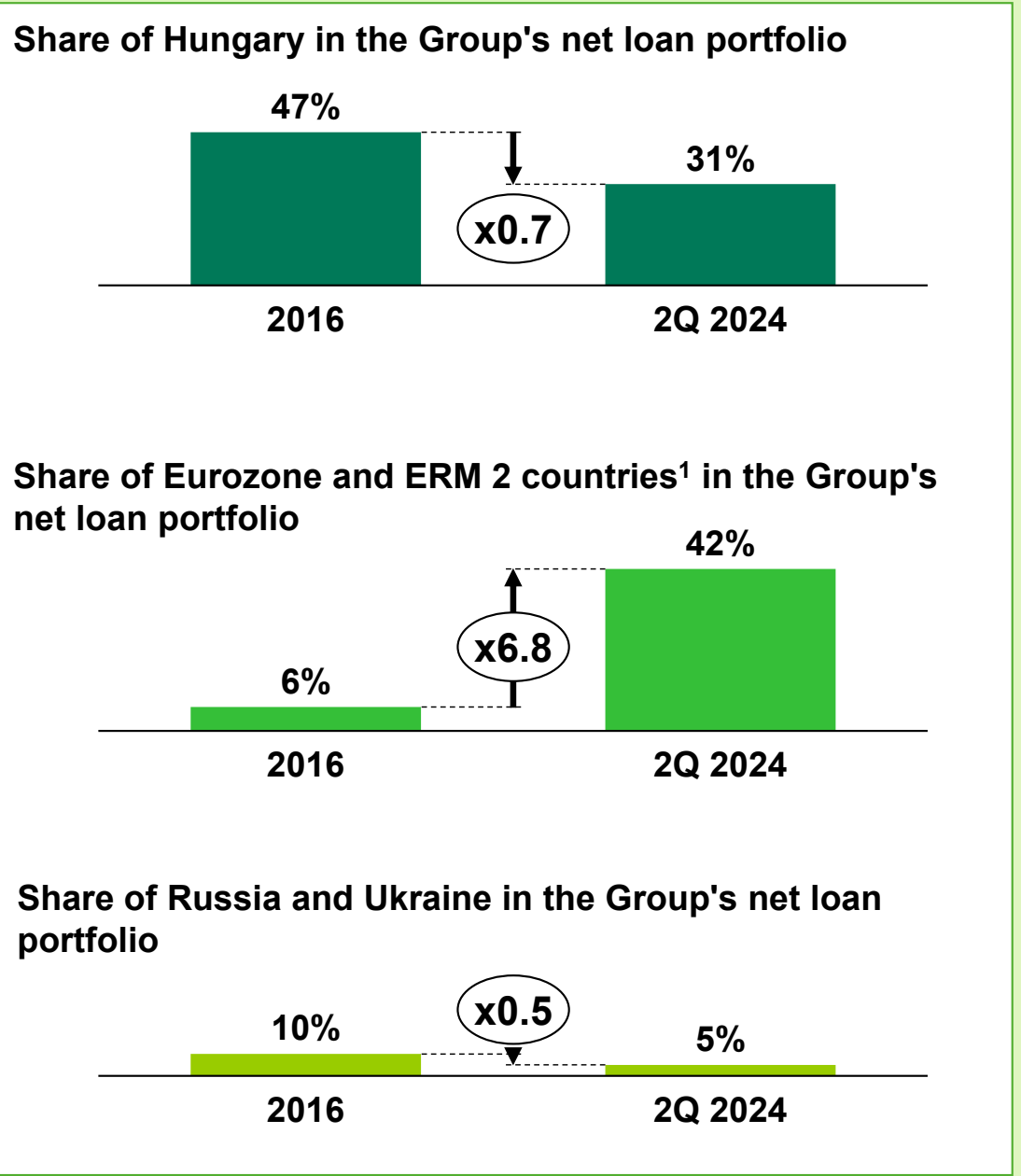
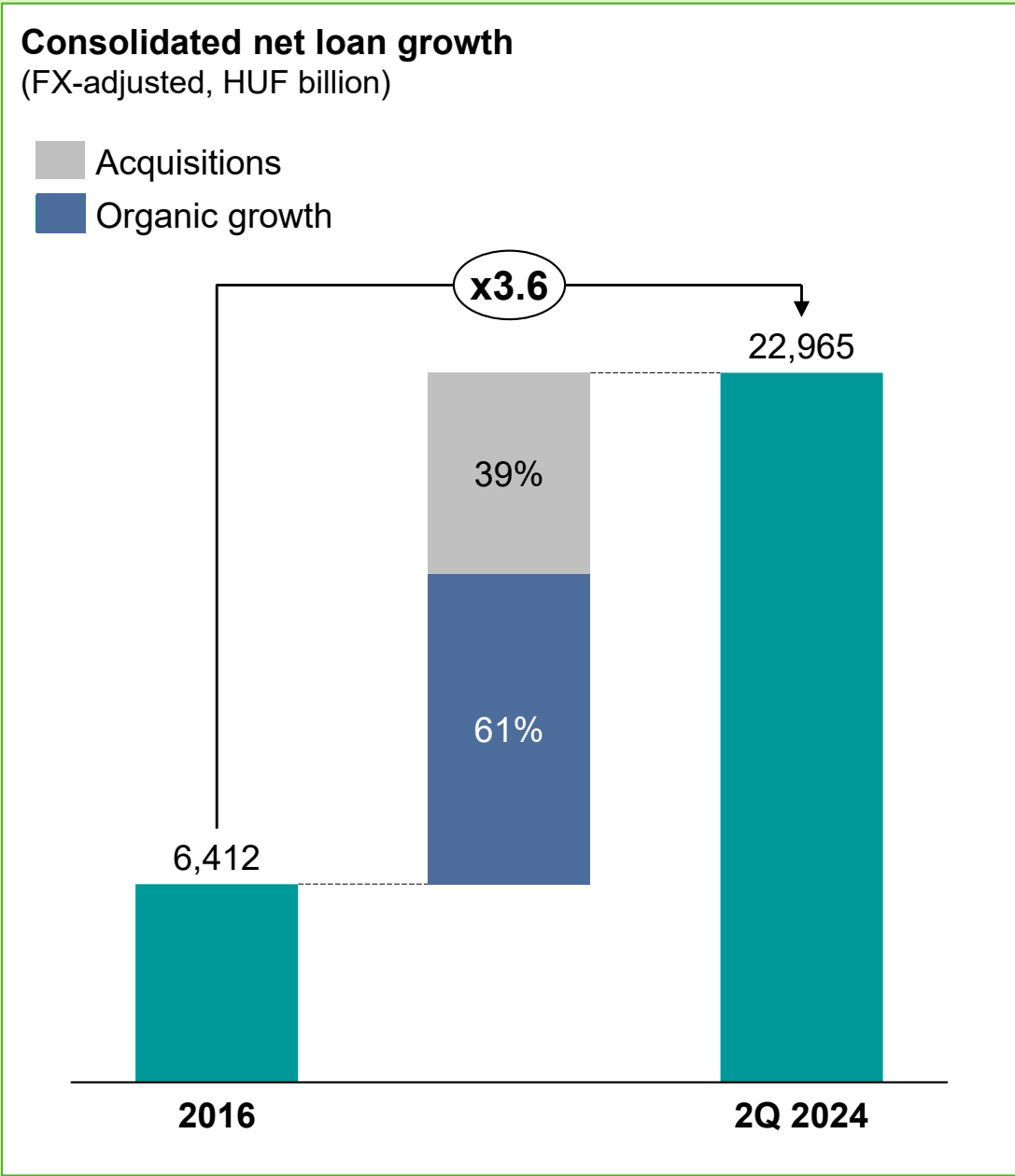
32.1	Slovakia	10.3	Russia <sup>2</sup>
25.6	Montenegro <sup>1</sup>	7.7	Albania
22.7	Czechia	7.0	Serbia
15.2	Poland	6.5	Romania
15.1	Croatia	5.4	Uzbekistan
13.2	Slovenia	4.6	Moldova
11.8	Bulgaria	0.5	Ukraine

15.3	Croatia	6.5	Czechia
11.3	Serbia	4.9	Slovenia
10.5	Bulgaria	4.4	Romania
9.1	Slovakia	4.4	Albania
9.1	Russia <sup>2</sup>	3.8	Moldova
8.4	Poland	3.3	Ukraine
7.1	Uzbekistan		

42.1	Russia <sup>2</sup>	19.0	Slovakia
30.5	Uzbekistan	18.0	Czechia
24.3	Bulgaria	16.2	Slovenia
22.0	Montenegro	11.9	Romania
20.8	Croatia	11.9	Moldova
20.5	Serbia	11.9	Poland
19.4	Albania	10.5	Ukraine




































<sup>1</sup> Total households loan penetration.  
<sup>2</sup> Data as at 31 March 2024.

Successful acquisitions played a great role in the ~3.6-fold growth in consolidated net loan book over the last 7 years. At the same time, the composition of the Group shifted towards Eurozone / ERM 2 countries



<sup>1</sup> 2016: Slovakia, 2Q 2024: Bulgaria, Croatia, Slovenia

**In the last 7 years 11 acquisitions were completed. As a result of the Ipoteka Bank acquisition in Uzbekistan, OTP Group entered the Central Asian region**

Target (seller, date of closing)		Net loans (HUF billion)	Market share (before/after acq. <sup>1</sup> , %)		Book value (EUR million)	
2017	 <b>Splitska banka</b> , Croatia (SocGen, 2Q 2017)	(Nov 18)  631	<b>4.8</b>	<b>11.2</b>	(4Q 16)  496	
	 <b>Vojvodjanska banka</b> , Serbia (NBG, 4Q 2017)	(1Q 19)  266	<b>1.5</b>	<b>5.7</b>	(3Q 17)  174	
2019	 <b>SocGen Expressbank</b> , Bulgaria (SocGen, 1Q 2019)	(1Q 19)  774	<b>14.0</b>	<b>19.9</b>	(4Q 18)  421	
	 <b>SocGen Albania</b> (SocGen, 1Q 2019)	(1Q 19)  124		<b>6.0</b>	(4Q 18)  58	
	 <b>SocGen Moldova</b> (SocGen, 3Q 2019)	(3Q 19)  102		<b>14.0</b>	(4Q 18)  86	
	 <b>SocGen Montenegro</b> (SocGen, 3Q 2019)	(3Q 19)  126		<b>17.6</b>	<b>30.4</b>	(4Q 18)  66
	 <b>SocGen Serbia</b> (SocGen, 3Q 2019)	(3Q 19)  716		<b>5.3</b>	<b>13.7</b>	(4Q 18)  381
	 <b>SKB Banka</b> , Slovenia (SocGen, 4Q 2019)	(4Q 19)  827		<b>8.5</b>		(4Q 18)  356
2022	 <b>Alpha Bank SH.A.</b> , Albania (Alpha Intl. Holdings, 3Q 2022)	(4Q 20)  99	<b>6.2</b>	<b>10.9</b>	(4Q 20)  73	
2023	 <b>Nova KBM</b> , Slovenia (Apollo Global & EBRD, 1Q 2023)	(4Q 22)  2,068	<b>8.2</b>	<b>29.3</b>	(4Q 22)  993	
	 <b>Ipoteka Bank</b> , Uzbekistan (Uzbek State, 2Q 2023)	(1Q 23)  981		<b>7.7</b>	(1Q 23)  506	
<b>Acquisitions total:</b>		 <b>6,714</b>			 <b>3,610</b>	

<sup>1</sup> Reference date of market share data: Croatia: 2Q 2017, Serbia – Vojvodjanska 4Q 2016, Bulgaria: 1Q 2019, Albania – SocGen: 4Q 2018, Moldova: 2Q 2019, Montenegro: 2Q 2019, Serbia – SocGen 2Q 2019, Slovenia – SKB: 4Q 2018, Albania – Alpha: 3Q 2021, Slovenia – Nova KBM: 4Q 2022, Uzbekistan: July 2023.



## Important information, disclaimers and contacts

### Referring to both equity and fixed income investors:

This presentation has been prepared by OTP Bank Nyrt. ("**OTP Bank**") and is the sole responsibility of OTP Bank. This presentation and the information contained herein is strictly confidential to the recipient, have been furnished to you solely for your information and may not be further distributed to the press or any other person, and may not be disclosed, reproduced or transmitted in any form, in whole or in part, for any purpose. Failure to comply with this restriction may constitute a violation of applicable securities laws.

This presentation contains statements that are, or may be deemed to be, "forward-looking statements" which are prospective in nature. These forward-looking statements may be identified by the use of forward-looking terminology, or the negative thereof such as "plans", "expects" or "does not expect", "is expected", "continues", "assumes", "is subject to", "budget", "scheduled", "estimates", "aims", "forecasts", "risks", "intends", "positioned", "predicts", "anticipates" or "does not anticipate", or "believes", or variations of such words or comparable terminology and phrases or statements that certain actions, events or results "may", "could", "should", "shall", "would", "might" or "will" be taken, occur or be achieved. Such statements are qualified in their entirety by the inherent risks and uncertainties surrounding future expectations. Forward-looking statements are not based on historic facts, but rather on current predictions, expectations, beliefs, opinions, plans, objectives, goals, intentions and projections about future events, results of operations, prospects, financial condition and discussions of strategy.

By their nature, forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond the control of OTP Bank. Forward-looking statements are not guarantees of future performance and may and often do differ materially from actual results. Neither OTP Bank nor any of its subsidiaries or directors, officers or advisers, provides any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will actually occur. You are cautioned not to place undue reliance on these forward-looking statements which only speak as of the date of this presentation. Other than in accordance with its legal or regulatory obligations, OTP Bank is not under any obligation and OTP Bank and its subsidiaries expressly disclaim any intention, obligation or undertaking to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. This presentation shall not, under any circumstances, create any implication that there has been no change in the business or affairs of OTP Bank since the date of this presentation or that the information contained herein is correct as at any time subsequent to its date.

This presentation does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for any securities in the United States or any other jurisdiction. Nothing contained herein shall form the basis of any contract or commitment whatsoever. The making of this presentation does not constitute a recommendation regarding any securities. No securities have been or will be registered under the United States Securities Act of 1933, as amended (the "**Securities Act**"), or under the securities laws of any state or other jurisdiction of the United States. Accordingly, any securities may not be offered, sold, taken up, exercised, resold, renounced, transferred or delivered, directly or indirectly, in or into, the United States and may only be offered or sold outside the United States in accordance with Regulation S under the Securities Act.

The distribution of this presentation in other jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of other jurisdictions.

The information contained in this presentation is provided as of the date of this presentation and is subject to change without notice.

The information contained in this presentation has not been independently verified. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein (and whether any information has been omitted from the presentation) or any other material discussed at the presentation. OTP Bank and its directors, officers, employees, affiliates, advisers and representatives disclaim all liability whatsoever (in negligence or otherwise) for any loss however arising, directly or indirectly, from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information presented herein is an advertisement and does not comprise a prospectus for the purposes of the EU Prospectus Regulation.

A rating is not a recommendation to buy, sell or hold securities and may be subject to revision, suspension or withdrawal at any time by the assigning rating organization.

### Referring to fixed income investors only:

In member states of the EEA, this presentation is directed only at persons who are "qualified investors" within the meaning of Regulation (EU) 2017/1129 (the "EU Prospectus Regulation"). This presentation must not be acted on or relied on in any member state of the EEA by persons who are not qualified investors. Any investment or investment activity is available only to qualified investors in any member state of the EEA.

In the United Kingdom, this presentation is directed only at persons who are "qualified investors" within the meaning of Regulation (EU) 2017/1129 as it forms part of domestic law by virtue of the European Union (Withdrawal) Act 2018 (the "UK Prospectus Regulation"). In addition, in the United Kingdom, this presentation is only directed at, and being distributed to qualified investors (i) who have professional experience in matters relating to investments and who fall within the definition of "investment professionals" in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "Order"), (ii) who fall within Article 49 of the Order, or (iii) are persons to whom an invitation or inducement to engage in investment activity within the meaning of Section 21 of the Financial Services and Markets Act 2000, as amended, in connection with the issue or sale of any securities may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). This presentation must not be acted on or relied on in the United Kingdom by persons who are not relevant persons. Any investment or investment activity is available only to relevant persons in the United Kingdom.

## Investor Relations & Debt Capital Markets

Tel: + 36 1 473 5460; + 36 1 473 5457

E-mail: [investor.relations@otpbank.hu](mailto:investor.relations@otpbank.hu); [www.otpbank.hu](http://www.otpbank.hu)