

## Budapest Bank Rt.

Financial Statements
31 December 2003

Budapest, March 16, 2004

Richard Pelly
Chief Executive Officer

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This is the translation of the Financial Statements that were prepared by the Bank.

#### I. GENERAL NOTES

#### I/1 A BRIEF OVERVIEW OF BUDAPEST BANK

Budapest Bank Rt. ("Budapest Bank", or the "Bank") was set up on January 1, 1987, when the two-tier banking system emerged in Hungary. Budapest Bank was established as a joint venture by the government, state - owned enterprises as well as cooperatives. In December 1995 Budapest Bank was privatized and acquired by General Electric Capital, EBRD as well as the State Privatization and Asset Management Company Ltd. (ÁPV Rt.)

During the year 2001, General Electric Capital became the majority shareholder of the Bank by purchasing 33.57% equity stake owned by EBRD and 23.76% equity stake held by ÁPV Rt., as well as 13.44% equity stake owned by the small shareholders holding less than 5% stake each.

During the year 2002 and 2003 further stake of shares were purchased from shareholders owning a stake under 5 %.

The bank has been operating as a company limited by shares. The subscribed capital of the bank as of December 31, 2003 amounted to HUF 19,346 million out of which General Electric Capital holds 99.68 %.

The Bank is licensed to conduct the full range of the activities of a credit institution including transactions denominated in Hungarian Forints and foreign currency alike.

With a view to increasing the number of its customers as well as the scope of its services, the bank expanded its network of branch offices both in Budapest and in provincial areas. Currently, the bank has a network of 55 branch offices and services to corporate clients are rendered by 8 business centers.

Budapest Bank performs a part of its services via fully owned subsidiary companies that comprise members of the Bank Group and carry out specialized activities in their capacity as independent business organizations.

In line with the strategic objectives, the activities of **SBB Solution Ltd.** (formerly: Budapest Securities Trading and Investment Company Ltd. - Budapest Értékpapír és Befektetési Rt.) were integrated into Budapest Bank Rt. in the year 2000, consequently the Bank directly provides full-scale securities trading services for its customers. The activity of SBB Ltd. is limited to the settlement of compensation coupons.

**Budapest Fund Management Company Ltd.** (Budapest Alapkezelō Rt.) manages investment funds that were established by the company. The principal function of **Budapest Leasing Company Ltd.** (Budapest Lizing Rt.) is to finance leasing schemes.

The 2B Trading and Service Company with Limited Liability merged with the asset leasing division of Budapest Autóparkkezelő Ltd. and a new company, **Budapest Asset Finance Ltd.** was established at the end of December 2000.

The Bank established the **Car Fleet Management Company Ltd.** (Autóparkkezelő Rt.) in 1997. The Car Fleet Management Company Ltd. is charged with the responsibility of operating leasing transactions.

**Budapest Auto Finance Company Ltd.** (Budapest Autófinanszírozási Rt.) provides financial leasing and established credit facilities for the purchase of cars.

Core activity of **Budapest Car Rental Ltd.** is operational asset finance.

The **Budapest Sales Finance Ltd.** (Budapest Áruhitel Rt.) was established by the Bank in 1999, and had been acted as a pre-company till June 2000. Since then the company has been providing sales finance. Effective as of June 30, 2002 the Ltd. merged into the Bank.

The core activity of **Budapest Real Estate Management Company Ltd.** (BB Ingatlanhasznosító Rt.) is not related to the activities of a financial institution, as the company is engaged in providing property management and stockpiling services to the members of the Bank Group. Effective as of June 30, 2002 the Ltd. merged into the Bank.

#### I/2 THE PRINCIPLES OF THE ACCOUNTING POLICY OF BUDAPEST BANK RT.

The Bank performs its activities, keeps its books and records pursuant to the provisions of the laws and regulations set forth below:

Act XCV. of 1995 on foreign currency,

Act CXII. of 1996 on credit institutions and financial enterprises,

Act CXI. of 1996 on securities,

Act CXLIV. of 1997 on business organisations,

Act C. of 2000 on accounting,

Government Decree no. 250/2000 (XII.24.) about the specific aspects of the financial statements and accounting responsibilities of credit institutions and financial enterprises,

Government Decree no. 251/2000 (XII.24.) on the specific aspects of the financial statements and accounting responsibilities of investment companies,

Decree of the Ministry of Finance no. 14/2001. (III.9) PM on the aspects of rating and assessment of the receivables, off-balance sheet items and collateral.

The Accounting Policy of the Bank is based upon the 14 basic principles of accounting as set forth in the Act on Accounting.

Balance sheet preparation day is January 12 of the year following the statement date, with the exception of the decision on dividend payment.

Pursuant to the provisions of the relevant laws errors identified in the course of audits performed by external bodies, or the internal audit and control organization of the Bank shall be considered to be material for the purposes of the Bank, if the aggregate impact of such errors results in any changes in the financial data of the Bank, whether in a positive, or in a negative sense, in excess of HUF 500 million. Changes in previously published data shall be considered to be material for the purposes of the Bank, if such errors result in any changes in the true and fair view of the Bank's equity, financials, or income via material changes in the Bank's own equity that is the own equity set forth in the balance sheet of the previous year changes at least by 20 % (either in positive or negative sense).

#### Valuation procedures relating to the compilation of the annual report:

#### Financial Assets

The Bank registers the aggregate amount of cash, (including foreign currency), the electronic money, the checks, bank deposits at National Bank of Hungary, separated deposits and the sweep accounts amongst the finances in the balance sheets.

#### **Securities**

The Bank sets forth the securities acquired for endorsement purposes as transitional, not lasting types of investments and securities representing lending relations as well as investments representing shareholding of a property amongst the securities in the balance sheets.

The securities bought for endorsement purposes are recorded at purchase value (at purchase price less the interest which is a part of the purchase price) by the Bank. The interest included by the purchase value will decrease the other interests and interest-type incomes.

On the basis of the individual rating of the securities, drop in value is accounted for by the Bank if the difference between the book value of the asset and the market value is of loss-type, is to last for a long time and is of significant amount.

#### Receivables - demanded from credit institutions and customers

In this group, the Bank sets forth only the receivables relating exclusively to credit institution activities. This includes the following:

- Receivables demanded from credit institutions,
- > Receivables demanded from customers.

In the case of participation in granting syndicated loans, the Bank sets forth only the amount of the loan extended by itself (without the obligation of counterclaim). The Bank accounts for depreciation if, on the basis of debtor rating, the loss-type difference between the book value of the receivables and the amount expected to be recovered proves to be enduring and tots up to a significant amount. If the amount of the receivables expected to be recovered significantly exceeds the book-value of the receivables, the drop in value accounted for previously with the difference will be reduced with release.

#### **Inventories**

The Bank sets forth the inventories in the line of other assets of the balance sheet. Amongst the inventories, it sets forth the assets that directly or indirectly serve the financial activity (for less than one year).

The Bank sets forth the inventories at value at cost in the relevant inventory accounts. When they are charged to costs, the FIFO method is used at the time of their utilization.

As the counter value of the receivables, the assets that became the property of the Bank and that are kept in the books of the Bank for future resale purposes are accounted for amongst the goods in stock at a value at which the Bank acknowledged the balancing off of the receivables. The Bank can account for depreciation on inventories.

The assets that the Bank intends to utilize on a long-term basis shall be reclassified as "invested assets".

Loss in value is accounted by the Bank if net book value of the asset is higher than the expected return. Loss in value of inventories received by the Bank as settlement of receivables is accounted as other expense. Considering that these type of assets are individually rated by the Bank, the mark back of loss in value occurred as decrease of other expense.

#### Invested financial assets

Invested financial assets (investments, securities, extended loans, fixed bank deposit) that the Bank intended to invest with the aim of having a lasting source of income (dividend, interest) or to achieve influencing, controlling or directing positions shall be stated amongst the invested financial assets in the Bank's balance sheet. The adjustments of the invested financial assets shall be set forth here.

In keeping with the provisions of law, the Bank capitalizes the invested financial assets at value at cost that is at acquisition cost in its books. The interest included in the purchase price will be set forth as an item that decreases the interest of the invested financial assets.

In the case of invested financial assets, drop in value is accounted for by the Bank if the difference between the book value of the asset and its market value is of loss-type, is to last for a long time and is of significant amount.

#### Intangible assets

In its balance sheet, the Bank sets forth the invisible assets, the advances provided for invisible assets as well as the adjustment of the invisible assets amongst the intangible assets. The intangible assets comprise the rights with material value, business, or corporate goodwill and intellectual property. The Bank sets forth the capitalized value of the foundation, or the reorganization of an enterprise, the capitalized value of development projects amongst the intangible assets. The calculation of the depreciation is carried out with the straight line method. The Bank uses the depreciation periods of time stipulated by law in the case of the business, or corporate goodwill, the capitalized value of the terminated foundation or the terminated reorganization of an enterprise as well as the capitalized value of the terminated development projects.

The Bank does not account for depreciation in the case of intangible assets.

#### Tangible property

The assets of the Bank shall be accounted for pursuant to the provisions of the relevant laws at gross acquisition cost less the residual value that can be expected at the end of the useful service life, the accumulated depreciation of tangible assets under the plan and the settled over-plan depreciation. In addition to this, it shall be increased with the amount of the release of the over-plan depreciation.

Owing to the credit institute services that are exempt from VAT and are provided by the Bank, the acquisition cost of items comprises the VAT which is not licensed to be reclaimed but has been previously included in the purchase price of the items. The tangible assets that have not been put in working order and in proper use shall be accounted for amongst the tangible assets at the acquisition cost by the Bank.

The depreciation charges under the plan shall be determined and accounted for in light of the expected useful life of the relevant assets by using the straight-line depreciation method.

The expected key of individual types of assets is as follows:

Buildings, fixtures	2 %
Real estate not owned by the Bank	6 %
Machines, equipment	14.5 %
Computer equipment	33 %
Vehicles	20 %

The Bank accounts for over-plan depreciation as other expenditure if the book-value of the tangible assets enduringly and considerably remain higher than the market value of these assets.

The Bank does not account for depreciation in the case of tangible assets.

#### Liabilities to credit institutions and customers

This includes liabilities originating from financial services and investment services qualifying as liquidity and risk management along with liabilities originating from other investment services as liabilities arising from investment services.

The amounts of the interests and interest type commissions charged to the business year to a time proportionate extent and those due by the balance sheet date but not yet paid out, are also stated in this category by the Bank.

#### Accruals

The Bank states the following among accrued assets: the proportionate amount of interests received, fees of interest nature and fees for financial services to be applied to the business year until the balance sheet cut off day that are due until the balance sheet preparation date.

The Bank states the following among accrued liabilities: the proportionate amount of interests and fees of interest nature to be charged to the business year that were paid until the balance sheet cut off day and the proportionate amount of interest and fees to be charged to the business year until the balance sheet cut off day which, however, are not payable until the balance sheet preparation date.

# Assessment of the receivables and liabilities denominated in foreign currencies and foreign exchange

Stocks of foreign currencies, foreign exchange on foreign exchange accounts, receivables in foreign cash, invested financial assets, securities and liabilities are booked by the Bank in the original currencies and converted into HUF each day at the official foreign exchange rates disclosed by the National Bank of Hungary. Exceptions to this rule include amounts of foreign currencies and foreign exchange purchased for HUF: these are booked in terms of the amounts paid for them in which case the rates at which the given items are registered are established on the basis of the actually paid mounts in HUF.

The above assets and liabilities are stated in the balance sheet at the HUF values converted at the official foreign exchange medium rates specified by the NBH, as of the balance sheet cut-off date for the business year concerned. Where the difference between the book value before the evaluation on the balance sheet cut-off date and the HUF amount on the date of the evaluation adds up to a loss (gain) this balance is booked among the expenditures (revenues) of financial transactions as exchange rate loss (gain).

#### **Provisioning**

Pursuant to the provisions laid out in the Act on Credit Institutions and Financial Enterprises (Hpt.) the Bank may generate risk provisions exclusively for the identified interest and exchange rate risks as well as for the risks attached to the off-balance sheet liabilities and for all other risks.

The Bank calculates the risk provisions for all of groups comprised in its customers - on an individual basis - in accordance with the relevant rules on customer categorization and the categorization (rating) of its receivables (as specified in the CEO directives in effect) each month, in its so-called customer categorization and portfolio registry system and books the increase/decrease to be effected in order to arrive at the amount specified by the categorization.

In the course of the process of categorization and provisioning the Bank reduces the value of the risk-weighted assets and off-balance sheet items by subtracting the value of the accepted collateral security items. The resulting net risk multiplied by the percent of the provision assigned to the receivable of the customer assigned to the worst category will produce the amount (rate) of the necessary provision.

In the future the Bank will not generate the so-called General Risk Provision: in line with the possibilities specified by the relevant legal regulations, instead of releasing the General Risk Provision in a lumps sum the Bank will use the amount so established on an ongoing basis, as a coverage for future losses.

#### Shareholders' equity

The shareholders' equity is comprised of the registered (subscribed) capital, the capital reserve, the profit reserve, the fixed reserve, the general reserve and the retained profit of the year (as per the balance sheet).

The general reserve generated from the profit after taxes, prior to the payment of dividends and/or profit sharing, is stated by the Bank as an element of the shareholders' equity. This reserve is generated in accordance with the rules laid out in Article 75 of the Htp. No additional reserve is generated by the Bank in addition to the mandatory 10 % reserve. Constitution of 10% General Reserve is considered individually on a yearly basis.

The components of the Bank's shareholders' equity are stated in the balance sheet at book (carrying) value.

#### Contingent and future liabilities

The pending and future liabilities of the Bank are recorded as off-balance sheet items (in the '0' account class).

Pending liabilities are - for the most part - liabilities (commitments) assumed with respect to third parties, which are still in effect on the balance sheet cut-off date and whose recording in the balance sheet depends on future events.

The certain (future) liabilities are comprised of irrevocable commitments that are already in effect on the balance sheet cut-off date but the relevant contracts have not yet been performed, as a consequence of which it is not possible to state them in the balance sheet.

Accounting of interests and statement of such as accrued but unrealised items

Interests and other financial service fees due by the balance sheet cut-off date but not received by the Bank by the balance sheet date are not stated by the Bank as revenues, they are stated as 'accrued but unrealized' (pending) items and stated among the '0' accounts. The same procedure is applied by the Bank in respect of the interests receivable by the Bank but not yet due by the balance sheet date where the underlying receivable is assigned to any category other than 'problem-free' or 'to be monitored' (watch-list). No specific provisions are generated by the Bank on interests stated as 'accrued but unrealized'.

#### 1/3 CHANGES AND MAJOR ECONOMIC EVENTS IN THE YEAR 2003 REPORT

In 2003 Budapest Bank met the obligation to raise general risk reserve, in compliance with statutory requirements. After obtaining approval from the Board of Directors the Bank will seek the approval of PSZÁF to exempt the Bank from the obligation to raise general reserves as at the end of 2003 the Bank fully complied with necessary statutory requirements.

Budapest Bank Rt. provided yield guarantees for Budapest Számlafedezeti Befektetési Alap and Budapest Bonitas Befektetési Alap but no such guarantees had to be called in year 2003.

The Bank's management has reviewed the legal proceedings and in the cases where losses seem to be likely, the appropriate provisions have been generated. The management considers that the provision generated for the major legal cases provides a sufficient coverage.

HUF 52 million deposit insurance fee has been transferred to the National Deposit Insurance Fund.

In year 2003 Budapest Bank transferred HUF 69 million to the Investor Protection Fund.

The balance sheet date is 12 January 2004, with the exception of the decision on dividend payment, whose date is 16 March 2004.

The report for 2003 of Budapest Bank Rt. is signed by Mr. Richard Pelly, Chief Executive Officer of the Bank (his address of residence is Budapest II., Nagyajtai u. 19.).



#### **Budapest Bank Rt.**

BALANCE SHEET (FINANCIAL INSTITUTIONS) in million HUF

				Previous year	
		Description	Previous year	Adjustments	Current year
a		b	c	d	e
01	I.	FINANCIAL ASSETS	16,656		15,945
02	П.	SECURITIES (03+04)	45,325		45,269
03	a)	available for sale	45,325		8,531
04	b)	for investment purposes			36,738
05	III.	RECEIVABLES TO FINANCIAL INSTITUTIONS (06+07+16)	54,348		48,169
06	a)	on sight	461		582
07	b)	other receivables from financial services	53,887		47,587
08	ba)	due within one year	52,929		46,528
09	ou)	Of which: - subsidiaries			
10	1	- affiliated companies	_		_
11		- National Bank of Hungary	33,144		39,800
12		- receivables to KELER	-		_
13	bb)	due more than one year	958		1,059
14		Of which: - subsidiaries	-		-
15		- affiliated companies	-		-
16		- National Bank of Hungary	958		1,059
17		- receivables to KELER	-		-
18	c)	receivables against financial institutions from investment services	-		-
19		Of which: - subsidiaries	-		-
20		- affiliated companies	-		-
21		- receivables to KELER	-		-
22	IV.	RECEIVABLES TO CUSTOMERS (20+27)	195,680		254,687
23	a)	from financial services	195,497		254,553
24	aa)	due within one year	133,868		156,441
25		Of which: - subsidiaries	59,861		80,639
26		- affiliated companies	-		-
27	ab)	due more than one year	61,629		98,112
28		Of which: - subsidiaries	354		1,134
29		- affiliated companies	-		-
30	b)	receivables against customers from investment services	183		134
31		Of which: - subsidiaries	-		-
32		- affiliated companies			-
33	ba)	receivables to investment in stock exchange activity			-
34	bb)	receivables to OTC investments	-		-
35	bc)	receivables to customers from investment services	183		134
36	bd)	receivables to KELER	-		-
37	be)	receivables to other investment services	-		-
38	v.	BONDS AND OTHER SECURITIES (36+39)	197		195
		securities issued by municipalities and other government institution (excluding government			2,70
39	a)	securities)	_		_
40	aa)	available for sale	-		-
41	ab)	for investment purposes	-		-
42	b)	securities issued by others	197		195
43	ba)	available for sale	197		195
44		Of which: -issued by subsidiaries	-		-
45		- issued by affiliated companies	-		-
46		- repurchased own shares	-		-
47	bb)	for investment purposes	-		-
48		Of which: -issued by subsidiaries	-		-
49		- issued by affiliated companies	-		-
50	VI.	SHARES AND OTHER SECURITIES (48+51)			
50	a)	shares available for sale	-		-
52	a)	Of which: -issued by subsidiaries			
53		- issued by affiliated companies			-
54	b)	securities with variable yield	-		-
55	ba)	available for sale	-		-
56	bb)	for investment purposes	-		-
57	VII.	SHARES FOR INVESTMENT PURPOSES (55+57)	441		436
58	a)	shares for investment purposes	441		436
59		of which: - shares in financial institutions	-		-
60	b)	revaluation of shares for investment purposes	-		-
61		of which: - shares in financial institutions	-		-
62	VIII.	SHARES IN AFFILIATED COMPANIES FOR INVESTMENT PURPOSES (60+62)	977		1,082
63	a)	shares for investment purposes	977		1,082
64		of which: - shares in financial institutions	-		-
65	b)	revaluation of shares for investment purposes	-		-
66		of which: - shares in financial institutions	-		-



#### **Budapest Bank Rt.**

BALANCE SHEET (FINANCIAL INSTITUTIONS) in million HUF

DALA	VCE SHEE	(FINANCIAL INSTITUTIONS)			in million HUF
		Description	Previous year	Previous year Adjustments	Current year
a		b	c	d	e
67	IX.	INTANGIBLE ASSETS (65+66)	2,819		2,591
68	a)	intangible assets	2,819		2,591
69	b)	revaluation of intangible assets	-		-
70	X.	TANGIBLE ASSETS (68+73+78)	9,787		9,062
71	a)	tangible assets serving the activities of financial institutions	9,781		9,056
72	aa)	real estate	6,421		6,357
73	ab)	technical equipment, machinery and vehicles	3,052		2,556
74	ac)	construction-in-progress	308		143
75	ad)	prepayments on construction-in-progress	-		-
76	b)	tangible assets serving the non-financial activities	6		6
77	aa)	real estate	-		-
78	ab)	technical equipment, machinery and vehicles	6		6
79	ac)	construction-in-progress	-		-
80	ad)	prepayments on construction-in-progress	-		-
81	c)	revaluation of tangible assets	-		-
82	XI.	OWN SHARES	-		-
83	XII.	OTHER ASSETS (81+82)	2,710		2,722
84	a)	inventories	689		623
85	b)	other receivables	2,021		2,099
86		Of which: - subsidiaries	13		18
87		- affiliated companies	-		-
88	XIII.	PREPAYMENTS AND ACCRUALS	3,919		3,601
89	a)	income accruals	3,812		3,498
90	b)	expense accruals	107		103
91	c)	deferred expenses	-		-
92	TOTAL AS (01+02+05+	SETS -19+35+47+54+59+64+67+79+80+85)	332,859		383,759
93	OF WHICH:	-CURRENT ASSETS (L+ILa)+IILc)+IILa)+III.ba)+IV.aa)+IV.b)+V.aa)+V.ba)+VLa)+VI.ba)+XI.+XII.)	252,329		231,078
93		- FIXED ASSETS (II.b)+III.b)+IV.ab)+V.ab)+V.bb)+VI.bb)+VII.+VIII.+IX.+X.)	76,611		149,080



#### **Budapest Bank Rt.**

#### BALANCE SHEET (FINANCIAL INSTITUTIONS)

in million HUF

BALA	NCE SHEE	T (FINANCIAL INSTITUTIONS)			in million HUF
		Description	Previous year	Previous year Adjustments	Current year
a		b	c	d	e
95	I.	LIABILITIES TO FINANCIAL INSTITUTIONS (93+94+103)	10,168		18,595
96	a)	on sight	140		72
97	b)	liabilities deposited for a set period of time	10,027		18,522
98	ba)	due within one year	7,602		2,675
99		Of which: - subsidiaries	-		-
100		- affiliated companies	-		-
101		- National Bank of Hungary	-		471
102		- receivables to KELER	-		-
103	bb)	due more than one year	2,425		15,847
104		Of which: - subsidiaries	-		-
105		- affiliated companies	-		-
106		- National Bank of Hungary	1,191		631
107		- receivables to KELER	-		-
108	c)	liabilities from investments services	1		1
109		Of which: - subsidiaries	-		-
110		- affiliated companies	-		-
111		- receivables to KELER	-		-
112	II.	LIABILITIES TO CUSTOMERS (107+111+121)	255,692		301,555
113	a)	saving deposit	-		-
114	ba)	on sight	-		-
115	ab)	due within one year	-		-
116	ac)	due more than one year	-		-
117	b)	other liabilities from financial services	254,266		299,666
118	ba)	on sight	158,709		178,497
119		Of which: - subsidiaries	631		918
120		- affiliated companies	-		-
121	bb)	due within one year	94,229		85,895
122		Of which: - subsidiaries	324		125
123		- affiliated companies			
124	bc)	due more than one year	1,328		35,274
125		Of which: - subsidiaries	84		
126		- affiliated companies	-		-
127	c)	liabilities from investments services	1,426		1,889
128		Of which: - subsidiaries	-		-
129	,	- affiliated companies	-		-
130	ca)	liabilities to investment in stock exchange activity	-		-
131	cb)	liabilities to OTC investments	- 1 10 6		-
132	cc)	liabilities to customers from investment services	1,426		1,889
133	cd)	liabilities to KELER	-		-
134	ce)	liabilities to other investment services  ISSUED BONDS AND OTHER, INTEREST-BEARING SECURITIES	-		-
135	III.	(130+137+144)	<u>.</u>		_
136	a)	issued bonds	-		-
137	aa)	due within one year			
138	aa)	Of which: - subsidiaries			-
139		- affiliated companies			-
140	ab)	due more than one year	-		-
141	40)	Of which: - subsidiaries	_		_
142		- affiliated companies			
143	b)	other issued negotiable, interest-bearing securities			
144	ba)	due within one year	-		
145		Of which: - subsidiaries	-		_
146		- affiliated companies	-		-
147	bb)	due more than one year	-		_
148	/	Of which: - subsidiaries	_		_
149		- affiliated companies	-		-
		Securities according to the accounting standards, but according to the Securities Law other			
150	c)	negotiable, interest-bearing documents			-
151	ca)	due within one year	-		-
152		Of which: - subsidiaries	-		-
153		- affiliated companies	-		-
154	cb)	due more than one year	-		-
155		Of which: - subsidiaries	-		-
156		- affiliated companies	-		-
157	IV.	OTHER LIABILITIES (152+156)	18,183		7,771
158	a)	due within one year	17,334		7,303
159	<u></u>	Of which: - subsidiaries	18		24
160		- affiliated companies	-		-
161		- other contributions of members of saving societies	-		-
162	b)	due more than one year	849		468
1.62		Of which: - subsidiaries	-		-
163		- affiliated companies			



#### **Budapest Bank Rt.**

#### BALANCE SHEET (FINANCIAL INSTITUTIONS)

in million HUF

		Description	Previous year	Previous year Adjustments	Current year
a		b	c	d	e
165	V.	ACCRUALS (160+161+162)	1,512		2,810
166	a)	income accruals	16		51
167	b)	expense accruals	1,494		2,758
168	c)	deferred income	2		1
169	VI.	PROVISIONS (164+165+166+167)	6,138		5,145
170	a)	provision for pension and severance payments	-		-
171	b)	provision on contingent and future liabilities	3,601		2,614
172	c)	general risk provision	2,537		2,531
173	d)	other provision	-		-
174	VII.	SUBORDINATED DEBT (169+172+173)	3,861		3,861
175	a)	subordinated loan	3,861		3,861
176		Of which: - subsidiaries	-		-
177		- affiliated companies	-		-
178	b)	other contributions of members of saving societies	-		-
179	c)	other subordinated debt	-		-
180		Of which: - subsidiaries	-		-
181		- affiliated companies	-		-
182	VIII.	SHARE CAPITAL	19,346		19,346
183		from which: - repurchased own shares on face value	-		-
184	IX.	ISSUED, UNPAID SHARE CAPITAL (-)	-		-
185	X.	SHARE PREMIUM (180+181)	1		1
186	a)	premium from issue of shares	-		-
187	b)	other	1		1
188	XI.	GENERAL RESERVE	2,993		2,993
189	XII.	RETAINED EARNINGS	9,139		14,844
190	XIII.	CAPITAL ENGAGED	222		112
191	XIV.	VALUATION RESERVE	-		=
192	XV.	NET PROFIT (LOSS) FOR THE YEAR (+-)	5,604		6,726
	TOTAL LI	IABILITIES AND SHAREHOLDER'S FUNDS			
193		29+151+159+153+168+176+178+179+182+183+184+185+186)	332,859		383,759
193	OF WHICH:	27+151+157+155+100+170+170+177+102+105+104+105+100)	332,037		303,737
		- SHORT TERM LIABILITIES			
194		(I.a)+I.ba)+II.c)+II.aa)+II.ab)+II.ba)+II.bb)+II.c)+III.aa)+III.ba)+III.ca)+IV.a))	279,441		276,332
		- LONG TERM LIABILITIES			
195		(I.bb)+II.ac)+II.bc)+III.ab)+III.bb)+III.cb)+IV.b)+VII.)	8,463		55,450
- 175		, , , , , , , , , , , , , , , , , , , ,	5,405		22,420
196		- SHAREHOLDER'S FUNDS (VIIIIX.+X.+XI.+-XII.+XIII.+XIV.+-XV.)	37,305		44,022

#### Off-balance Sheet items

in million HUF

Description	Previous year	Previous year Adjustments	Current year
Commitments and contingent liabilities	136,614		177,388
Futures liabilities	26,906		30,681
Total off-balance sheet liabilities	163,520		208,069
Total off-balance sheet receivables	24,171		28,262

Budapest, March 16, 2004

Richard Pelly
Chief Executive Officer

#### **Budapest Bank Rt.**

PROFII AND LOSS S	TATEMENT (FINANCIAL INSTITUTIONS)  Description	Previous year	Previous year Adjustments	in million HU  Current year
a	b	С	d	e
01 Interest income (		29,283	u	30,26
,	e from fixed interest-bearing securities	6,767		2,925
03 Of which: - subsi		3,292		2,92.
	ted companies	3,292		_
05 b) other interest i	*	22,516		27,330
06 Of which: - subsi		22,510		2,899
	ted companies	_		2,07
08 Interest expense	red companies	9,931		8,563
09 Of which: - subsi	diaries	210		85
	ted companies			_
11 Net interest inco	•	19,352		21,698
12 Dividend receive		930		1,103
13 a) joint ventures		_		-
14 b) affiliated comp	panies	927		1,096
15 c) other		3		,
16 Fee income (17+	20)	11,382		12,614
	other financial services	9,885		10,765
18. Of which: - subsi	diaries	65		85
19 affilia	ted companies	-		-
20 b) fee income of i	investment services	1,497		1,849
21 Of which: - subsi	diaries	-		-
22 - affilia	ted companies	-		-
23 Fee expense (24	+27)	2,449		2,553
24 a) fee expense of	other financial services	2,374		2,531
25 Of which: - subsi	diaries	-		-
26 - affilia	ted companies	-		-
b) fee expense of	investment services (excluding expense of trading activities)	75		22
28 Of which: - subsi	diaries	-		-
29 - affilia	ted companies	-		-
30 Net income of fi	nancial services (31-34+37-41)	1,900		2,582
31 a) income of other	r financial services	2,108		3,045
32 Of which: - subsi	diaries	-		-
33 - affilia	ted companies	-		-
34 b) expense of oth	er financial services	188		369
35 Of which: - subsi	diaries	-		-
36 - affilia	ted companies	-		-
37 c) income of inve	stment services (income of trading activities)	-		-
38 Of which: - subsi	diaries	-		-
39 - affilia	ted companies	-		-
40 - releas	e of provision on securities available for sale	-		-
d) expense of inv	estment services (income of trading activities)	20		94
42 Of which: - subsi	diaries	-		-
43 - affilia	ted companies	-		-
44 - provi	sion charge on securities available for sale	-		-
45 Other income (4	6+49)	2,047		1,53
46 a) income of non-	-financial and non-investment services	681		54
47 Of which: - subsi	diaries	147		10
48 - affilia	ted companies	-		-
49 b) other income		1,366		992
50 Of which: - subsi	diaries	-		
	ted companies	_		_
51 - affilia	act companies			

#### **Budapest Bank Rt.**

PROF	TT AND LOSS STATEMENT (FINANCIAL INSTITUTIONS)  Description	Previous year	Previous year Adjustments	in million HUF  Current year
a	ь	С	d	e
53	Operating costs (54+62)	19,811		22,698
54	a) personal type costs	8,844		10,849
55	aa) salaries and wages	6,048		7,353
56	ab) other personal type costs	648		705
57	of which: - social securities	51		64
58	- pension related costs	203		214
59	ac) affix of wages	2,148		2,791
60	of which: - social securities	1,773		282
61	- pension related costs	-		1,881
62	b) other operating costs (materials)	10,967		11,849
63	Depreciation	2,651		2,891
64	Other expenses (65+68)	,		<i>'</i>
	a) expenses of non-financial and non-investment services	3,678		3,403
65	´ *	34		4
66	Of which: - subsidiaries	29		0
67	- affiliated companies	2 644		2 200
68	b) other expenses	3,644		3,399
69	Of which: - subsidiaries	16		29
70	- affiliated companies	-		- 40
71	- provision charge on inventories	264		48
72	Provision charge on receivables and on contingent and future liabilities (73+74)	1,217		2,031
73	a) provision charge on receivables	812		1,941
74	b) provision charge on contingent and future liabilities	405		90
75	Release of provision on receivables and on contingent and future liabilities (76+77)	673		2,338
76	a) release of provision on receivables	625		1,261
77	b) release of provision on contingent and future liabilities	48		1,077
78	Provision charge on securities portfolio	273		374
79	Release of provision on securities portfolio	272		29
80	NET INCOME OF FINANCIAL SERVICES	6,477		7,946
81	of which: - NET INCOME OF FINANCIAL AND INVESTMENT SERVICES (11+12+16-23+-30+49-53-63-68-72+75-78+79)	5,830		7,410
82	- NET INCOME OF NON-FINANCIAL AND NON-INVESTMENT SERVICES (46-65)	647		536
83	Extraordinary revenues	84		39
84	Extraordinary expenditures	-		26
85	Net profit (loss) of extraordinary items (83-84)	84		13
86	Profit before taxation (±80±85)	6,561		7,959
87	Taxation	957		1,225
88	Profit after taxation (±86-87)	5,604		6,734
89	Charge and release of general reserves (+,-)			
90	Use of accumulated profit reserve for dividends and profit-sharing	-		-
	Dividend and profit-sharing payable			- 0
91	1 011	-		8
92	Of which: - subsidiaries	-		-
93	- affiliated companies Net profit (loss) for the year (±88±89+90-91)	5,604		6,726



# Budapest Bank Rt.

# Notes to the Financial Statements

31 December 2003

Budapest, March 16, 2004

Richard Pelly

Chief Executive Officer

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#### II / 1.a Gross value of intangible and tangible assets

31 December 2003

in HUF'000

Description		Changes in	Gross Value	
	Opening	Increase	Decrease	Closing
	value	during the year	during the year	value
I. Total intangible assets:	5,931,206	1,120,468	-28,967	7,022,707
a/ Rights and titles	830,109		0	830,109
b/ Intellectual property	4,768,050	1,120,468	-28,967	5,859,551
c/ Capitalised value of foundation / restructuring	333,047	0	0	333,047
II.1. Tangible assets serving financial	16,533,005	3,615,412	-3,028,272	17,120,146
institutions' activities				
a/ Real properties	7,417,915	294,438	-114,849	7,597,504
b/ Technical equipment, machinery and vehicles	8,807,321	1,035,460	-463,057	9,379,724
c/ Assets under construction	307,769	2,285,514	-2,450,366	142,917
d/ Advances for assets under construction	0	0	0	0
II.1. Tangible assets related to non-financial	6,061	0	0	6,061
services				
a/ Real estates	0	0	0	0
b/ Technical equipment, machinery and vehicles	6,061	0	0	6,061
c/ Assets under construction	0	0	0	0
d/ Advances for assets under construction	0	0	0	0

#### II / 1.b Accumulated depreciation and current year depreciation on intangible and tangible assets

Megnevezés			Accumulated of	lenreciation		in HUF'0
W c g ii c v c z c s	Opening	Increase	Decrease	Planned	Over	Closing
	value	during the year	during the year	depreciation	the plan	balances
. Total intangible assets:	3,112,038	1,328,814	-9,327	1,186,610	142,204	4,431,525
a/ Rights and titles	710,996	111,159	0,027	111,159	0	822,155
b/ Intellectual property	2,291,136	1,107,750	-9,327	965,546	142,204	3,389,559
c/ Capitalised value of foundation / restructuring	109,906	109,905	0	109,905	0	219,811
.1. Tangible assets serving financial institutions' activities	6,752,331	1,704,367	-392,496	1,704,367	0	8,064,202
a/ Real estates	996,565	262,382	-18,510	262,382	0	1,240,437
b/ Technical equipment, machinery and vehicles	5,755,766	1,441,985	-373,986	1,441,985	0	6,823,765
c/ Assets under construction	0	0	0	0	0	0
d/ Advances for assets under construction	0	0	0	0	0	0
.2 Tangible Assets not directly	67	5	0	5	0	72
used in banking activities						
a/ Real estates	0	0	0	0	0	0
<li>b/ Technical equipment, machinery and vehicles</li>	67	5	0	5	0	72
c/ Assets under construction	0	0	0	0	0	0
<ul> <li>d/ Advances for assets under construction</li> </ul>	0	0	0	0	0	0

#### Notes:

The depreciation charges under the plan determined and accounted for in light of the expected useful life of the relevant assets by using the straight-line depreciation method.

Gross value (HUF'000) Rights related to real estates: Cumulated depreciation (HUF'000)

Right of lease Right of usage 50,900 1,500 35,639 1,500

#### II / 2. Inventories

#### 31 December 2003

	31 December 2003	31 December 2002
Precious metal for sale	45	45
Stationary	1,024	981
Printed materials	1,227	0
Office material	2,406	3,904
Computer equipmets	3	926
Subcontractors performance	2,499	21,689
Real Estate against receivables	946,935	945,000
Other stock/equipment against receivables	425	425
Provision on stock/equipment against receivables	-331,852	-283,925
Other	52	0
Total:	622,764	689,045

#### II / 3. Receivables from financial institutions and customers in maturity split

31 December 2003

			Breakdown	of the portfolio of 31 l	December 2003 in m	aturity split	in HUF'000
Description	Total of 31 December 2002	Total of 31 December 2003	On sight	within 3 months	within 3 months and 1 year	within 1 year and 5 years	over 5 years
		1 = 2+3+4+5+6	2	3	4	5	6
I. Receivables from financial institutions	54,348,506	48,169,214	581,919	46,528,013	0	1,059,282	0
On sight	461,361	581,919	581,919	0	0	0	0
Other receivables from financial institutions	53,887,145	47,587,295	0	46,528,013	0	1,059,282	0
- Within one year	52,928,655	46,528,013	0	46,528,013	0	0	0
of which: from affiliated companies from other companies	0	0	0	0	0	0	0
from the National Bank of Hungary	33,144,081	39,800,000	0	39,800,000	0	0	0
- Over one year	958,490	1,059,282	0	0	0	1,059,282	0
of which: from affiliated companies	0	0	0	0	0	0	0
from other companies from the National Bank of Hungary	958,490	1,059,282	0	0	0	1,059,282	0
II. Receivables against customers	195,680,496	254,687,014	133,638	19,480,215	136,961,208	69,534,902	28,577,051
Receivables from financial services	195,497,151	254,553,376	0	19,480,215	136,961,208	69,534,902	28,577,051
- Within one year	133,867,743	156,441,423	0	19,480,215	136,961,208	0	0
of which: from affiliated companies from other companies	59,861,189 0	80,638,725 0	0	0 0	80,638,725 0	0	0
- Over one year	61,629,408	98,111,953	0	0	0	69,534,902	28,577,051
of which: from affiliated companies from other companies	353,684 0	1,134,130 0	0	0	0	1,134,130 0	0
Receivables from investment services	183,345	133,638	133,638	0	0	0	0
Total:	250,029,001	302,856,228	715,557	66,008,228	136,961,208	70,594,184	28,577,051

#### II / 4. Assets in Euro and non-Euro currencies expressed in HUF

31 December 2003

						in HUF'00
			31 December 2003	1		31 December 200
	EUR		non-EURO			
Description	Euro	USD	HUF	Other	Total	Total
1. Cash	234,663	113,424	15,529,154	67,935	15,945,176	16,655,60
2. Securities	0	0	45,464,568	0	45,464,568	45,521,79
a) Bonds and other securities	0	0	45,269,169	0	45,269,169	45,325,02
b) Shares and other securuties	0	0	195,399	0	195,399	196,768
3. Receivables :	51,683,489	5,435,813	227,443,683	20,391,884	304,954,868	252,049,96
a) On sight	25,832	59,618	0	496,469	581,919	
b) Maturing within one year	39,516,987	4,228,675	143,803,199	17,519,214	205,068,076	189,278,72
- from financial institutions	500,859	1,143,560	44,800,000	83,593	46,528,013	53,390,01
- from customers	38,983,814	3,075,545	96,949,765	17,432,299	156,441,423	133,867,74
- other receivables	32,313	9,570	2,053,434	3,323	2,098,640	2,020,96
c) Maturing over one year	12,140,669	1,147,520	83,506,846	2,376,201	99,171,235	62,771,24
- from financial institutions	1,028,482	30,801	0	0	1,059,282	958,48
- from customers	11,112,187	1,116,719	83,506,846	2,376,201	98,111,953	61,812,75
d) From investment services	0	0	133,638	0	133,638	
4. Shares for investment purposes	9,035	0	426,612	0	435,647	440,57
5. Shares in affiliated companies	0	0	1,081,997	0	1,081,997	977,01
6. Intangible assets	0	0	2,591,183	0	2,591,183	2,819,16
7. Tangible assets	0	0	9,061,933	0	9,061,933	9,786,66
8. Inventories	0	0	622,764	0	622,764	689,04
9. Prepayments in foreign currency	-12,317,478	8,475,932	19,906,729	-12,464,123	3,601,060	3,919,64
Total: (1+2+3+4+5+6+7+8+9)	39,609,709	14,025,169	322,128,622	7,995,696	383,759,197	332,859,48

#### II / 5. Provision movements from 31 Dec 2002 to 31 Dec 2003

31 December 2003

in HUF'000

Description	Opening balance	Provision (write-off)	Charge	Provision (release)	Closing balance
Provision for pension and severance payments	0	0	0	0	0
2. Provision on contingent and future liabilities	3,600,911	0	90,358	-1,077,040	2,614,229
3. General risk provision	2,536,991	-6,206	0	0	2,530,785
4. Other provision	0	0	0	0	0
Total provisions:	6,137,902	-6,206	90,358	-1,077,040	5,145,014

#### Notes:

The following suits were won therefore provision was released: NIKEX 450.000 HUF'000, TÉKA 159.569 HUF'000, DA Factor 270.000 HUF, Lutter-Tiszaholz 21.541 HUF'000, Egyéb 93.078 HUF'000.

## II / 6. Provision charge / release on assets from 31 December 2002 to 31 December 2003

31 December 2003

Description	Opening balance	Charge	Release	Closing Balance
Provision on securities	1,167,378	374,381	-29,359	1,512,400
2. Provision on receivables	3,582,688	1,940,782	-1,261,197	4,262,273
Provison on inventories, which were received against receivables	283,925	47,927	0	331,852
Total:	5,033,991	2,363,091	-1,290,556	6,106,526

#### II / 7. Securities breakdown and safe custody securities

31 December 2003

in HUF'000

	Se	ecurities fully owne	d by BB Rt.as at	31 December 200	03		Securi	ties owned by thir	d parties
Security type	Balance Sheet line	Face value	Book value	Market value	Form	Place	Face value	Form	Place
Government bonds	II. Securities	35,166,360	35,165,143	35,165,143	DEMAT	Central Depository	70,320	DEMAT	Central Depository
Discount T-bills	II. Securities	8,917,750	8,530,597	8,613,360	DEMAT	Central Depository	38,235,980	DEMAT	Central Depository
HNB Foreign Currency Bond	II. Securities	1,573,430	1,573,430	0	DEMAT	Central Depository	0		
Investment Unit	V. Bonds and other securities	145,378	194,604	223,102	DEMAT	Central Depository	87,508,152	DEMAT	Central Depository
Investment Unit	V. Bonds and other securities	0	0	0			220	printed	Safe
Compensation Coupon	-	93	0	49	printed	Safe	505	printed	Safe
Shares	VII-VIII. Shares for investment purposes and in affiliated companies for investment purposes	115,600	360,600	392,664	DEMAT	Central Depository	86,878	DEMAT/ printed	Central Depository
Shares	VII-VIII. Shares for investment purposes and in affiliated companies for investment purposes	1,324,958	1,157,044	1,118,650	printed	Safe	7,180,237	printed	Safe
Other security	V. Bonds and other securities	791	795	795	printed	Safe		printed	Safe
Total:		47,244,361	46,982,213	45,513,763			133,082,292		

#### Note:

Listed out of Discount T-bills total Book value: 4.258.150 HUF'000, Market value: 4.041.114 HUF'000

\*NBH Foreign Currency Bond has no Market Value as being part of portfolio seized due to regulatory reserving requirements.



#### II / 8. Liabilities to financial institutions and customers in maturity split

31 December 2003

			Bre	eakdown of the portf	olio of 31 December	2003 in maturity spl	it
Description	31 December 2002	31 December 2003	on sight	within 3 months	within 3 months and 1 year	within 1 year and 5 years	over 5 years
		1 = 2+3+4+5+6	2	3	4	5	6
I. Liabilities to financial institutions	10,168,457	18,594,460	1,612,035	372,981	763,062	5,669,092	10,177,290
On sight	140,020	71,656	71,656	0	0	0	0
Deposited from financial services	10,027,139	18,521,505	0	372,981	763,062	5,669,092	10,177,290
- Within one year	7,601,980	2,675,123	0	372,981	2,302,142		
- Over one year	2,425,159	15,846,382	0			5,669,092	10,177,290
From investment services	1,298	1,298	1,298	0	0	0	0
II. Liabilities to customers	255,691,807	301,555,313	180,386,252	62,191,945	23,702,770	34,130,736	1,143,610
Other liabilities from financial services	254,265,379	299,665,797	178,496,736	62,191,945	23,702,770	34,130,736	1,143,610
- On sight	158,708,725	178,496,736	178,496,736				
- Within one year	94,228,833	85,894,715		62,191,945	23,702,770		
- Over one year	1,327,821	35,274,346				34,130,736	1,143,610
From investment services activity	1,426,428	1,889,516	1,889,516				
VII. Subordinated debt	3,861,000	3,861,000					3,861,000
Total:	269,721,264	324,010,773	181,998,287	62,564,926	24,465,832	39,799,828	15,181,900

Budapest Bank Rt.

#### II / 9. Liabilities in Euro and non-Euro currencies, expressed in HUF

31 December 2003

	IJF'	

			31 December 2003			in HUF'000 31 December 2002
	EUR		non-EUR			
Description	Euro	USD	HUF	Other	Total	Total
1.Liabilities on sight	9,898,905	5,724,684	162,469,425	475,379	178,568,393	158,848,745
- to financial institutions	42,530	8,698	19,178	1,250	71,656	140,020
- to customers	9,856,375	5,715,986	162,450,246	474,130	178,496,736	158,708,725
2. Short-term liabilities	13,920,025	7,569,262	73,111,262	1,272,560	95,873,109	119,164,765
- to financial institutions	0	0	2,675,123	0	2,675,123	7,601,980
- to customers	13,854,842	7,444,015	63,330,110	1,273,975	85,902,942	94,228,833
- on issued securities	0	0	0	0	0	0
- other liabilities	65,183	125,247	7,106,029	-1,415	7,295,044	17,333,952
3. Long-term liabilities	30,318,939	660,222	14,714,967	5,894,188	51,588,316	4,602,210
- to financial institutions	2,096,111	0	13,750,272	0	15,846,383	2,425,159
- to customers	28,222,828	660,222	497,108	5,894,188	35,274,346	1,327,821
- on issued securities	0	0	0	0	0	0
- other liabilities	0	0	467,588	0	467,588	849,230
4. Liabilities from Investments services	0	0	1,890,816	0	1,890,816	1,427,726
- to financial institutions	0	0	1,298	0	1,298	1,298
- to customers	0	0	1,889,517	0	1,889,517	1,426,428
5. Accruals	26,229	3,257	2,779,102	1,854	2,810,442	1,512,363
6. Provision	0	0	5,145,014	0	5,145,014	6,137,902
7. Subordinated debt	0	0	3,861,000	0	3,861,000	3,861,000
8. Shareholders's fund	0	0	44,022,107	0	44,022,107	37,304,776
Total: (1+2+3+4+5+6+7+8)	54,164,098	13,957,425	307,993,693	7,643,982	383,759,197	332,859,487

#### II / 10. Changes of Shareholders' Equity in 2003

31 December 2003

#### in HUF'000

Description	Opening value	Increase	Decrease	Closing value
Share capital	19,345,945	0	0	19,345,945
Issued, unpaid share capital	0	0	0	0
Share premium	1,233	0	500	733
Retained Earnings	9,138,863	5,713,947	8,227	14,844,583
Valuation Reserve	0	0	0	0
Capital Engaged	222,031	0	109,906	112,125
General Reserve	2,992,663	0	0	2,992,663
Profit for the year	5,604,041	6,726,058	5,604,041	6,726,058
SHAREHOLDERS' FUND	37,304,776	12,440,005	5,722,674	44,022,107

#### Note:

Increase of Retained Earnings is due from transfer of Profit of last year - 5.604.041HUF'000,

109,906 HUF'000 amortization of capitalised value foundation/restructuring was booked on Capital Engaged. 8,227 HUF'000 interest was paid on interest earning shares against Retained Earnings regarding last year. Profit of the year contains 8,227 HUF'000 interest as a reduction.

Bank applys to HFSA for excemption from constituion of General Reserve on 9 March 2004 as fulfilling legal requirements at the of 2003.

## II / 11. Prepayments and Accruals as at 31 December 2003

31 December 2003

	Description	31 December 2002	31 December 2003		Description	31 December 2002	31 December 2003
	Prepayments				Accruals		
1.	Accrued interest on Loans and Deposits	771,956	888,846	1.	Accrued interest	719,863	732,513
2.	Accrued commission	80,344	88,322	2.	Accrued commission	0	42,915
3.	Accrued costs and expenses	107,186	102,662	3.	Accrued costs and expenses	768,343	2,022,587
4.	Prepayments from security transactions	1,979,949	1,655,048	4.	Accruals from security transactions	6,090	5,210
5.	Prepaid dividends of the affiliated companies	800,000	850,000	5.	Deferred income	1,669	1,124
6.	Other	180,213	16,181	6.	Other	16,398	6,095
	Total:	3,919,648	3,601,060		Total:	1,512,363	2,810,442



#### II / 12. Breakdown of Net sales income

31 December 2003

	Post data	3	31 December 2002	2	31 December 2003			
	Description	Bank	Subsidiaries	Total	Bank	Subsidiaries	Total	
1.	- deposit taking, lending	10,707,899	3,082,125	13,790,024	12,203,141	2,813,923	15,017,064	
2.	- interest income of securities, fx gain	3,273,478	0	3,273,478	3,587,126	0	3,587,126	
3.	- guarantees	275,670	0	275,670	297,061	0	297,061	
4.	- commissionnaire and custody	1,421,814	0	1,421,814	1,802,582	0	1,802,582	
5.	- income on foreign exchange contracts	2,097,121	0	2,097,121	2,538,875	0	2,538,875	
6	- income on other financial services	9,261,926	64,648	9,326,574	11,013,457	85,161	11,098,618	
	Total:	27,037,908	3,146,773	30,184,681	31,442,242	2,899,084	34,341,326	

### II/13. Income and expenditure of investment related services

#### 31 December 2003

	December	Inco	ome	Expenditure		
	Description	2002	2003	2002	2003	
1.	Commissionnaire activities	1,490,360	1,842,936	0	0	
2.	Commercial activities	0	0	20,101	94,271	
3.	Safe custody activities	6,405	6,086	4,344	4,793	
4.	Other activities	0	0	70,607	16,423	
	Total :	1,496,765	1,849,022	95,052	115,487	

## II / 14. Equity investments in consolidated subsidiaries, associated companies, and other investments

31 December 2003

	C								
Consolidated	Name	Seat	Purchase value	Provisions	Share Capital	Share- holder's funds	Reserves	Net Income 2003	Voting rights
1. Subsidiaries	Autóbérlet Kft.	1138 Budapest, Váci út 188.	0	0	468,923	42,500	419,095	7,328	100%
	Budapest Eszközfinanszírozó Kft.	1138 Budapest, Váci út 188.	29,359	0	241,294	11,000	106,234	124,060	100%
	Budapest Alapkezelo Rt.	1138 Budapest, Váci út 188.	10,000	0	1,042,547	500,000	209,632	331,819	100%
	Budapest Autófinanszírozási Rt.	1138 Budapest, Váci út 188.	250,000	0	1,731,733	180,000	616,517	935,216	100%
	Budapest Autóparkkezelo Rt.	1138 Budapest, Váci út 188.	558,000	-497,096	157,577	53,000	89,866	14,712	100%
	SBB Solution Rt.	1138 Budapest, Váci út 188.	1,466,000	-1,014,267	441,074	167,000	499,562	-225,488	100%
	Budapest Lízing Rt.	1138 Budapest, Váci út 188.	280,000	0	1,095,897	60,000	386,840	649,057	100%
2. Investments in Associated companies	Budatrend III: Ingatlanhaszn. Rt.		30,600	0					15.87%
3. Other shares	Elszámolásforgalmi Központ Rt.	1205 Budapest, Mártonffy u. 25-29.	156,000	0					8.33%
	Hitelgarancia Rt.	1052 Budapest, Bárczy István .u 3-5.	190,000	0					3.94%
	Kisvállalkozás-fejleszto Pénzügyi Rt.	1052 Budapest, Szép .u 2.	50,000	0					2.90%
	Kereskedelmi és Hitelbank Rt.	1051 Budapest, Arany János u. 24.	50	-38					0.00%
	Postabank Rt.	1051 Budapest, József nádor tér 1.	1,000	-1,000					0.01%
	Swift	Avenue Adele 1 B 1310 La Hulpe Belgium	9,035	0					0.06%
Total:			3,030,044	-1,512,400					

#### II / 15. Changes in issued own shares

31 December 2003

Description	Type of share	Face value HUF	Number of shares	Value HUF
Opening total January 1, 2003 Closing total December 31, 2003				19,345,945,000 19,345,945,000
Breakdown of closing total:				
Ordinary common stock	registered registered registered	1,000,000 10,000 1,000	18,546 37,338 344,295	18,546,000,000 373,380,000 344,295,000
Interest earning shares	registered	10,000	8,227	82,270,000

#### Notes:

Preference shares were withdrawn and 1 HUF'000 nominal value ordinary common stock were issued . GECC shares means 99,68% ownership.

## II / 16. Interest and fees on non-performing loans which has not been credited as income

31 December 2003

	Interest, fees and commissions in suspense 31 December 2003	Interest, fees and commissions in suspense 31 December 2002
Base interest	1,533,365	1,409,120
Late payment interest	396,463	356,287
Fees	107,169	90,136
Commissions	270,442	253,334
Total:	2,307,439	2,108,877

## II / 17. Foreign currency receivables and liabilities from unsettled deals at year end

### 31 December 2003

Currency	Foreign currency receivables in HUF	Foreign currency liabilities in HUF
CAD	0	6,522
CHF	0	211,650
CZK	0	439
DKK	0	3,039
EUR	677,157	1,211,850
GBP	119	18,860
JPY	0	509
NOK	0	324
PLZ	0	3,845
SEK	6,294	11,723
SKK	0	5,828
USD	68,053	122,113
Összesen	751,622	1,596,704



#### III. Additional information

#### III / 1. Financial ratios \*

Profitability Ratios		2002	2		2	003	
Marge	Profit after tax Revenue	5,604,041 46,778,892	=	11.98%	6,734,285 50,962,063	=	13.21%
ROA	Profit after tax  Average total assets	5,604,041 325,156,741	=	1.72%	6,734,285 358,309,342	=	1.88%
ROE (1)	Profit after tax Shareholders' funds	5,604,041 37,304,776	=	15.02%	6,734,285 44,022,107	=	15.30%
ROE (2)	Profit after tax Share capital	5,604,041 19,345,945	=	28.97%	6,734,285 19,345,945	=	34.81%
ROE (3)	Net income of financial services Shareholders' funds	5,829,879 37,304,776	=	15.63%	7,410,938 44,022,107	=	16.83%
Capital coverage Ratios							
Gearing	Balance sheet total Shareholders' funds	332,859,487 37,304,776	=	8.92	383,759,197 44,022,107	=	8.72
Liquidity and Coverage							
Liquidity ratio	<u>Liquid assets</u> Short term liabilities	252,328,516 279,441,236	=	0.90	231,077,569 276,332,316	=	0.84
Loans in percetage of deposits	<u>Total loans and leases</u> Total deposits	250,029,001 265,860,264	=	94.05%	302,856,228 320,149,773	=	94.60%
Asset Quality Ratios							
Risk Provision %	Provision Balance sheet total	11,171,893 332,859,487	=	3.36%	11,251,539 383,759,197	=	2.93%
Risk Provision Coverage	Provision Shareholders' funds	11,171,893 37,304,776	=	29.95%	11,251,539 44,022,107	=	25.56%
Effectivity Ratios							
Profit per employee	Profit after taxation  Average no. of employees	<u>5,604,041</u> 1,605	=	3,492	6,734,285 1,634	=	4,121
Wage Cost effectiveness	Profit after taxation  Total salaries&wages	<u>5,604,041</u> 6,695,982	=	83.69%	6,734,285 8,057,803	=	83.57%
Loans & Leasing per employee	Total loans and leases  Average no. of employees	<u>250,029,001</u> 1,605	=	155,781	302,856,228 1,634	=	185,347

<sup>\*</sup> Balances in HUF'000

#### III / 2. Subordinated loans

31 December 2003

	Issued bonds			Bond portfolio	
Description	cription Serial number Quantity (pcs) Face value (HUF)		Face value (HUF)		
Composition	0001 - 0038	38 100,000		3,800,000	
	0001 - 0061	61	1,000	61,000	
Total:		99		3,861,000	
Security type:	straight paper, registered bond				
Interest:	variable interest rate /from 20 June, 2003: 4,59 %; from 20 December, 2003: 4,88 %;				
Date of issue:	20 December 1994				
Maturity:		20 December 2014			
Currency:	HUF				

### III / 3. Off-balance sheet items

31 December 2003

in HUF'000

Description	31 December 2002	31 December 2003
Commitments and contingent liabilities	136,614,183	177,388,128
- unused overdraft facilities, non-disbursed approved loans	27,415,373	33,714,100
- guarantees of indebtedness	16,969,251	24,766,344
- other commitments	66,482,156	81,527,034
-of which yield guarantee	42,885,855	43,357,408
- letters of credit	1,412,403	915,644
- liabilities to affiliated companies	24,335,000	36,465,000
Futures liabilities	26,906,176	30,681,032
- futures pension and severance payments	131,587	728,25
- payment liabilities on interest swap transactions	20,987	728,25
- of which subsidiaries	554,365	
- forward transactions	2,377,250	1,596,70
- spot transactions	196,150	400,000
- transactions with securities	23,081,419	26,690,38
- liabilities on swap transactions	23,081,419	26,690,386
- of which subsidiaries	565,405	1,149,48
- HUF liabilities on forward transactions	0	116,213
Total off-balance sheet liabilities:	163,520,359	208,069,160
Off-balance sheet receivables		
- forward transactions (FX)	554,365	1,070,862
- forward transactions (HUF)	565,025	(
- swap transactions (FX)	5,562,952	27,148,918
- swap transactions (HUF)	17,488,483	(
- receivables on transaction without transfering capital	0	42,660
Total off-balance sheet receivables:	24,170,825	28,262,446

# Note:

Value of assets obtained as deposit or gurantee related to financial services is 363.511 '000 THUF In its capacity is distributor, Budapest Bank Ltd. assumed a guarantee for the minimum yield of the Money Market (Pénzpiaci) Fund, calculating the average of quarterly yields.

# III /4. Extraordinary income and expense

## 31 December 2003

	Description	Amount		
		31 December 2002	31 December 2003	
1.	Dividend renounced by GE	0	8,404	
2.	Repurchase value of MATÁV bond	0	223	
3.	Net book value of investment in Nemzetközi Bankárképzo	0	30,600	
4.	Net book value of new investment in Budatrend III.	0	-26,129	
5.	Teleinvest - compensation of damages	83,923	0	
6.	Other	4	-50	
	Total:	83,928	13,048	

## III / 5. Corporate tax base adjustments

31 December 2003

Items decreasing the profit before taxes		Items increasing the profit before taxes	
Depreciation according to the Tax Law	3,097,297	Depreciation expense on the basis of the Accounting Law	3,093,635
2. Money received without repayment obligation	8,404	Money given without repayment obligation,     assets given away for free	59,407
Money contribution for foundations and other public institutions	36,225	3. Provision on receivables	663
4. The part of the provision accepted by taxation law	2,549	Uncollectable receivables forgiven	28,912
5. Tax audit correction items accounted as revenue	338,970	Tax audit correction items accounted as expense	268,633
6. Increasing items of provision related to	67,730	6. Penalties and fines	2,237
7. Dividend received	1,103,542	Non-business related costs and expenditures     Other	10,973 36,385
8. Written-off shares			
9. Other			
Total:	4,654,717	Total:	3,500,845

# III / 6. Corporate tax calculation

31 December 2003

	Description	31 December 2002	31 December 2003	
1.	Profit before tax	6,560,578	7,959,254	
2.	Decreasing items in the corporate tax base	5,112,015	4,654,717	
3.	Increasing items in the corporate tax base	3,865,529	3,500,845	
4.	Tax base	5,314,092	6,805,382	
5.	Tax charge (18%)	956,537	1,224,969	
6.	Tax incentives			
7.	Tax payable	956,537	1,224,969	



### III / 7. Breakdown of costs according to cost types

31 December 2003

			in HUF'000
	Description	31 December 2002	31 December 2003
1.	Material expenses	558,431	785,233
2.	Wage cost	6,048,426	7,352,843
3.	Other personal type payments	325,213	336,104
4.	Other fees		11,490
5.	Benefit in kind which does not increase the corporate tax base and representation cost	115,330	353,914
6. 7.	Benefit in kind which increases the corporate tax base Other payments	207,013	3,452 0
<i>'</i> .	опы раупона	207,010	
8.	Personal expenses ( 2.+3.+4.+5.+6.+7.)	6,695,982	8,057,803
9.	Pension and health contribution	1,773,128	2,209,897
10.	Health contribution	100,644 186,318	91,350
11. 12.	Employer contribution  Educational contribution	85,816	228,319 110,313
13.	Other personal type expenses	2,526	151,298
14.	Social security expenses ( 9.+10.+11.+12.+13.)	2,148,432	2,791,177
15.	Cost of transport and storage	158,867	167,798
16.	Rental fees	1,118,186	1,851,542
17.	Maintenance cost	2,865,559 725,863	1,628,642 1,205,969
18. 19.	Marketing cost Training cost	246,512	204,179
20.	Travelling and delegation cost	129,937	174,243
21.	Post and telephone costs	864,479	1,290,721
22.	Intellectual services	2,295,461	3,415,283
23.	Other services used	1,958,598	1,125,602
24.	Material type services used ( 15.+16.+17.+18.+19.+20.+21.+22.+23.)	10,363,462	11,063,979
25.	Depreciation	2,651,329	2,890,981
26.	Cost of other services	44,872	0
27.	Subcontructors performance	33,968	0
28.	Reinvoiced capital work in progress	33,300	O
29.	Loss related to injury		
30.	Purchase value of sold goods		
31.	Expenses of non-financial and non-investment services (27.+28.+29.+30.)	33,968	0
32.	Total (1.+ 8.+ 14.+ 24.+ 25.+26.+31.) :	22,496,476	25,589,173

# III / 8. Other income and expense

## 31 December 2003

	Description	31 December 2002	31 December 2003
1.	Movements in other provision	33,425	6,206
2.	Movements in provision on inventories	-263,863	-47,927
3.	Fixed assets sold out	-43,573	125,499
4.	Local taxes	-659,575	-758,748
5.	Tax Self-revision	-34,116	-4,505
6.	OBA and other membership fees	-557,697	-266,021
7.	Uncollectable receivables forgiven	-426,047	187,349
8.	Other expenses paid to subcontractors	-162,417	-139,774
9.	Profit / Loss from self-revision of previous years	54,210	197,418
10.	APEH revision	160,309	0
11.	Corporated Tax related to previous year	-310,773	-182,729
12.	Remitted receivables	-7,082	0
13.	Scrap	0	-29,593
14.	Net book value of account receivables sold	0	-1,264,674
15.	Collection fee	0	-73,134
16.	Other	-59,884	-156,198
	Total:	-2,277,083	-2,406,831

## III / 9. Cash-flow statement

31 December 2003

<u> </u>			In HUF 000
	DESCRIPTION	31 December 2002	31 December 2003
01.	Interest income	29,283,489	30,260,701
02.	+ Income on other financial services	11,992,827	13,810,006
03.	+ Other income (without provision)	1,332,805	986,139
04.	+ Income on investment related services	1,496,765	1,849,022
05.	+ Income on non-financial and non-investment related services	680,739	539,622
06.	+ Dividends received	929,690	1,103,542
07.	+ Extraordinary income	83,928	39,227
08.	- Interest expenses	-9,931,468	-8,562,438
09.	- Expenditures of other financial services	-2,561,880	-2,900,478
10.	- Other expenditures (without provisions)	-3,379,449	-3,351,250
11.	- Expenditures of investment related services	-95,052	-115,487
12.	- Expenses on non-financial and non-investment related activity	-33,968	-4,354
13.	- Operating costs	-19,811,179	-22,698,192
14.	- Extraordinary expenditures	0	-26,179
15.	- Taxes	-956,537	-1,224,969
16.	- Dividends paid	0	-8,227
17.	OPERATING CASH FLOW (Lines 1-16)	9,030,710	9,696,685
18.	± Change in liabilities	10,338,965	43,877,187
19.	± Change in receivables	-30,867,442	-53,584,484
20.	± Change in inventories	-908,743	18,354
21.	± Change in securities among current assets	-3,524,010	36,795,798
22.	± Change in investments	1,546,713	-37,183,649
23.	± Change in construction (including advances)	-103,695	164,846
24.	± Change in intangible assets	-910,184	-958,625
25.	± Change in tangible assets (excluding constructions)	-1,307,802	-1,144,482
26.	± Change in prepayments	387,891	318,588
27.	± Change in accruals	-1,124,573	1,298,079
28.	+ Stock issue at selling price	0	0
29.	- Capital decrease	0	0
30.	+ Cash and cash equivalents received based on law	0	0
31.	+ Cash and cash equivalents given based on law	0	0
32.	± Change in retained earnings	374,420	101,678
33.	± Change in capital engaged	-111,016	-109,905
34.	± Share premium	0	-500
35.	- Cancelled own shares	0	0
36.	NET CASH FLOW (Lines 18-34)	-17,178,768	-710,430
37.	Of which: - change in cash (in HUF and foreign currency)	-1,876,110	-1,610,807
38.	- money in account	-15,302,657	900,376



### III / 10. Loans to members of the Board of Directors, Supervisory Board and Management

31 December 2003

Description	Disbursement HUF'000	Repayment HUF'000	Outstanding debt HUF'000	Main conditions	Interest rate %
Interest free employee loans     Board of Directors     Management     Supervisory Board	0 0 1,300	0 0 69	0 0 614	Long-term loan with property pledge Insurance on Real Estate	0%
1. Total:	1,300	69	614		
Overdraft     Board of Directors     Management     Supervisory Board	21,200 0 0	N/A 0 0	N/A 0 0	Overdraft	15.99%
2. Total:	21,200	0	0		
Subtotal:	22,500	69	614		

#### Notes:

Repayment conditions of annuity based loan contracts are: maturity date: max. 10 year, max instalment: 33% of net wage, min. instalment 20% of net wage.

Monthly payments are due until 5th of each month, in case of inadequate coverage on current account, system automatically counts for late payment fee.

Interest varies if it differs by more than +/-1% from base 6 month BUBOR on first workday of January and June per annum without issuing separate notice to the Employ Maturity date of average interest rate loans is 10 year, amount of repayment is extracted from wage. Interest is determined monthly by Treasury dept of the Bank, 25% (but max 4%) of 1 month BUBOR valid from the day of authorization. Bank entitled to change interest rate optionally in every half year.



# III / 11. Salaries and Wages

31 December 2003

Description	Type of 6	Total:	
	Blue collar	white collar	
1. Salaries and wages	0	7,993,417	7,993,417
a. Payroll cost b. Other personal type payments	0	7,352,843 640,574	7,352,843 640,574
2. Salaries and wages paid on sick leave	0	64,386	64,386
Total (1+2):	0	8,057,803	8,057,803

# III / 12. Number of employees

31 December 2003

	Number of employees (average figure)			
PERIOD	Blue collar	White collar	Total	
2002	-	1,605	1,605	
2003	1	1,634	1,634	

# III / 13. Large loans

31 December 2003

### in HUF'000

	31 December 2002	31 December 2003
The total of large loans as at 31 December 2003	13,702,000	29,997,000
Number of clients, having large loans	2	4

Note: In 2002 Annual Report large loans were corrected with exceptions

## III / 14. Open position of currency and interest rate SWAPs deals

31 December 2003

### Currency swap

		Buying	Selling	Buying	Selling	Start date	Maturity date
Buying	Selling	Opening value	Opening value	Value at maturity date	Value at maturity date		
EUR	USD	15,770,000	19,208,428	15,770,000	19,192,090	10-Dec-03	9-Jan-04
EUR	USD	15,000,000	18,270,540	15,000,000	18,255,000	10-Dec-03	9-Jan-04
CHF	USD	3,524,203	2,760,000	3,521,760	2,760,000	12-Dec-03	9-Jan-04
GBP	USD	300,000	529,590	300,000	528,750	19-Dec-03	9-Jan-04
CHF	GBP	9,796,542	4,450,000	9,767,750	4,450,000	10-Dec-03	9-Jan-04
CHF	HUF	30,000,000	5,187,000,000	30,000,000	5,238,900,000	10-Dec-03	9-Jan-04
CHF	HUF	31,400,000	5,429,060,000	31,400,000	5,483,382,000	10-Dec-03	9-Jan-04
EUR	HUF	16,300,000	4,368,400,000	16,300,000	4,405,075,000	10-Dec-03	9-Jan-04
CHF	HUF	5,000,000	849,000,000	5,000,000	855,300,000	18-Dec-03	9-Jan-04
CHF	HUF	3,500,000	586,600,000	3,500,000	588,490,000	31-Dec-03	9-Jan-04

### Interest swap

Currency 31 Dec 2003		Actual interest rate		Transacted value		Running period	Value date	Maturity date
		Variable / Received	Fixed/Paid	Variable / Received	Fixed/Paid			
916,672	EUR	2.2%	4.0%	23,882	38,971	monthly	1st of month	1-Dec-05
301,261	EUR	2.2%	4.3%	7,683	13,658	monthly	1st of month	1-Feb-07
254,829	EUR	2.2%	4.5%	6,319	11,680	monthly	1st of month	1-May-07
223,416	EUR	2.1%	4.9%	5,979	11,926	monthly	20th of month	20-Mar-07
783,627	EUR	2.1%	3.2%	8,936	13,414	monthly	20th of month	20-Jun-08
Összesen:			52,799	89,649				

Notes:

# III $\!\!/$ 15. Remuneration of the Board of Directors and the Supervisory Board

### 31 December 2003

Description	Number of people entitled to remuneration	Amount of remuneration in HUF'000	
Work Council	11	4,320	
Board of Directors	-	-	
Supervisory Board	2	6,000	
Total :	13	10,320	

# **BUDAPEST BANK**

**BUSINESS REPORT** 

**DECEMBER 31, 2003** 

### **CAPITAL POSITION OF THE BANK**

The capital position of the Bank is stable. At the end of 2003, the shareholders' equity, together with the HUF 6,726 million retained profit proposed for approval to the shareholders' meeting, amounted to HUF 44,023 million.

At 31 December 2003 General Electric (GECIFC) held 99.68% of the shares, which is 0.33% higher than in 2002.

In addition to the HUF 14,845 million profit reserve accumulated in the course of the previous years, the Bank has a total general reserve of HUF 2,993 million, created for unforeseeable risks in accordance with the effective provisions of law on credit institutions.

In 1994, the Bank issued, to the Hungarian State, HUH 3,861 million bonds qualified as subordinated debt capital, maturing in 2014. The interest rate of the bond is repriceable every 6 months and is based on the average yield of the discount treasury bills of the 6-month period preceding the interest payment day. This is qualified as subordinated debt in comparison to all other payment obligations.

### **QUALITY OF ASSETS**

The total assets of the Bank increased by 15,3% and amounted to HUF 383 billion from HUF 332 billion in previous year.

The low-risk government securities, the inter-bank placements and cash represented a significant part of the assets of the Bank amounting to HUF 109 billion (28,5 % of the total assets on December 31, 2003 compared to 34,9 % one year earlier).

Leasing and loan receivable increased 30,2 % to HUF 254 billion at the end of the year. During 2003 the Bank focused on the consumer, small and medium size loan portfolio. A very significant 92% volume increase was achieved in the consumer lending, namely in the area of Sales Finance, Personal Loans, Mortgage, Credit Cards and Autofinance products. By the end of the year, the consumer portfolio achieved HUF 58 billion, which growth indicate a leading position in this market segment.

The small and medium-size loan-and leasing increased over the market growth rate as well, averaging 22% per annum, indicating the importance of this segment in the Bank's strategy.

Reserves made on loan receivables increased only slightly from HUF 5,033 million to HUF 6,106 million. The professional risk management tools of the Bank minimizes the actual losses, which provides opportunity for a dynamic lending strategy.

### **MANAGEMENT AND BUSINESS POLICY**

Budapest Bank projected an economical slowdown but an increasing consumer market growth, consequently, it emphasized its business focus to the consumer segment. The Bank targeted a market share increase in the small and medium-size commercial segment.

The management strictly monitored products' profitablity, interest and fee generation and the related trends in the market.

In line with the yearly targets, a flexible and competite renumeration policy enhanced the quality of the service and customer relationship.

As a result of a customer focused product development new products have been introduced and some existing were further developed:

- At the beginning of August Budapest Fix account keeping products were launched: Tradíció, Evolúció and ECO. Also the Mini, Hűség, Budapest Bónusz, Bizalom Limit, the Európa and the Integrator credits became very succesfull products in the small and medium-size commercial segment.
- The Bank also entered the mortgage business with a wide scale product range by using mobil hunters and competitive sales process.
- In May started the Internetbank with a new enhanced funcionality.

In summary the Bank achieved its 2003 net income and growth target. This is mainly due to the consumer lending: the mortage, Sales Finance and Personal loan products.

The Bank maintained its reputation for an innovative financial service provider by mean of introducing "mobilbank", internet and electronic cash handling.

#### **PROFITABILITY**

In the year 2003, the annual net income after tax of Budapest Bank was HUF 6,726 million which is a HUF 1,126 million increase compared to the prior year.

The net interest increased 12,1% by HUF 2,346 million compared to prior year. Still a similar driver of profitability remained the generation of fee income which increased by 11,6% to HUF 1,042 million compared to 2002. This is proved by the fact that customers preferred more the investment funds, as a saving form, than deposits.

The Bank increased overall interest rates of both comercial and consumer saving deposits by 2-3 % in line with the prime bank and competitve banks'rate changes.

Interest rates of commercial loans followed the market trends, and also in case of personal loans and mortgage products, rates increased on a selective way.

In the year 2003, operating expenses including depreciation, increased 14,5% by HUF 2,887 million compared to prior year. Within this, salary is higher by HUF 2,005 million, which helped to achieve the yearly business objectives tied to the performace of individuals.

Also marketing expenses increased to initiate higher sales volume. On the area of all other expense a very strict cost-saving processes were continued through 2003.

The profitability of the year 2003 was not influenced by extraordinary events.

# DEVELOPMENT OF THE ASSET-SOURCE STRUCTURE AND THE LIQUIDITY POSITION OF THE BANK

In the course of the year, the volume of credits provided to customers increased among the Bank's placements. In particular, the commercial and retail forint placements maturing over one year and the currency denominated products offered by the subsidiaries showed a dynamic portfolio growth.

In spite of the dynamic lending activity, the Bank continued to operate with a high volume of liquidity and maintained a high liquidity reserve. As a result of its stable liquidity position, the Bank has permanently preserved its dominant role as an inter-bank lender on the Hungarian financial market, and it holds a substantive volume of state securities.

The increasing funding is covered mainly by commercial current and term deposits and also the currency funding from the mother company (EUR, CHF and USD) increased in 2003.

The Bank managed and contained its liquidity and the interest rate risk within the predetermined limits, primarily by pursuing a harmonious, risk-avoiding pricing and portfolio management practice, and by executing hedging transactions.

Changes of the currency rates and HUF volatility did not effect adversely the Bank due to a lack of a material open position in accordance with its overall curreny management.

Considering whole year performance, the Bank maintained a very strong liquidity and interest rate management during 2003.