

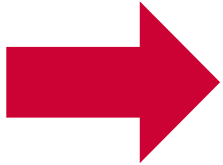


Financial Results

as at 31 March 2004

(International Financial Reporting Standards)

Prague - 30 April 2004



- **Business Performance**
- **Financial Performance**
- **Loan Portfolio Development**
- **Appendix**

HIGHLIGHTS OF THE FIRST QUARTER 2004

Positive financial results

- Upturn in **Net interest income**; y-on-y increase by **1%**
- Increasing business operations brought **increase in Net fees and commissions by 5% y-on-y**
- Y-on-y **decrease in General administrative expenses by 4%**; total costs went up by 3%
- **Low cost of risk at the level of 48 b.p.**
- **Sale of the stake in MUZO** with a positive impact on the result
- **Net profit** amounted to **CZK 1,999 mil.**; y-on-y increase by **39%**



HIGHLIGHTS OF THE FIRST QUARTER 2004

Strong business performance continues

- Number of **customers increased by 7% to 1,350 thousand**
- **714 thousand clients**, i.e. 53% of the total use one of **direct banking channels**
- Number of **packages for individuals increased by 77% y-on-y**
- **68 thousand small businesses use KB financial packages**
- **Dynamics in retail lending continues:**
 - **increase in total mortgages to individuals by 48% and consumer loans by 13%**
 - **Increase in total loans to Small businesses by 50%**
- Growth of **total loans to MEM by 16%**

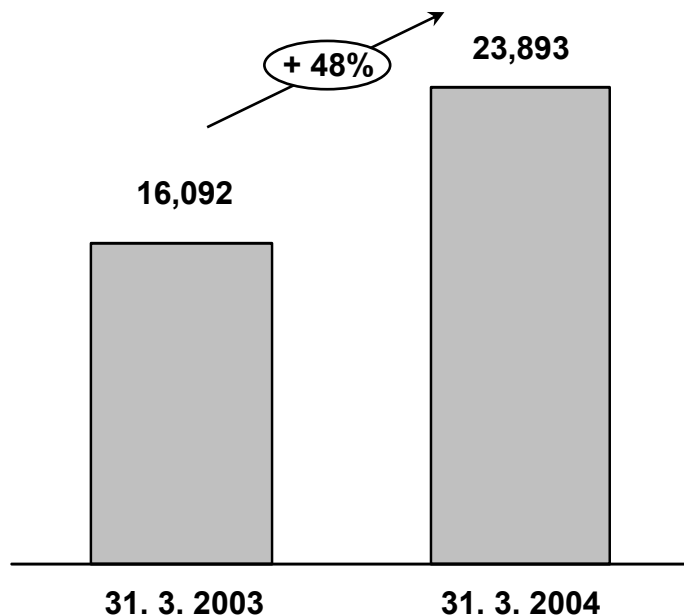


LOANS TO INDIVIDUALS

Retail loans increase dynamically

Mortgages

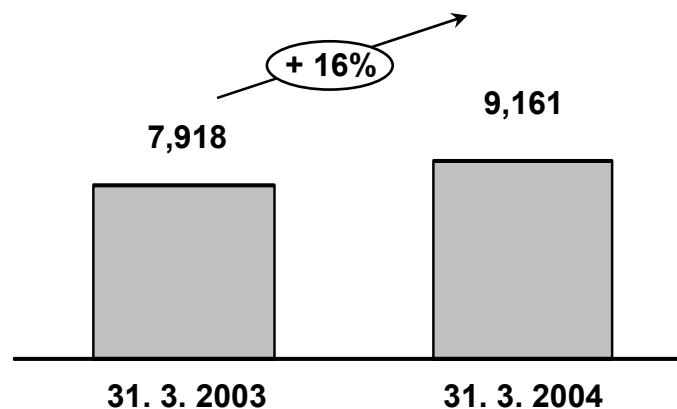
Total volume in CZK mil.



- Total mortgages to individuals rose by **48%**
- Year-on year increase in volumes of mortgages granted during 1Q by **14%**

Consumer loans

Total volume in CZK mil.



- Total consumer loans increased by **16%**
- Year-on year increase in numbers of consumer loans granted during 1Q by **19%**



LOANS TO SMALL BUSINESSES

Success of new products and processes

CZK million

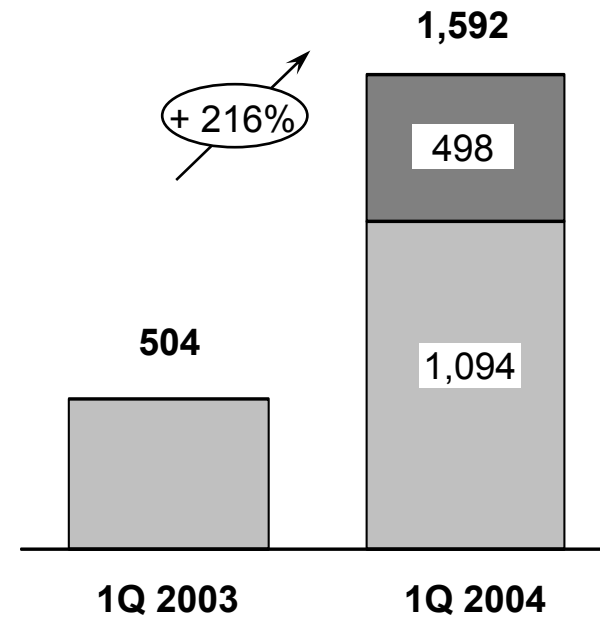
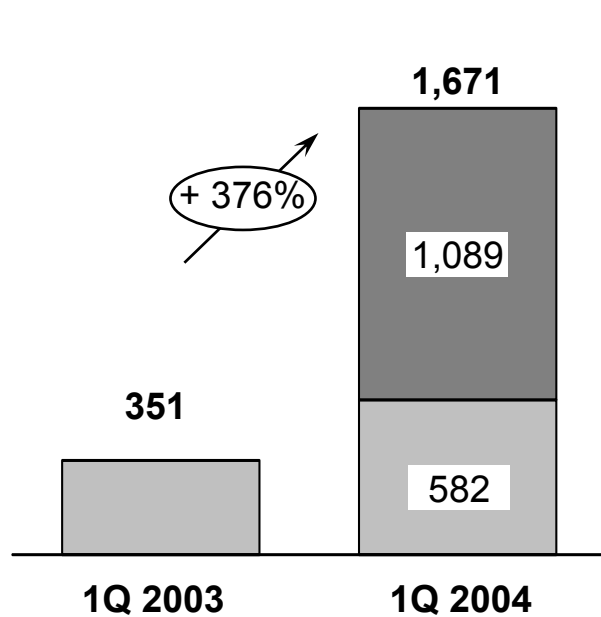
Loans to small businesses

Number of granted loans in the first quarter

Volume granted in CZK mil. in the first quarter

■ Profi loans*
■ Other Business loans

■ Profi loans*
■ Other Business loans



* Profi loan launched in March 2003



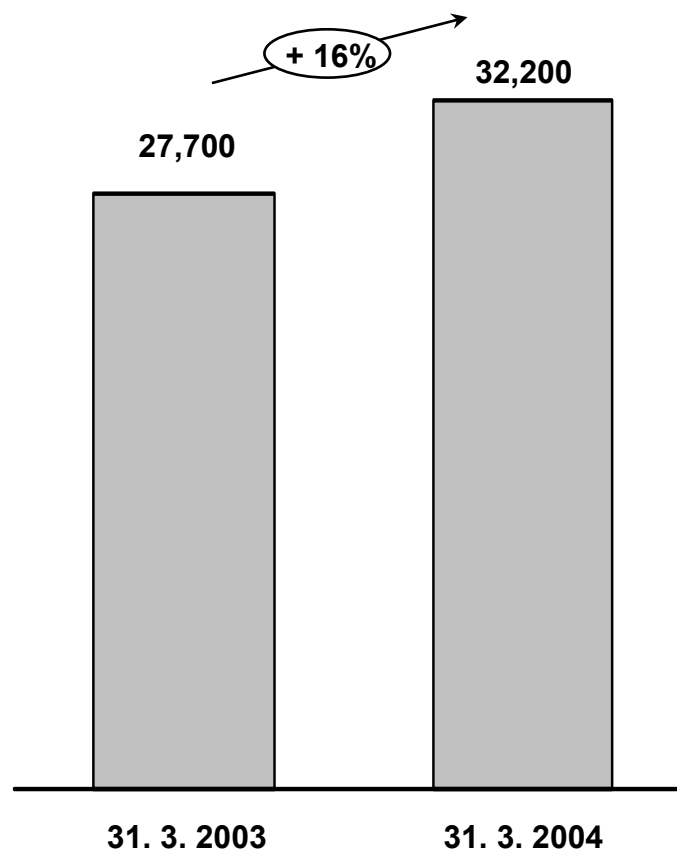
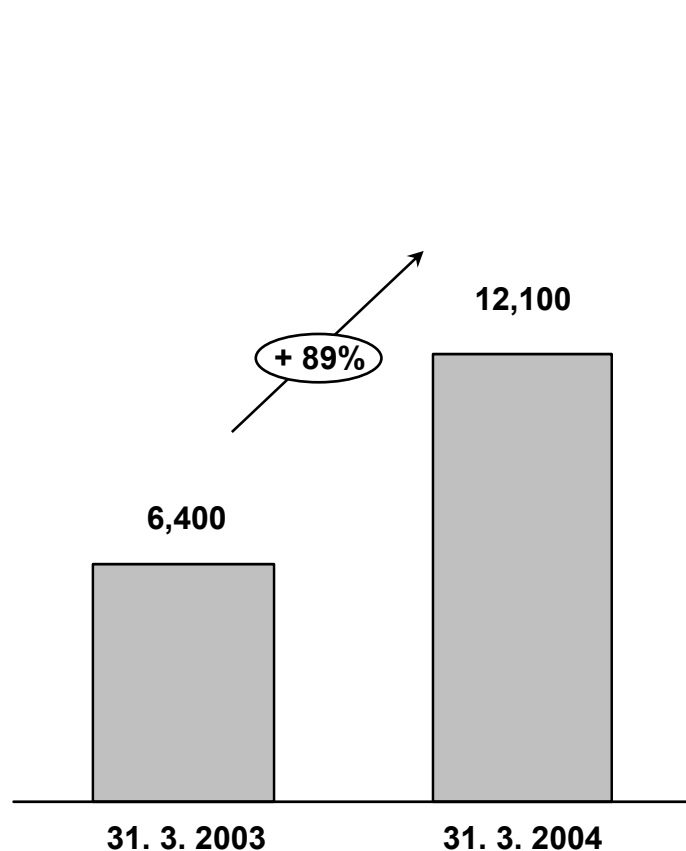
MEDIUM ENTERPRISES AND MUNICIPALITIES

Growing dynamics in lending to this segment

Medium Enterprises and Municipalities

Volume of granted loans in 1Q in CZK mil.

Total volume of loans in CZK mil.



INDIVIDUALS AND SMALL BUSINESSES - PENETRATION

Exploitation of cross-selling potential continues






Penetration ratio*	31.3.2003	31.12.2003	31.3.2004	Change 1Q 04/ 1Q 03
Individuals				
PACKAGES	33.3	49.0	54.2	+ 62.8%
MORTGAGES	1.7	2.1	2.2	+ 29.4%
CONSUMER LOANS	7.9	8.4	8.6	+ 8.9%
PAYMENT CARDS	57.5	63.0	63.9	+ 11.1%
Small businesses				
PACKAGES	0.8	16.3	24.7	-
BUSINESS LOANS	1.2	2.3	2.6	+ 116.7%
PAYMENT CARDS	40.9	57.2	62.2	+ 52.1%

* Number of clients with a product / 100 clients



PAYMENT CARDS

Utilisation of cards keeps increasing

	31. 3. 2003	31. 3. 2004	YoNY Change
Payment cards issued	1,351 thousand	1,819 thousand	+34.6% 
Credit cards issued	29,200	50,300	+72.3% 
Number of merchants accepting payment cards	18,479	19,339	+4.7% 
Number of POS	8,666	10,478	+20.9% 
	1Q 2003	1Q 2004	
Number of transactions via payment cards	14,557 thousand	18,554 thousand	+27.5% 

LOAN PORTFOLIO DEVELOPMENT – PREMIER BANK

11% growth in total volume of the portfolio

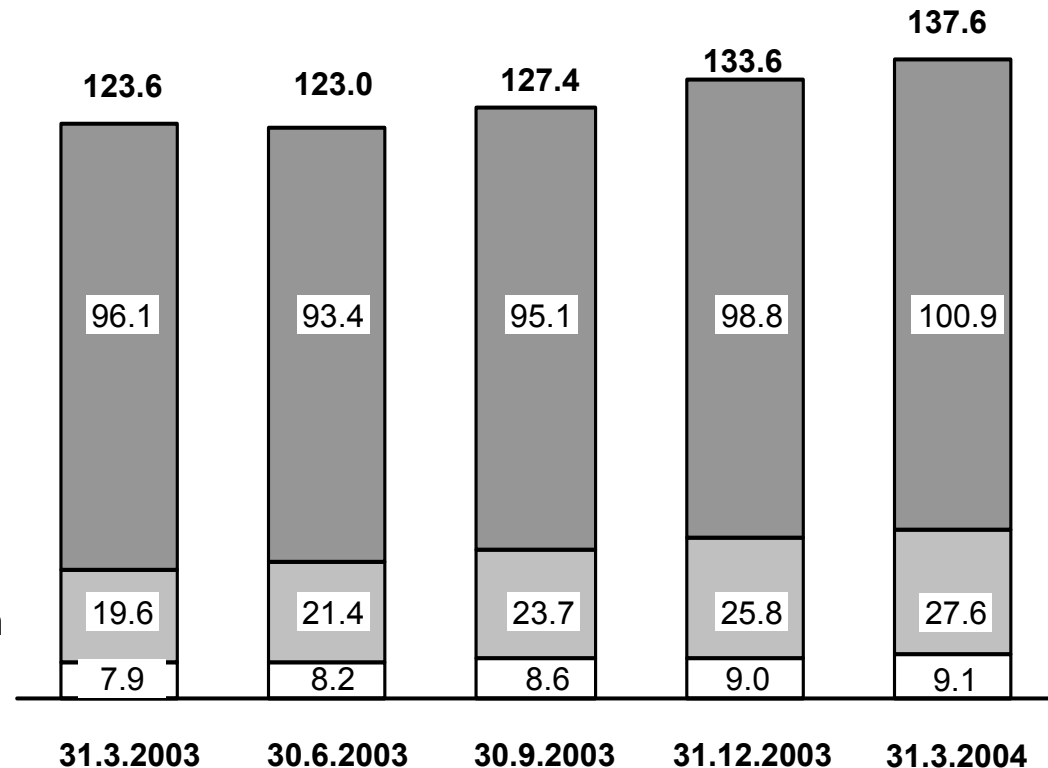
Volume of loans (Premier bank)

gross amount, CZK billion

Business loans
 Mortgage loans
 Consumer loans

Y-on-Y increase
+ 11%

- Year-on-year increase of the Premier Bank portfolio by 11%
- Business loans increased by 5%
- Retail loans represent 27% of the Premier Bank portfolio
 - Volume of mortgages increased year on year by 41%
 - Volume of consumer loans increased year on year by 16%
- Off-balance sheet receivables to clients in Premier bank amounted to **CZK 90.6 bil.**



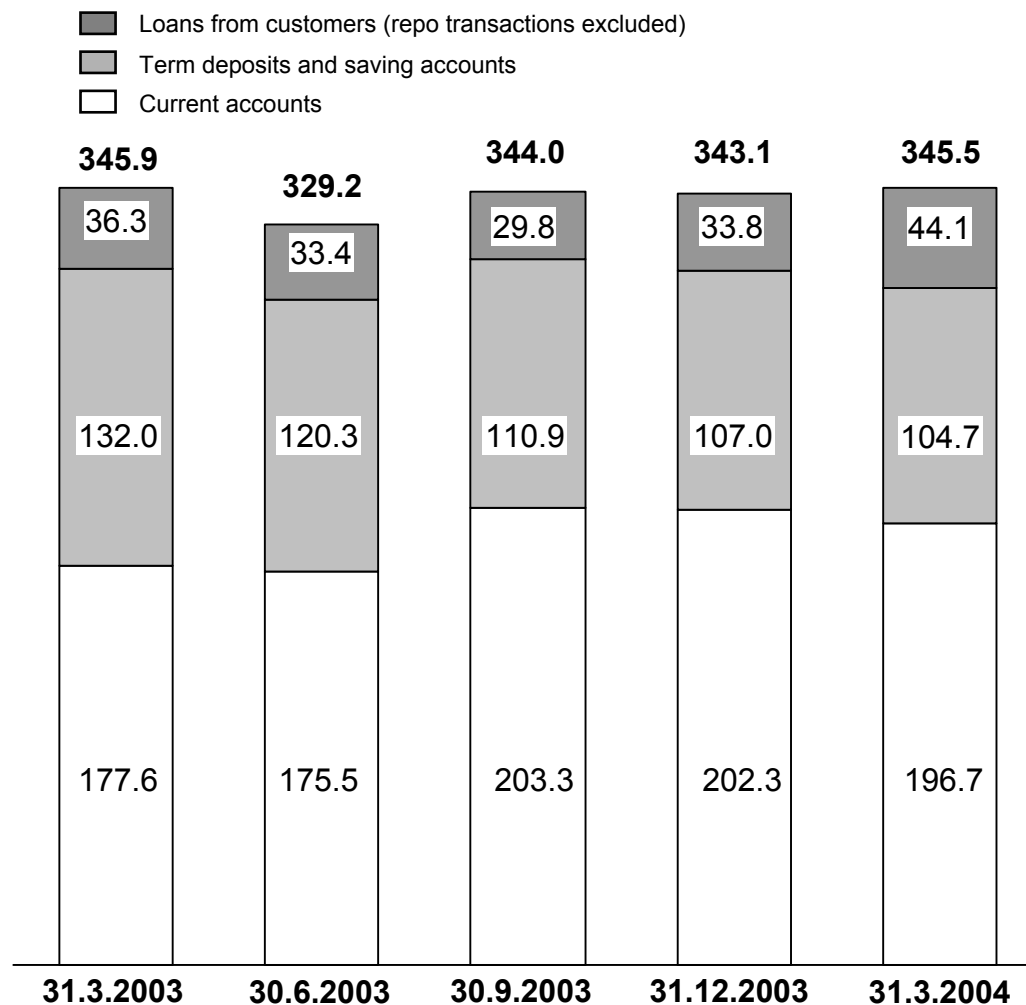
DEPOSITS

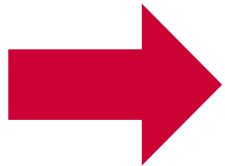
Strong and stable deposits base

Volume of deposits

CZK billion

- Stable depositary base
- Current accounts make up 57% of total primary deposits
- Migration of deposits from KB to its subsidiaries during 1Q 2004
 - KP life insurance premium written (CZK 0.8 bil.)
 - Increase of PF client contributions (CZK +0.2 bil.)
 - IKS sales (CZK +1.9 bil.)





- **Business Performance**
- **Financial Performance**
- **Loan Portfolio Development**
- **Appendix**

FINANCIAL RESULTS AND RATIOS

Stabilised Net banking income

CZK million, unconsolidated

Profit and Loss Statement	1Q 2003	1Q 2004	Change 04/03
Net banking income	5,290	5,287	0.0%
Operating costs	-2,809	-2,880	+ 2.5%
Net operating income	2,480	2,408	- 2.9%
Provisions for loan and investment losses	-318	-191	- 39.9%
Profit on subsidiaries and associates	0	770	-
Profit before income taxes	2,162	2,987	+ 38.2%
Income taxes	-725	-988	+ 36.3%
Net profit	1,437	1,999	+ 39.1%

Key ratios and indicators	1Q 2003	1Q 2004	Change 04/03
Capital Adequacy – CNB	13.2%	18.5%	→
Tier 1 Ratio (IFRS)	10.9%	18.1%	→
Net Interest Margin - NII/Av. Interest Bearing Assets	3.0%	2.9%	→
Cost / Income ratio - including restructuring costs	53.1%	54.5%	→
Return on Average Equity annualised (ROAE)	16.6%	19.1%	→
Return on Average Assets (ROAA)	1.3%	1.8%	→
Earnings per Share (CZK)	151	210	↗
Number of Employees (FTE)	9,010*	8,160	- 9.4%
Net Banking Income per Employee annualised (CZK mil.)	2.3	2.6	→

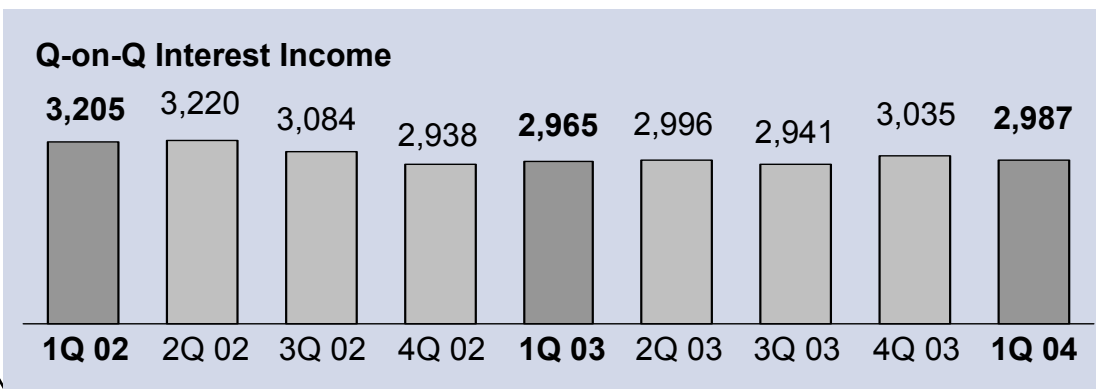
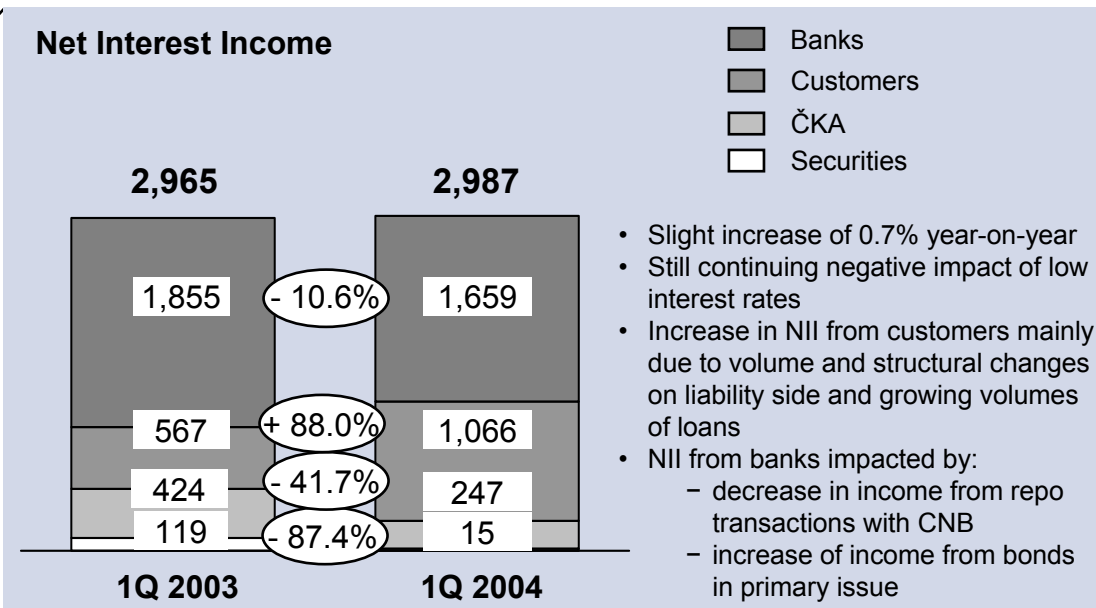
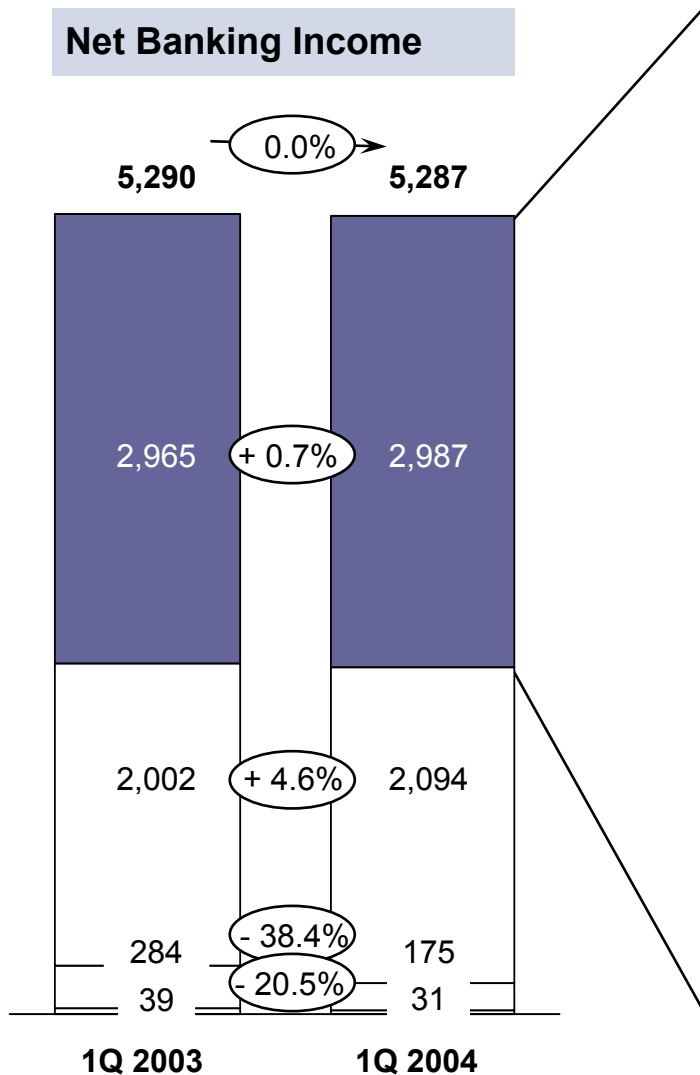
* Including employees re-integrated from ASIS in May 2003



NET INTEREST INCOME

Increasing NII from customers impacted by the loan growth

CZK million, unconsolidated

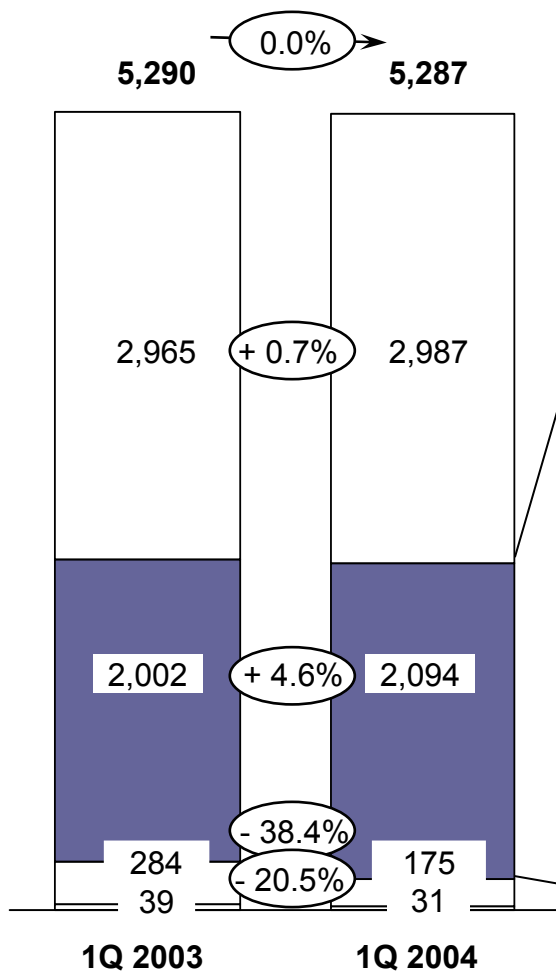


NET FEES AND COMMISSIONS

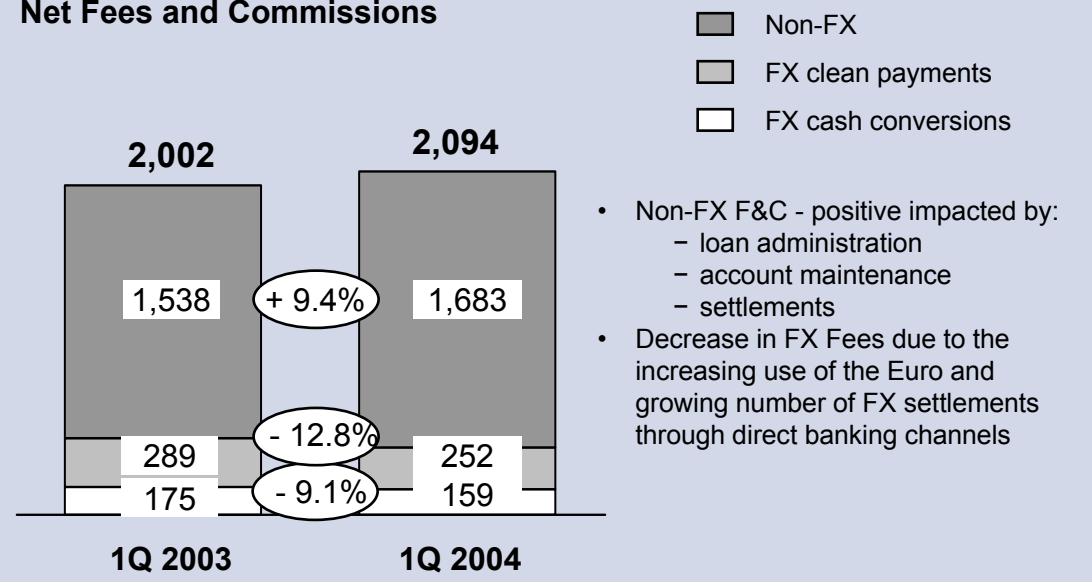
9% growth in Non-FX fees and commissions

CZK million, unconsolidated

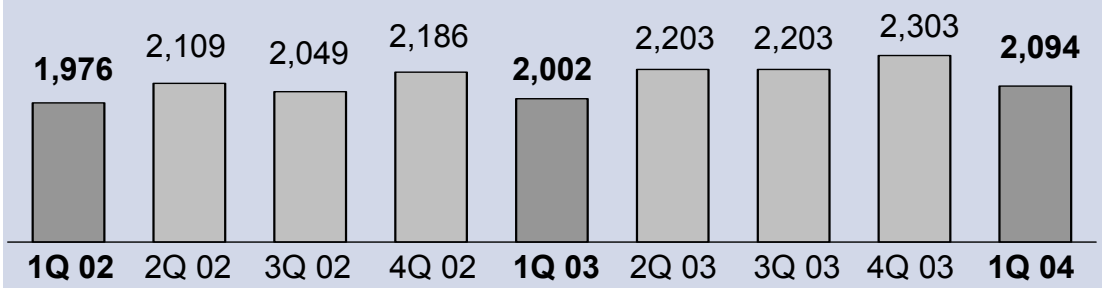
Net Banking Income



Net Fees and Commissions



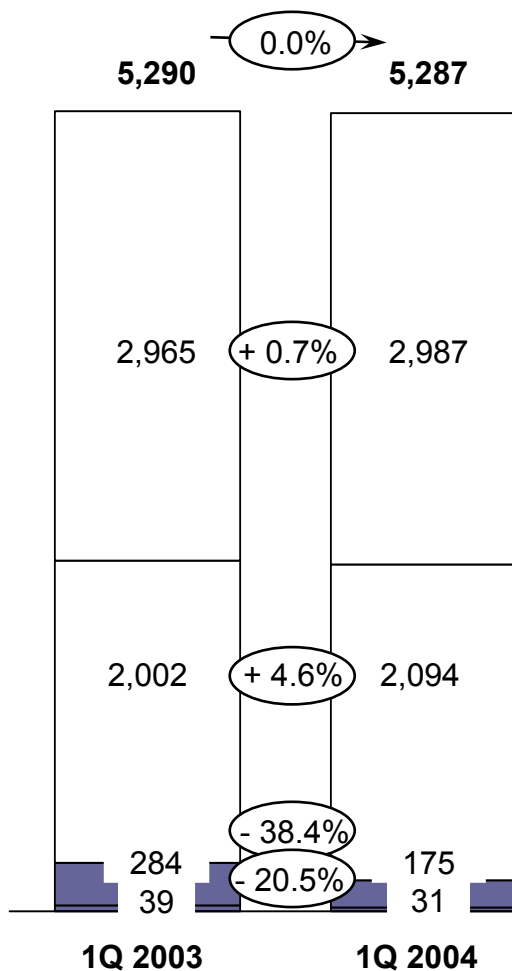
Q-on-Q Net Fees and Commissions



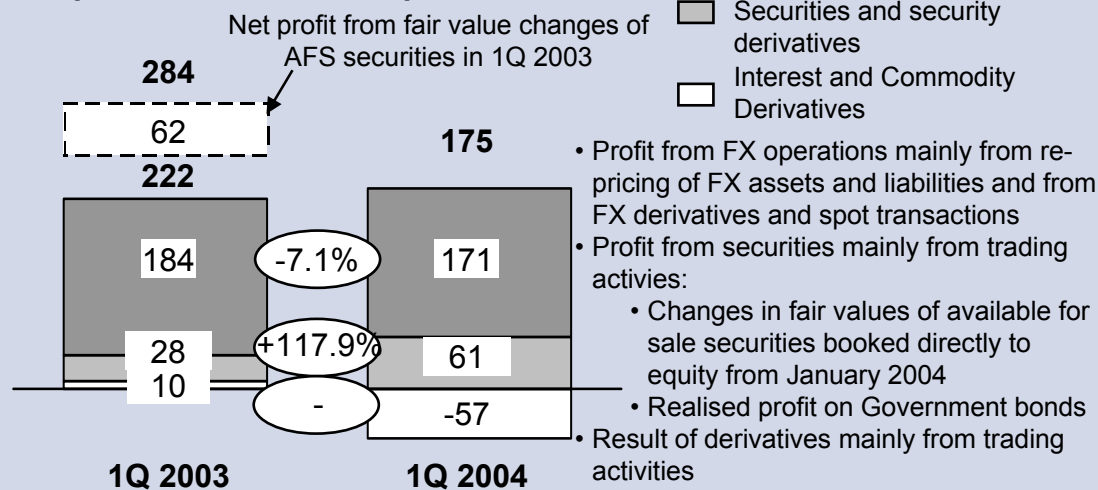
TRADING PROFITS AND OTHER INCOME

CZK million, unconsolidated

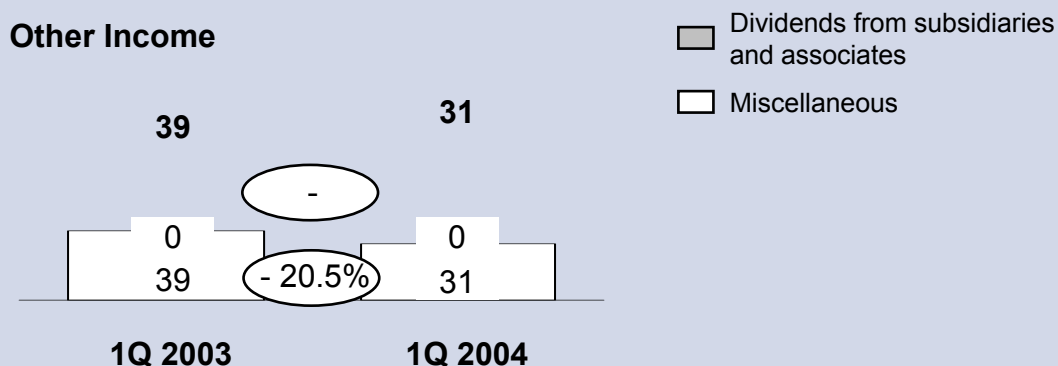
Net Banking Income



Net profit from financial operations



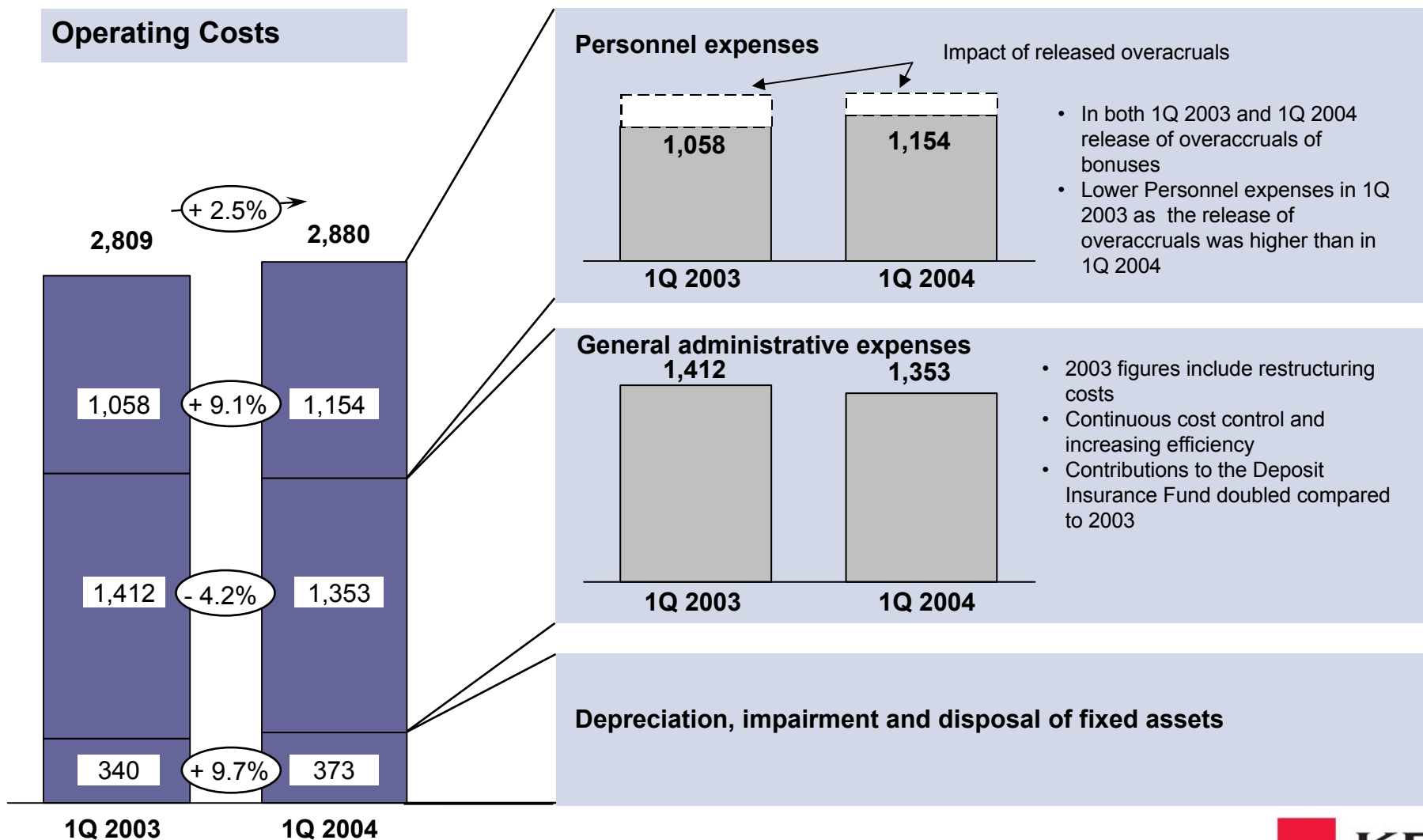
Other Income



OPERATING COSTS

Total costs under control

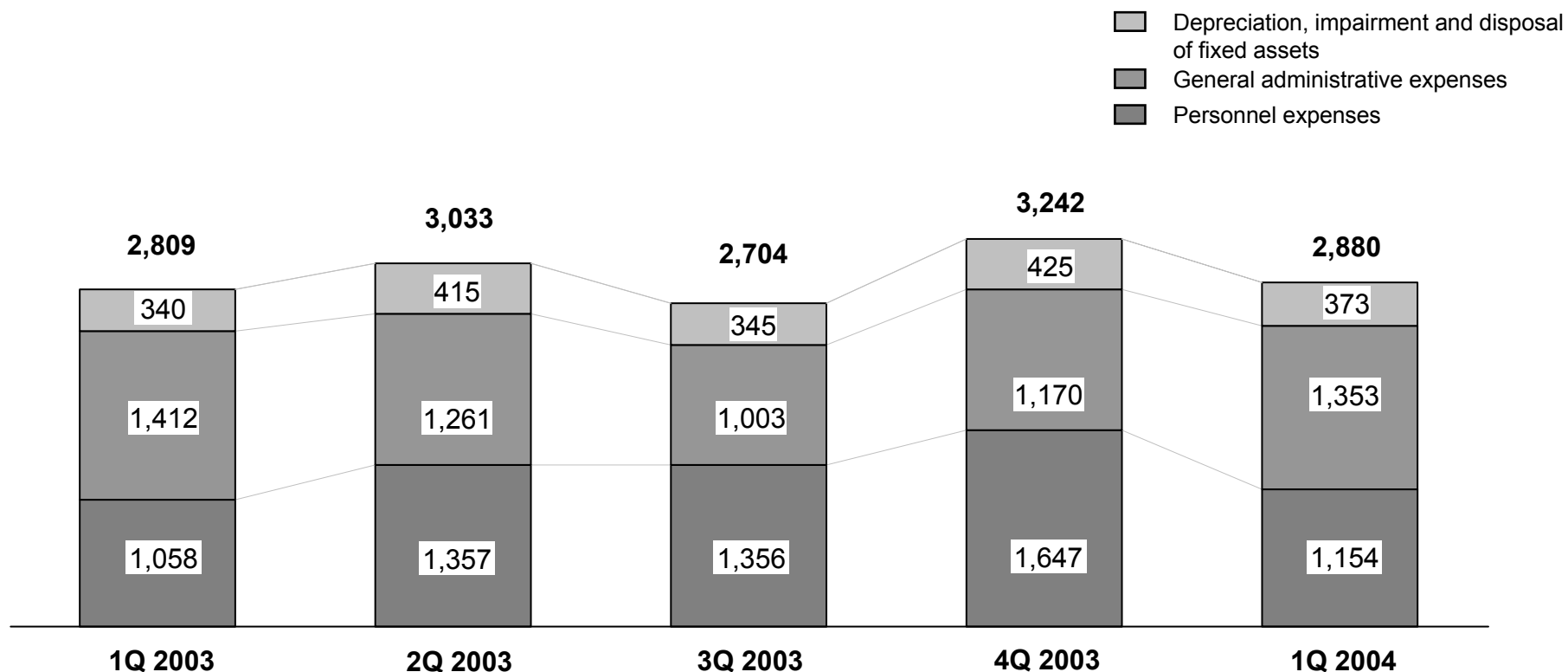
CZK million, unconsolidated



OPERATING COSTS

Operating costs Q-on-Q

CZK million, unconsolidated



1Q 2004/4Q 2003 comparison:

- Decrease in personnel expenses due to release of over-accruals for 2003 bonuses during 1Q 2004 and creation of reserve for loyalty, jubilee and retirement bonuses in 4Q 2003
- Increase in general administrative expenses due to higher depositary insurance contributions and property maintenance

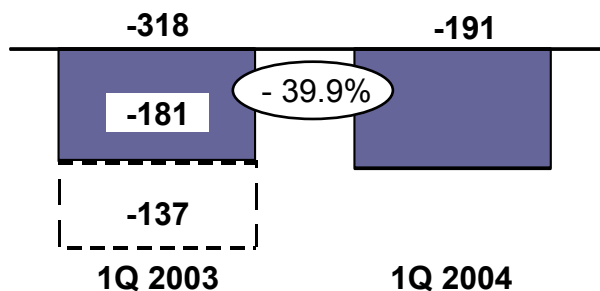


PROVISIONS FOR LOAN LOSSES AND IMPAIRMENT OF SECURITIES, NET PROFIT FROM SALE OF SUBSIDIARIES AND ASSOCIATES

CZK million, unconsolidated

Total provisions and impairment of securities

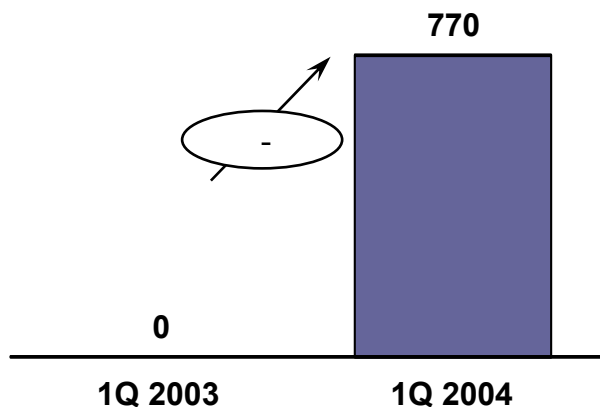
Provisions for Impairment of securities



Comments

- Low cost of risk on credit portfolio
- No Provisions for impairment of securities since 1Q 2004; Marked-to-model changes in values of securities in Available for sale portfolio booked directly to equity (1Q 2004: CZK - 95 mil.)

Net profit on subsidiaries and associates before tax



Comments

- Consists mainly of profit from the sale of the stake in company MUZO; the transaction was completed in February 2004
- Provisions in the amount of CZK 33 mil. created for restructuring changes in Komerční pojišťovna and FranFinance Consumer Credit



BALANCE SHEET

CZK million, unconsolidated

Assets

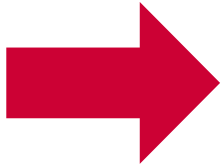
	447,565	456,940	Change
	31.12.2003	31.3.2004	
Cash and balances with central bank	12,340	11,020	- 10.7%
Amounts due from banks	201,638	215,306	+ 6.8%
Due from Česká konsolidační agentura	24,303	20,821	- 14.3%
Loans and advances to customers (net)	131,042	135,109	+ 3.1%
Securities	48,444	45,248	- 6.6%
Other assets	29,798	29,436	- 1.2%
	447,565	456,940	

Liabilities and shareholders' equity

	447,565	456,940	Change
	31.12.2003	31.3.2004	
Amounts due to banks	18,959	18,710	- 1.3%
Amounts due to customers	349,505	354,082	+ 1.3%
Certificated debt	21,348	23,509	+ 10.1%
Other liabilities	17,354	17,470	+ 0.7%
Shareholders' equity	40,399	43,169	+ 6.9%
	447,565	456,940	



- **Business Performance**
- **Financial Performance**
- **Loan Portfolio Development**
- **Appendix**

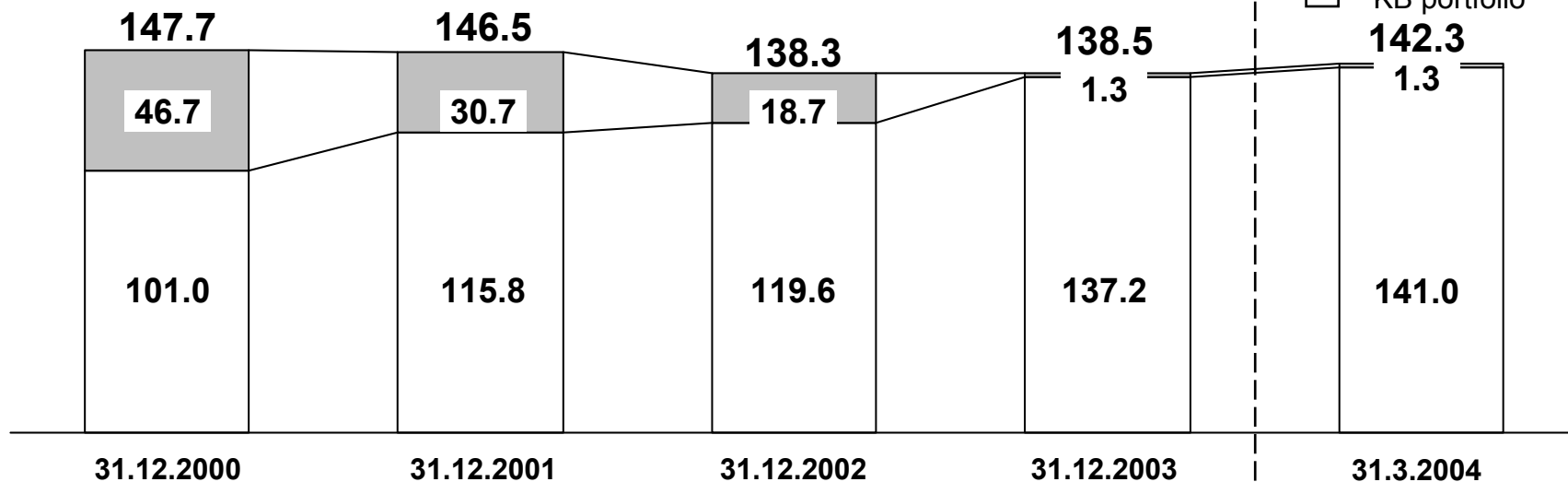


CLIENT PORTFOLIO EVOLUTION

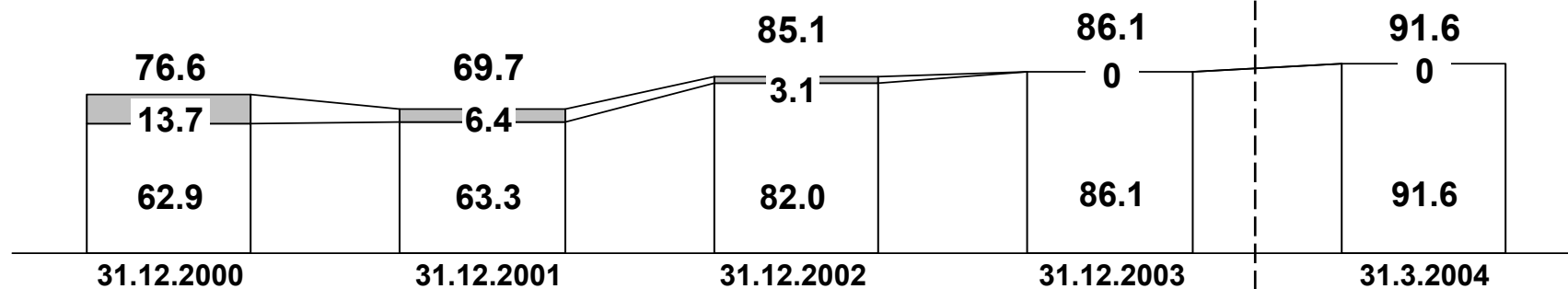
CZK billion

On-balance Sheet

- Guaranteed portfolio
- Non-guaranteed portfolio
- Portfolio to be sold or transferred to CKA
- KB portfolio



Off-balance Sheet



End of the State Guarantee
as at 31.12.2003



LOANS AND ADVANCES TO CUSTOMERS

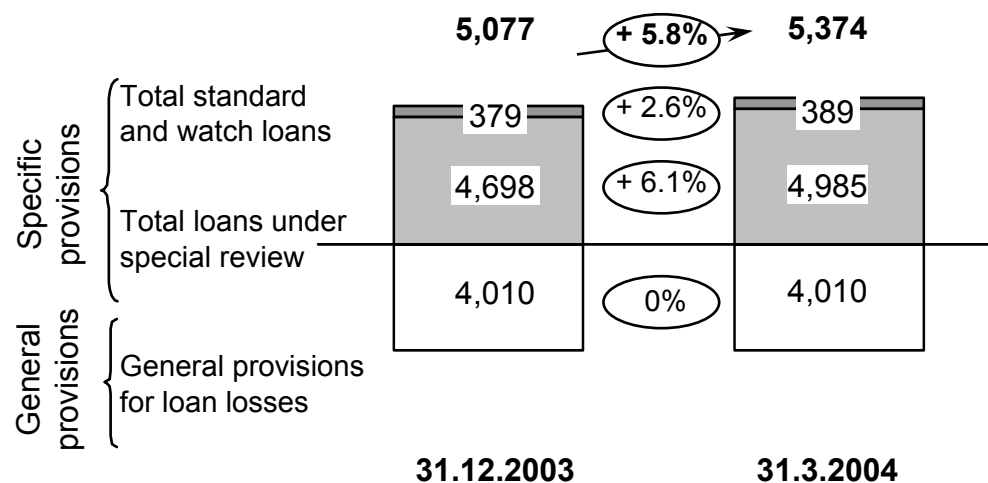
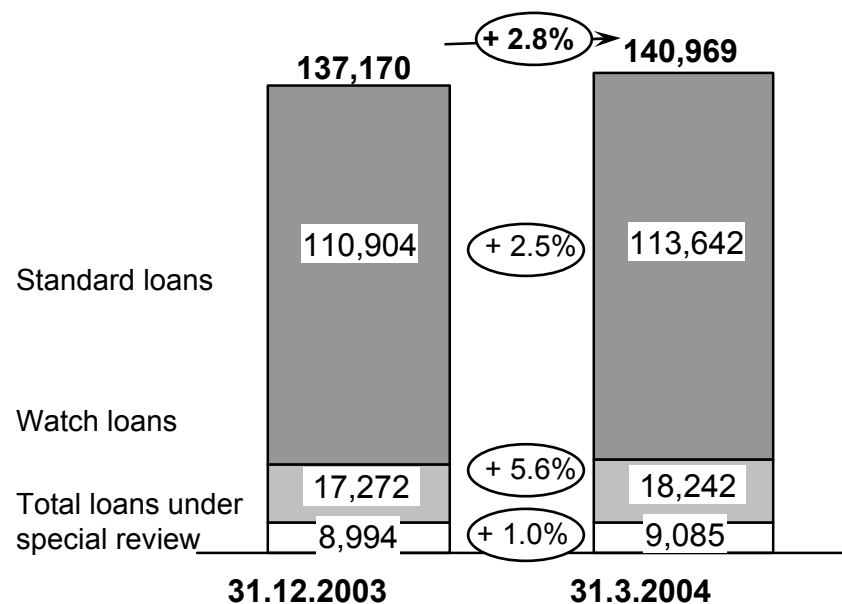
3% growth from the beginning of the year

CZK million

Client loans On-balance sheet

Specific and general provisions for loan losses On-balance sheet

Excluding loans of CZK 1,290 mil. to be transferred to CKA in the 1H 2004



- Standard loans make up 81% of the total portfolio
- LUSR* decreased to a 6% share in the total portfolio
- Work out bank comprise CZK 4.5 bil. of client receivables

- Specific provisions to LUSR cover 55% of LUSR
- Used value of collateral covers 43% of the client loans
- Cost of risk on the Premier bank amounted to 48 bp

* LUSR = Loans under special review (sub-standard, doubtful and loss)

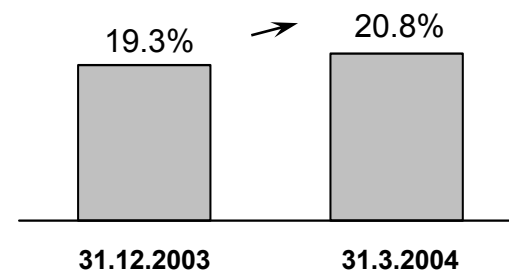
CDO PORTFOLIO

Coverage of the portfolio in line with the model

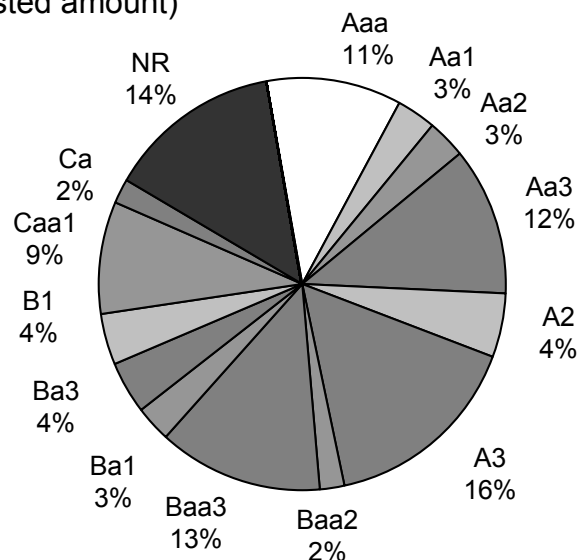
Date of acquisition: September 2000 - April 2001
 Initial invested amount: USD 426 mil.
 Invested amount as at 31.3.2004: USD 389 mil.
 Total coverage (as at 31.3.2004): USD 81 mil.

Provisions based on a mark-to-model approach.

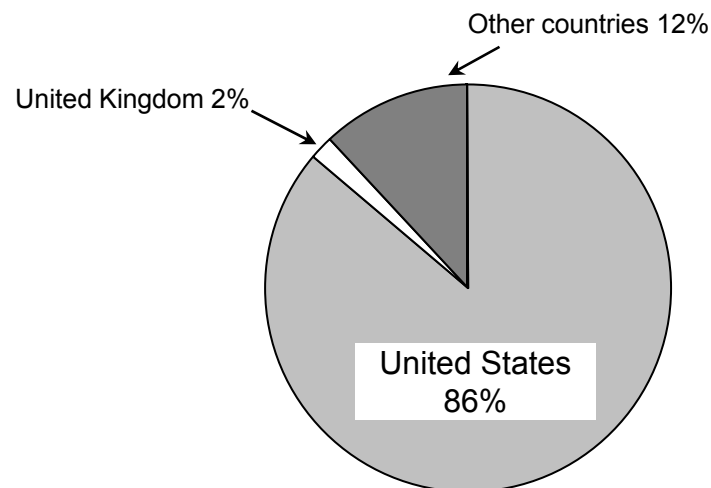
Specific provisions / Invested amount



Rating of the CDO portfolio (by invested amount) as at 31 March 2004



CDO collateral by country as at 31 March 2004



FINANCIAL RESULTS AND RATIOS – CONSOLIDATED

Increase in profit by 24%

CZK million

Profit and Loss Statement	1Q 2003	1Q 2004	Change 04/03
Net banking income	5,762	5,542	- 3.8%
Operating costs	- 3,153	- 3,043	- 3.5%
Income from not fully consolidated companies and exclusion of subsidiaries from consolidation	38	605	-
Provisions for loan and investment losses	-318	-154	- 51.6%
Profit before income taxes	2,329	2,950	+ 26.7%
Income taxes	- 763	- 1,015	+ 33.0%
Net profit	1,566	1,935	+ 23.6%

Balance Sheet	31.3. 2003	31.3. 2004	Change 04/03
Total assets	461,650	467,392	+ 1.2%
Shareholders' equity	37,346	44,180	+ 18.3%

Key ratios	1Q 2003	1Q 2004	Change 04/03
Cost / Income Ratio	54.7%	54.9%	→
Return on Average Equity (ROAE)	17.2%	18.1%	→
Return on Average Assets (ROAA)	1.4%	1.7%	→
Number of Employees (FTE) incl. associated companies	10,702	8,957	- 16.3%



SUBSIDIARY AND ASSOCIATED UNDERTAKINGS RESULTS

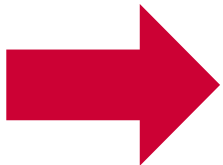
As at 31 March 2004, CZK mil., CAS/SAS

	Share of KB	Profit after tax	Equity	Assets
ASIS, a.s.*	100%	NA	NA	NA
Factoring KB, a.s.	100%	8	135	2,739
FranFinance Consumer Credit, s.r.o.	51%	-14	193	609
Investiční kapitálová společnost, a.s.	100%	31	350	398
Komerční Finance, B.V.	100%	NA	NA	NA
Komerční banka Bratislava, a.s. (SAS)	100%	11	609	3,754
Komerční pojišťovna, a.s.	100%	4	598	6,652
Total subsidiary undertakings		40	1,885	14,152
Všeobecná stavební spořitelna KB, a.s.	40%	14	1,535	45,306
Czech Banking Credit Bureau	20%	0	2	10
Total subsidiary and associated undertakings		54	3,422	59,468
KB direct share		53	2,403	31,972
ALL IN REAL ESTATE LEASING, s.r.o. *	100%	NA	NA	NA
ALL IN, a.s.*	100%	0	35	24
Penzijní fond Komerční banky, a.s.	100%	119	959	11,654

*Companies in process of disposal or liquidation



- **Business Performance**
- **Financial Performance**
- **Loan Portfolio Development**



- **Appendix**

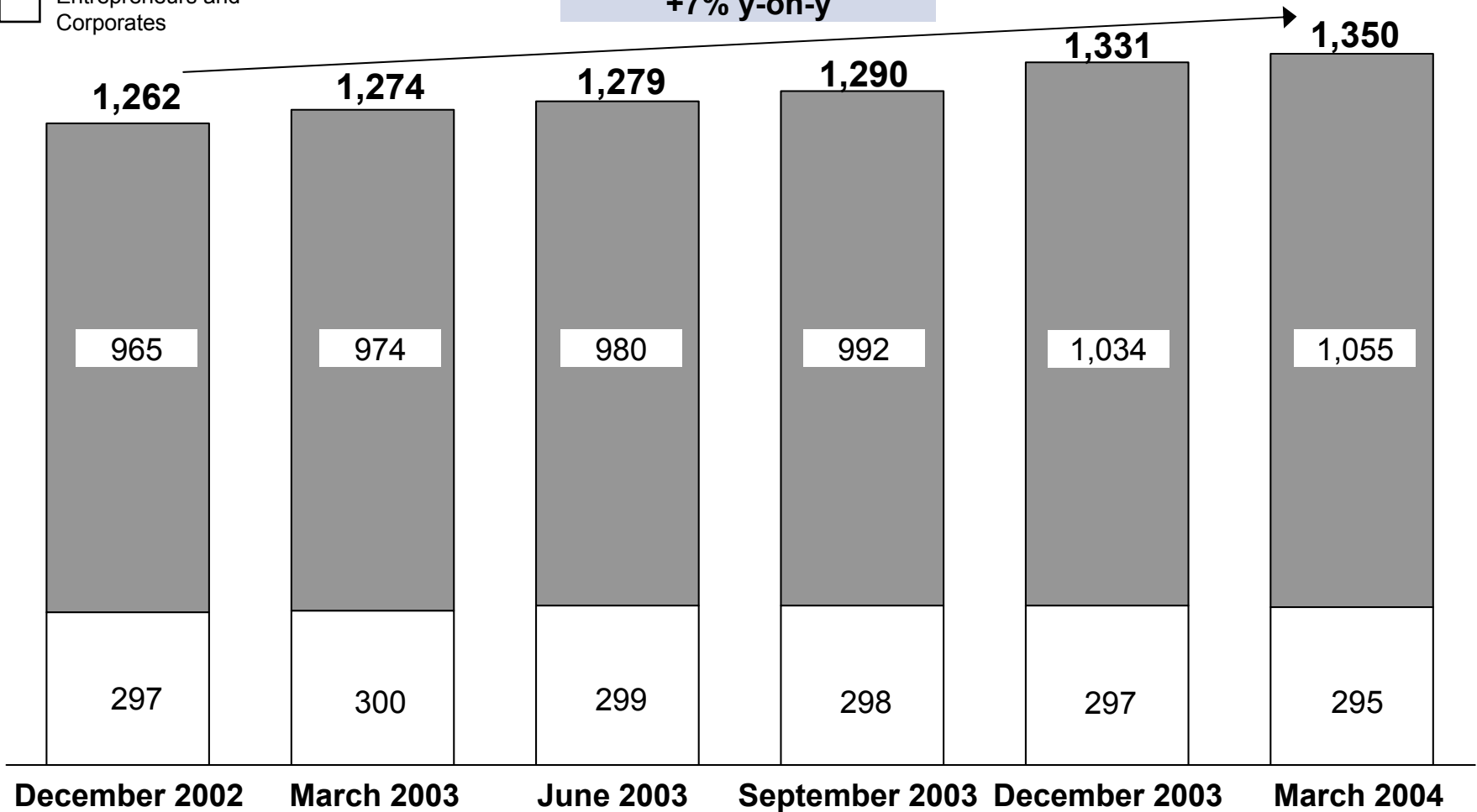
NUMBER OF CLIENTS

Thousands

■ Individuals

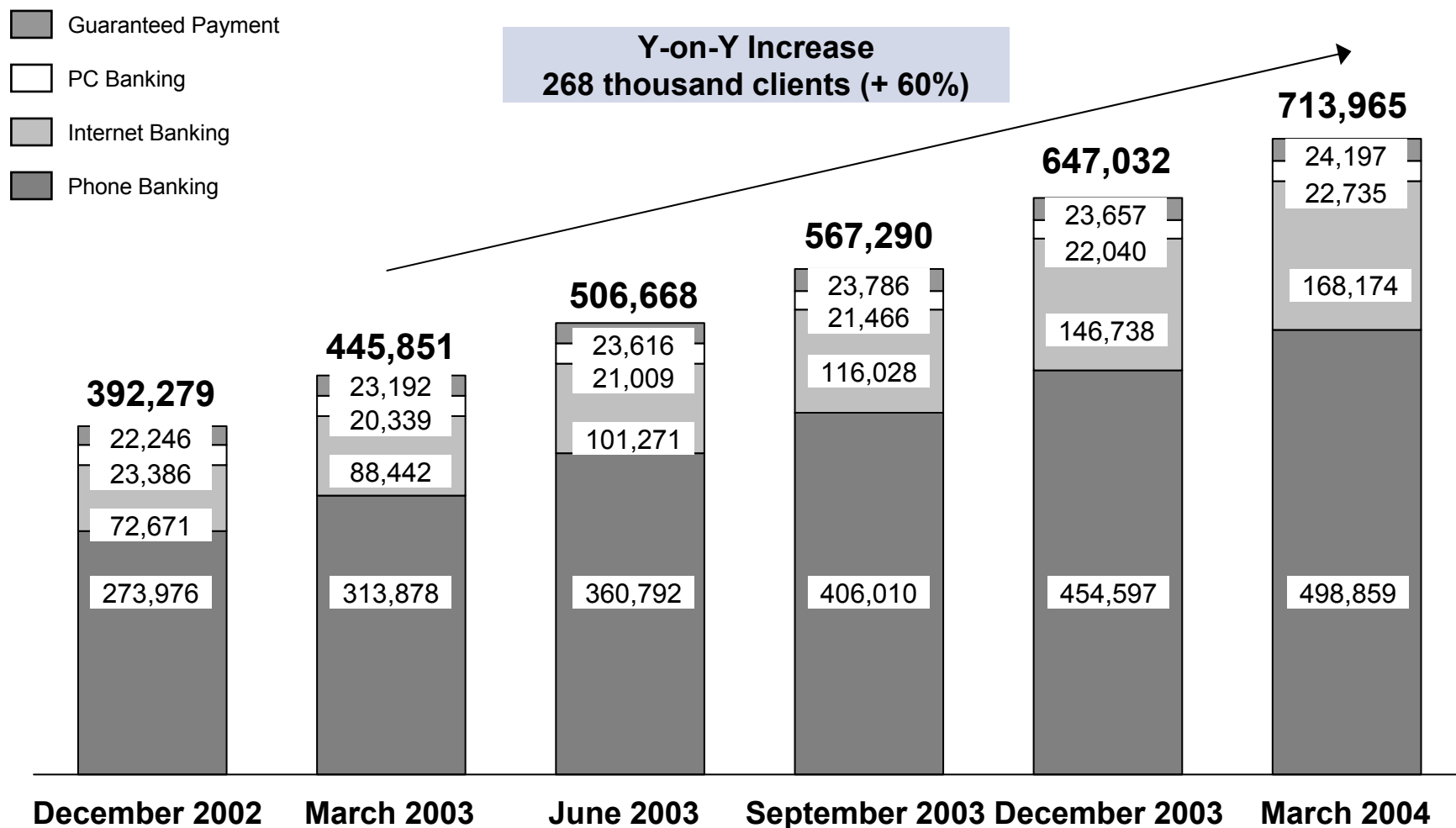
□ Entrepreneurs and Corporates

+ 88 thousands clients
+7% y-on-y

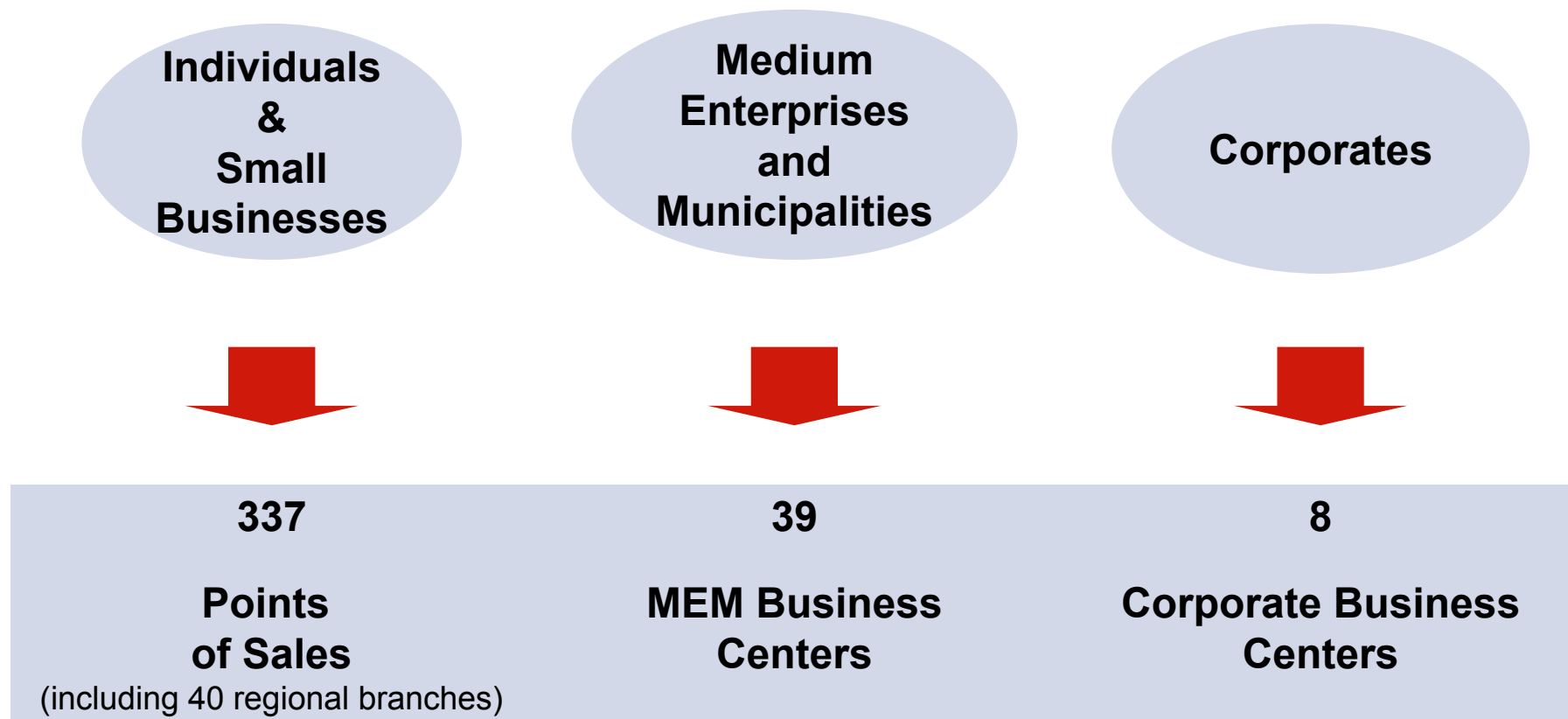


DIRECT BANKING

One half of KB clients use direct banking









SALES NETWORK FOR ALL SEGMENTS









Number of ATMs grew year on year by 75 to the total of 528

KEY PRODUCTS FOR INDIVIDUALS

	31. 3. 2003	31. 3. 2004	YonY Change
IDEAL	134,444 packages	190,260 packages	+ 41.5% 
PERFEKT KONTO	55,119 packages	215,371 packages	+ 290.7% 
EXPRESS KONTO	49,813 packages	65,814 packages	+ 32.1% 
A-KONTO	22,925 packages	24,337 packages	+ 6.2% 
GAUDEAMUS	64,117 packages	82,330 packages	+ 28.4% 
CHILD ACCOUNT	Launched in September 2003	55,221 accounts	N.A.
VITAL	9,200 sold contracts in the 1Q	11,400 sold contracts in the 1Q	+ 23.9% 



KEY PRODUCTS FOR SMALL BUSINESSES

	31. 12. 2003*	31. 3. 2004	YTD Change
EFEKT	31,117 packages	48,480 packages	55.8% 
KOMFORT	9,222 packages	13,755 packages	49.2% 
EXCELENT	833 packages	1,020 packages	22.5% 
OPTIMUM MEDICUM	3,963 packages	4,388 packages	10.7% 
	31. 3. 2003	31. 3. 2004	
Business loans	3,275 total loans	7,132 total loans	118% 
Authorised overdrafts	27,436 active authorised overdrafts	41,420 active authorised overdrafts	51% 

*Packages launched in the first half of 2003








LOAN PRODUCTS DEVELOPMENT



Strong growth in Small businesses and MEM segment

CZK million

SMALL BUSINESSES

	31. 3. 2003	31. 3. 2004	YonY Change
Number of granted loans in the quarter	351	1,671	376.1% 
Volume of granted loans in the quarter	504	1,592	215.9% 
Number of total loans	3,275	7,132	117.8% 
Number of authorised overdrafts	27,436	41,420	51.0% 
Volume of total loans incl. overdrafts	4,958	7,440	50.1% 

MEDIUM ENTERPRISES AND MUNICIPALITIES

Volume of loans granted in the quarter	6,400	12,100	+ 89.1% 
Volume of total loans incl. overdrafts, credit lines	27,700	32,200	16.1% 

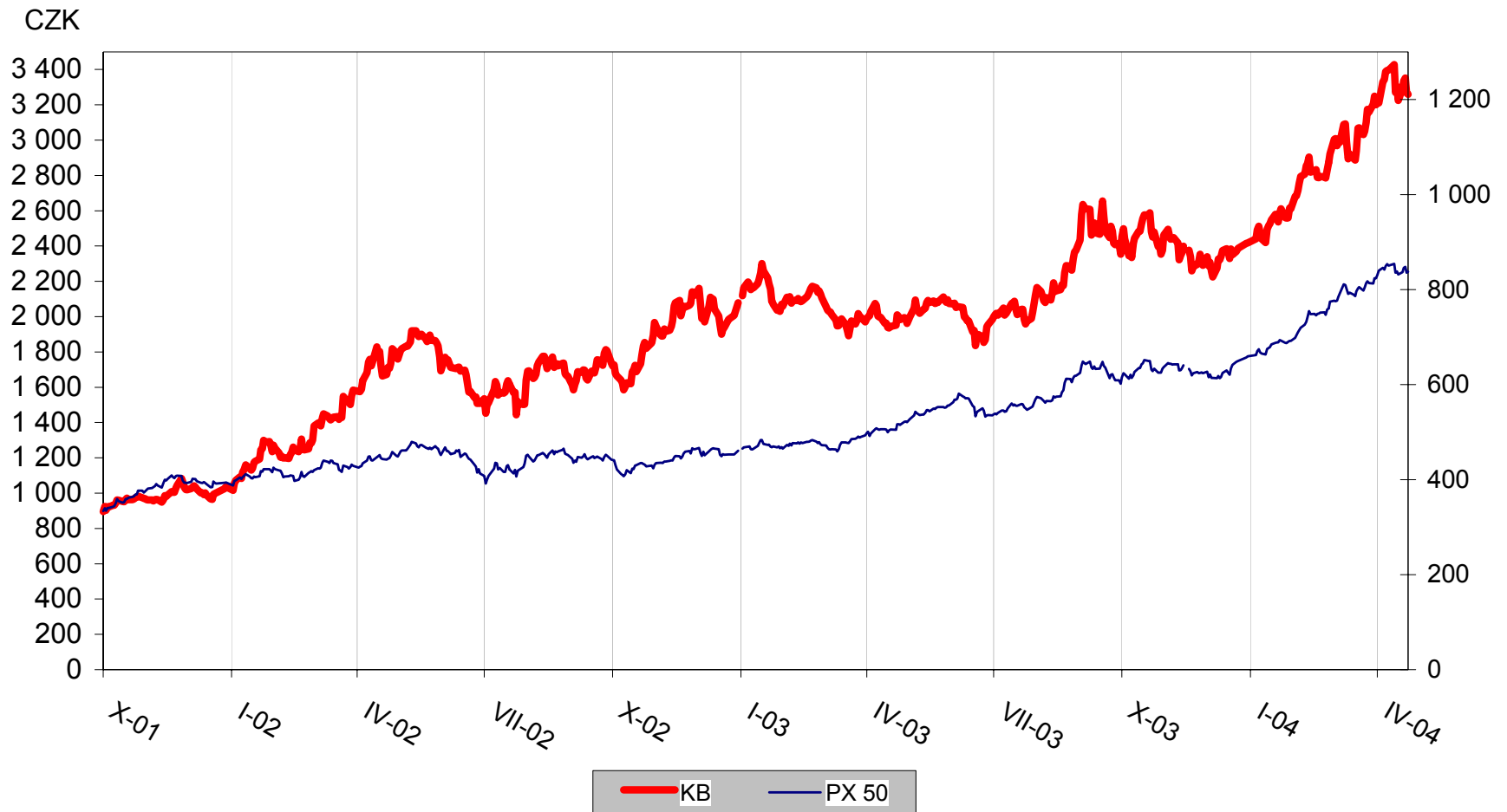


CROSS-SELLING ACTIVITIES WITHIN THE KB GROUP

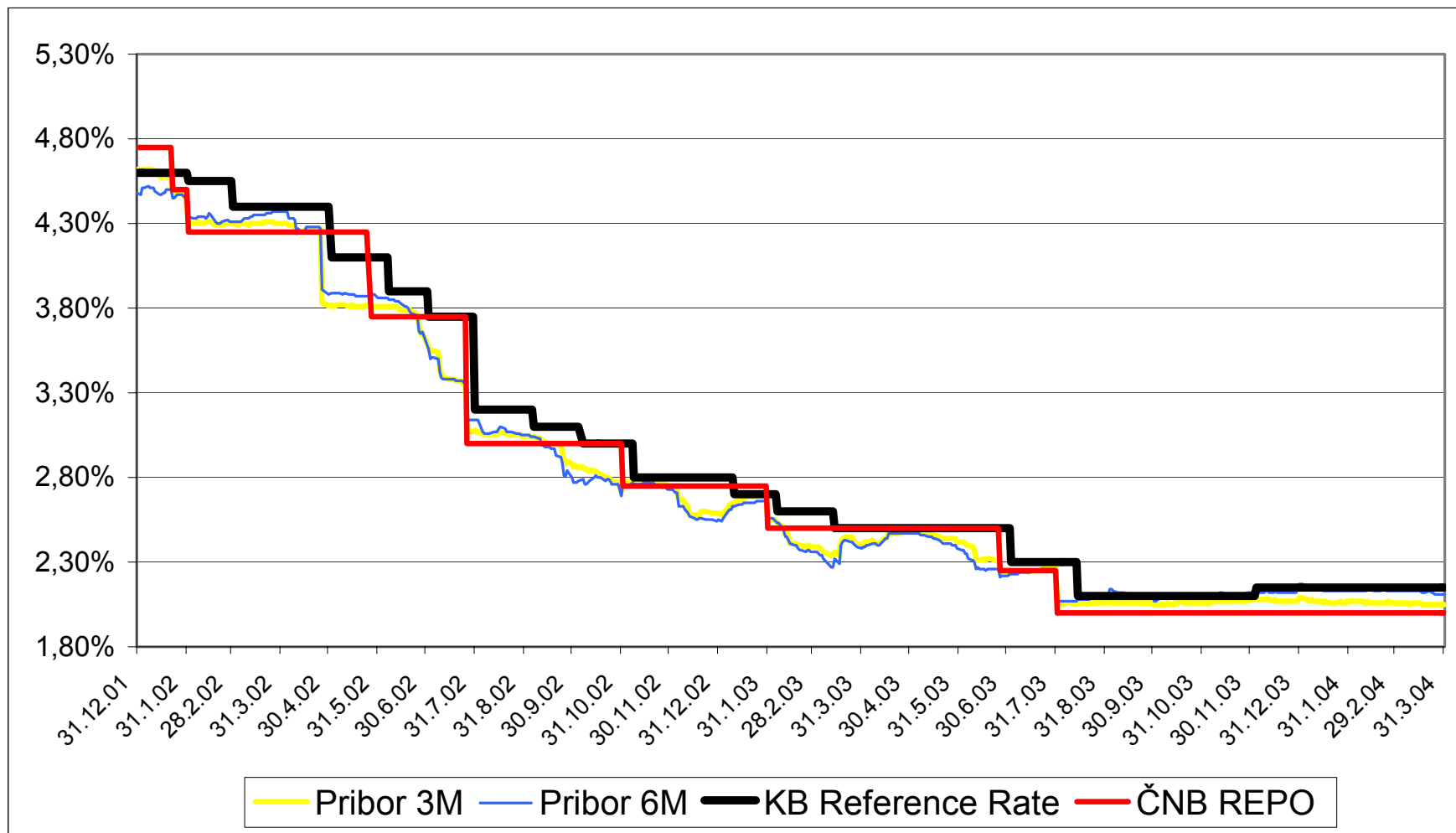
Number of sold contracts through KB network	31.3. 2003	31.3. 2004	Change 04/03
Life insurance Vital	9,200	11,400	+24%
Mutual funds (sales in CZK bil.)	3.0	1.9	-37%
Pension insurance	3,900	4,700	+21%
Factoring	11	37	+236%
Building saving	11,500	2,700	-77%
KB FleetLease (car leasing)	14	162	-
KB Leasing (big ticket leasing)	10	114	-



DEVELOPMENT OF KB'S SHARE PRICE AND INDEX PX50



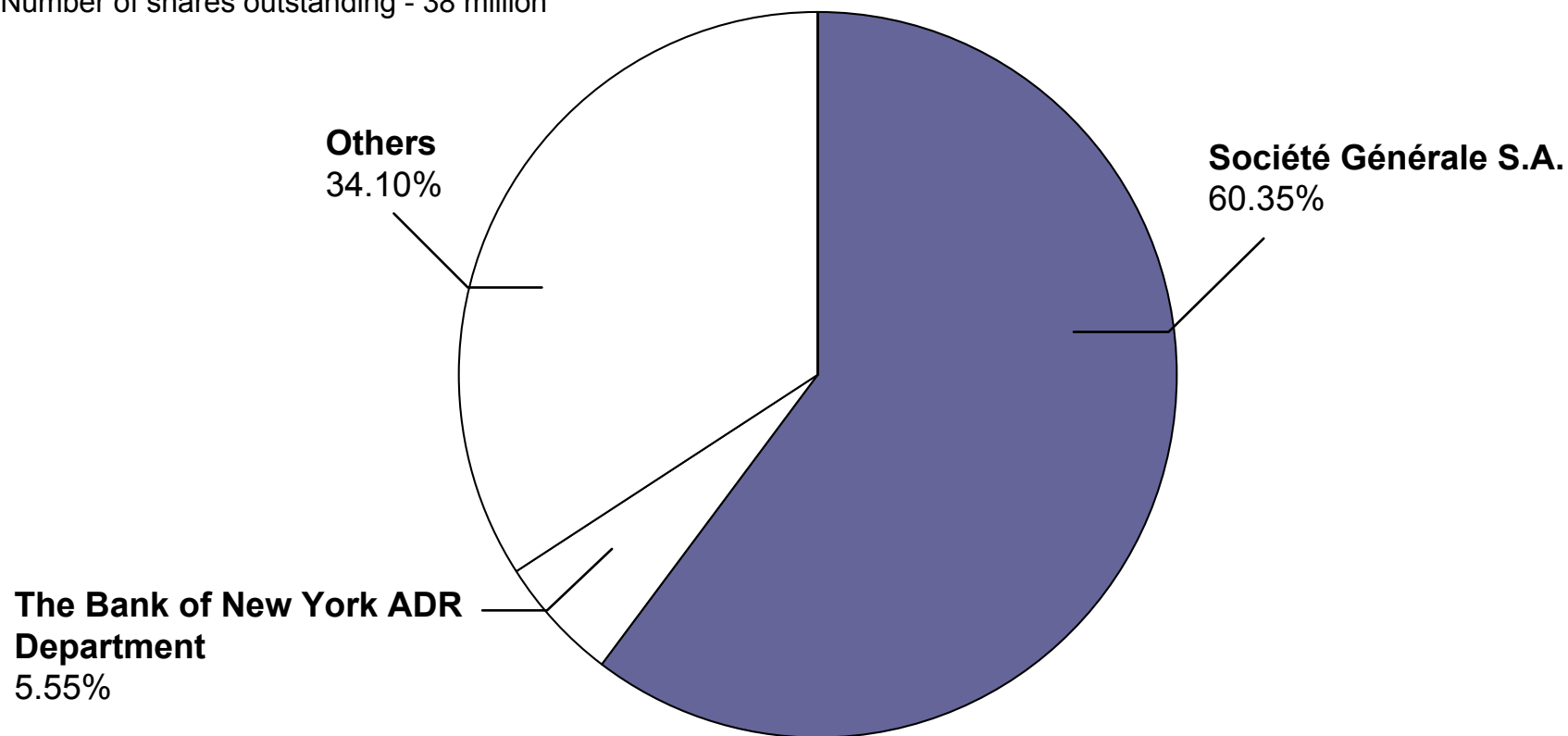
INTEREST RATES TREND



STRUCTURE OF SHAREHOLDERS

Major shareholders of Komerční banka, a. s. with over 5% of the share capital as at 31 March 2004

Number of shares outstanding - 38 million



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