

KOMERČNÍ BANKA, a. s.

**Presentation of financial results
as at 31 March 2001**
(according to IAS in CZK million)

Prague, 19th April 2001

Content



- Main events of the 1st quarter 2001
- Profit and loss account for the 1st quarter 2001
- Balance sheet as at 31 March 2001
- Loan portfolio as at 31 Merch 2001

Main Events of the 1st quarter 2001



- JANUARY
- privatization of Komerční banka - Due Diligence starts
 - Data Room opened to investors
 - Management presentations for investors
 - One-to-one interviews and visits of branches

- FEBRUARY
- privatization of Komerční banka - Due Diligence continues
 - OSKAR holders can use Komerční banka's ATMs for payments of services of the mobile operator

- MARCH
- privatization of Komerční banka - Analysis of loan files and loan processes in KB's branches within Due Diligence
 - The Annual General Meeting of Komerční banka changes KB's Articles of Association
 - Internet banking pilot finished, *mojebanka* - standard operation starts in April 2001
 - foreign representative offices of Komerční banka closed

KB's Highlights



Strong customer base		as at 31. 3. 2001
	number of customers	1,239 thousand
	- retail	936 thousand
	- corporate	303 thousand

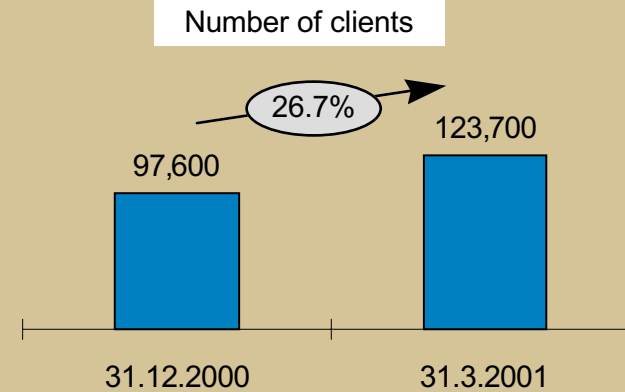
Extensive distribution network		
	branches and sub-branches	329
	relationship managers	488
	employees in call-centre	232
	ATMs	296

One of the pioneers of the payment cards in CR		
	number of payment cards issued	781 thousand
	- debit cards	769 thousand
	- credit cards	12 thousand

Business Results of KB



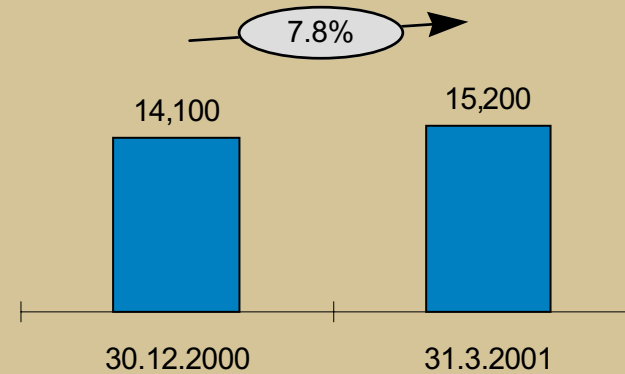
KB Express line



Number of transactions in 1st quarter 2001

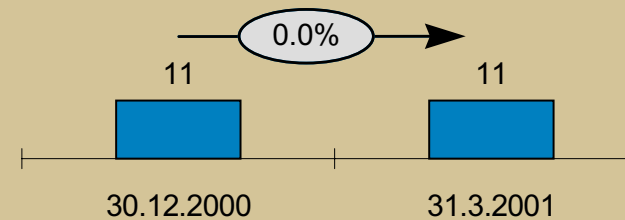
551,600

Best KB M-Best



1,957,200

EDI KB



40,400

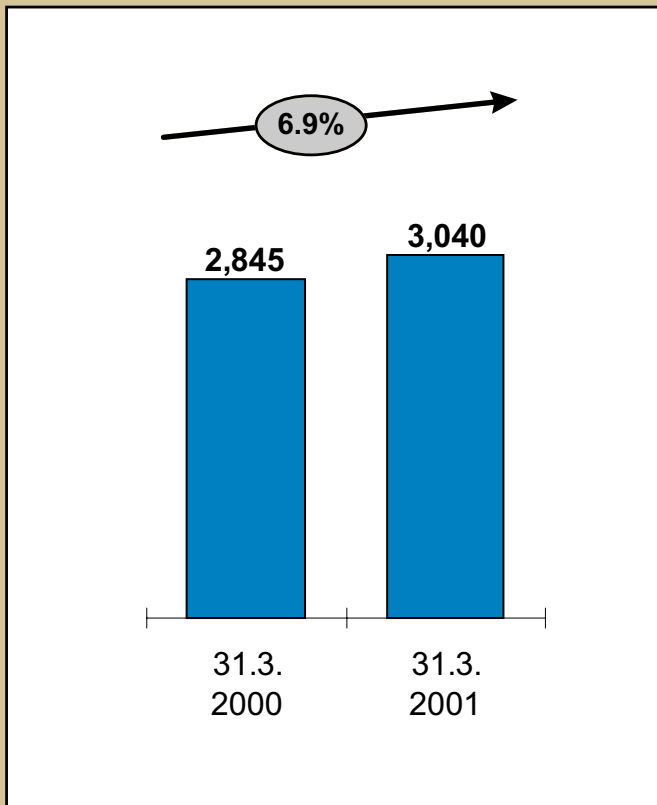
Profit and Loss Account for the 1st quarter 2001

Profit and Loss Account



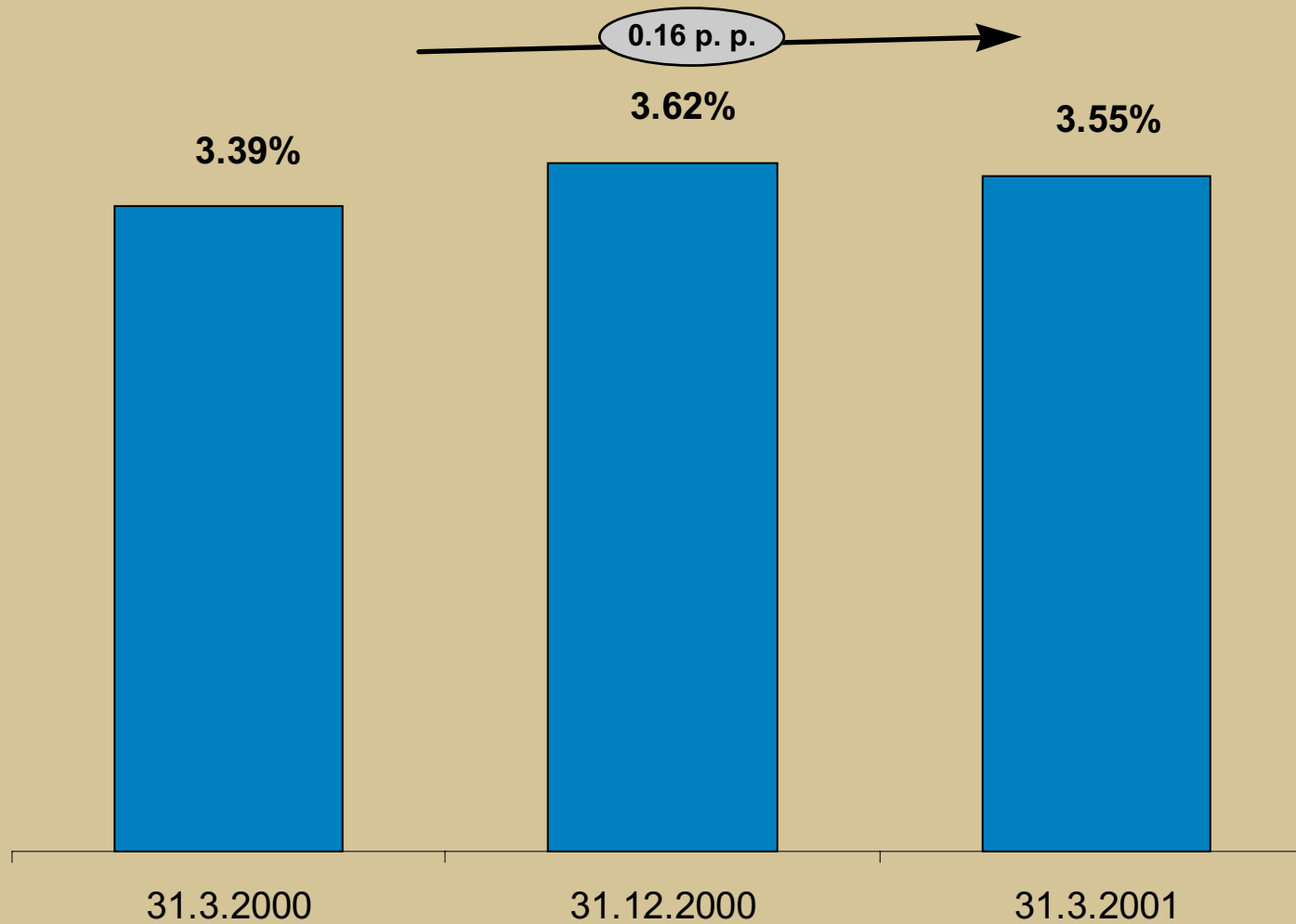
CZK million	31.3.2000	31.3.2001	change
Net interest income	2,845	3,040	6.9%
Net fees and commissions	1,659	1,876	13.1%
Dealing profits	693	340	-50.9%
Other income	145	82	-43.4%
Operating income	5,342	5,338	-0.1%
Administrative expenses	(2,129)	(2,304)	8.2%
Depreciation and other provisions	(838)	(486)	-42.0%
Profit / (loss) before provision for loan losses	2,375	2,548	7.3%
Provision for loan losses	(1,800)	(736)	-59.1%
Profit / (loss) before income tax	575	1,812	215.1%
Income tax	(1,600)	(500)	-68.8%
Net profit / (loss)	(1,025)	1,312	-

Net Interest Income



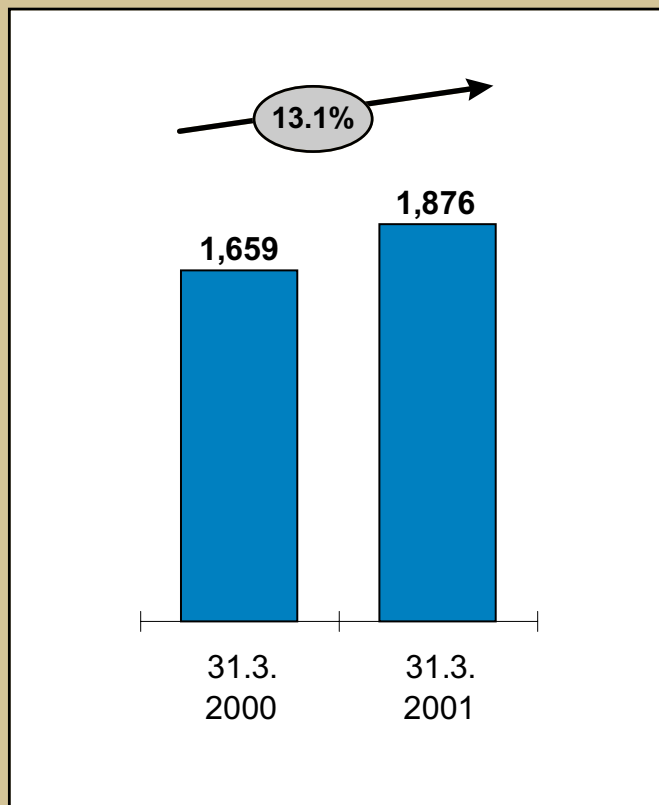
CZK million	31.3.2000	31.3.2001	change
Interest income	6,682	6,890	3.1%
- from securities	430	594	38.1%
- from financial institutions	1,957	3,165	61.7%
- from customers	4,295	3,131	-27.1%
Interest expense	3,837	3,850	0.3%
- securities	546	507	-7.1%
- financial institutions	759	953	25.6%
- customers	2,532	2,390	-5.6%

Net Interest Margin



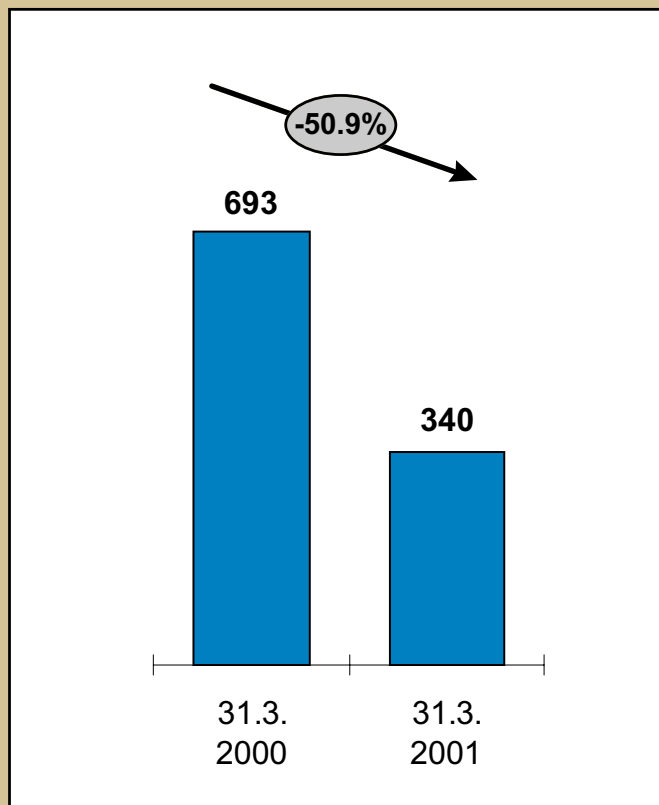
Note: p.p. = percentage points

Net Fees and Commissions



CZK million	31.3.2000	31.3.2001	change
Fee and commission income	1,911	2,032	6.3%
- from securities	15	17	13.3%
- from financial institutions	18	19	5.6%
- from customers	1,878	1,996	6.3%
Fee and commission expense	252	156	-38.1%
- securities	5	0	-
- financial institutions	26	30	15.4%
- customers	221	126	-43.0%

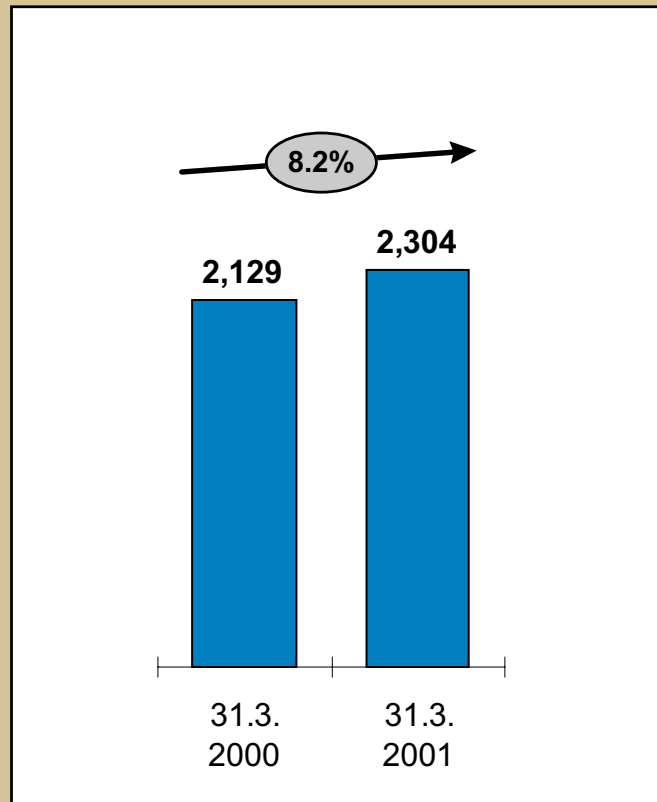
Dealing Profits



Realised and unrealised gains / (losses)

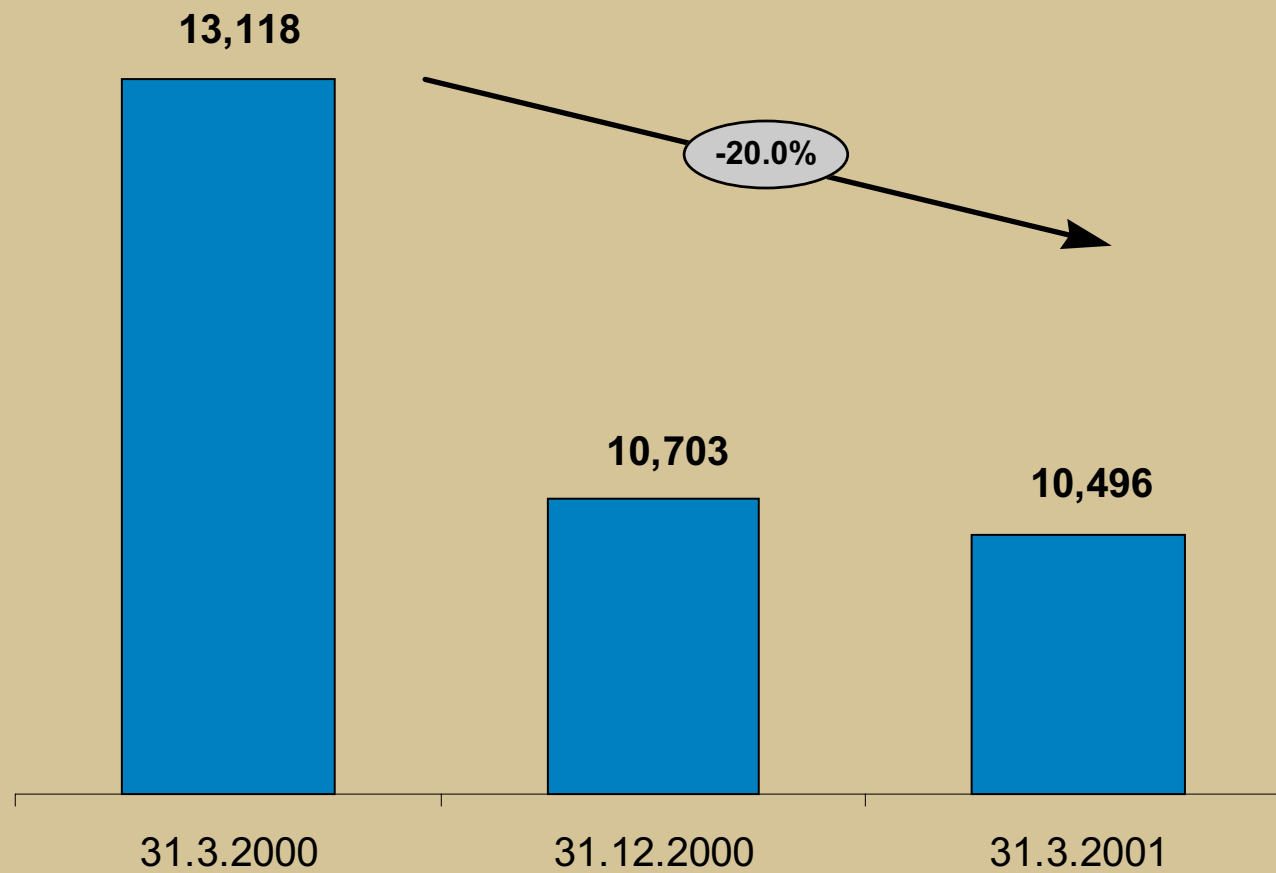
CZK million	31.3.2000	31.3.2001	change
- securities	622	226	-63.7%
- interest rate and commodity derivatives	7	128	1728.6%
- foreign exchange trading	64	(14)	-121.9%

Administrative Expenses



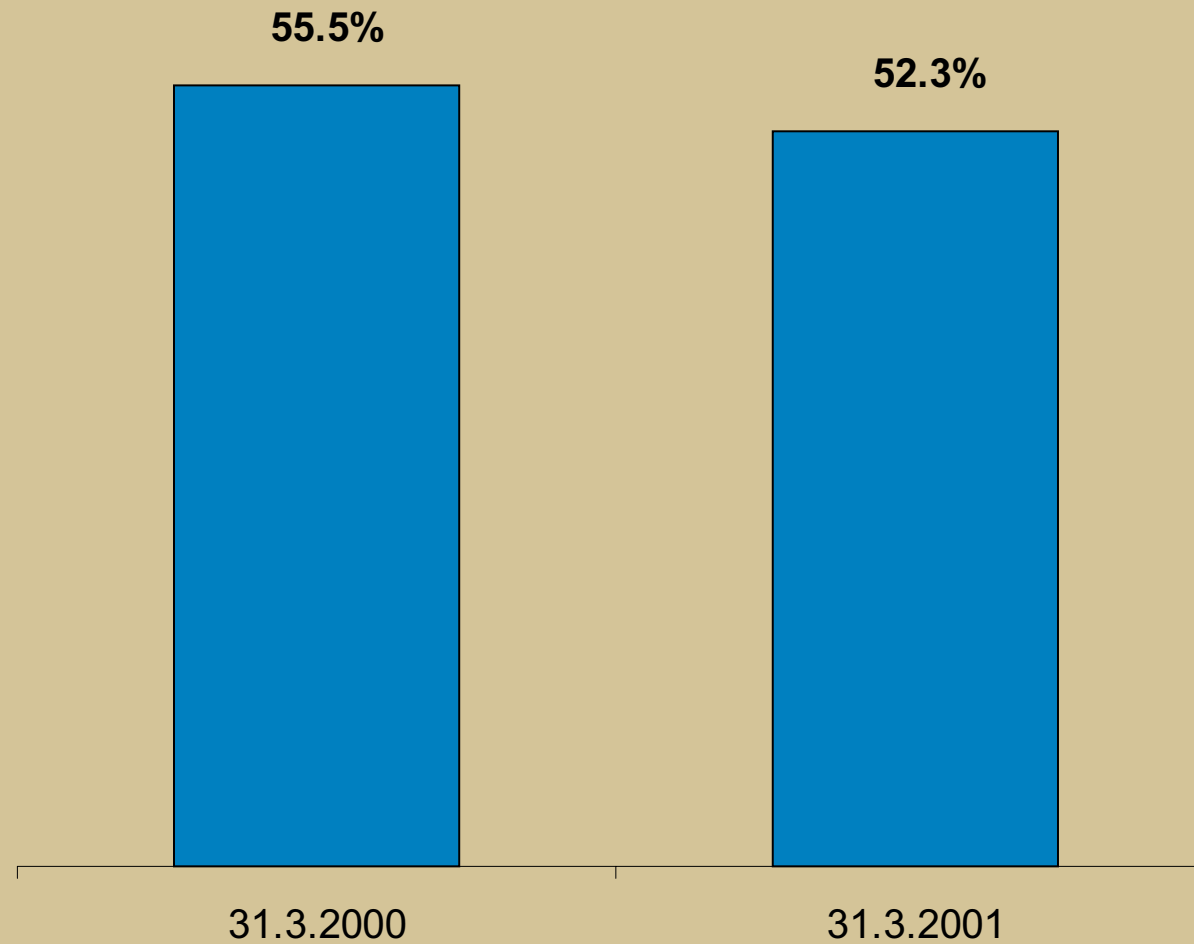
CZK million	31.3.2000	31.3.2001	change
Salaries and social costs	1,158	1,278	10.4%
Other administrative expenses	971	1,026	5.7%

Number of Employees



Note - total number of employees as at the date

Cost / Income Ratio



Provision for Loan Losses - Main Influences



CZK 1.5 billion

Creation of general provisions

CZK 0.2 billion

Creation of specific provisions due to change in classification

CZK 1.8 billion

Creation of specific provisions due to exchange of assets with KONPO

CZK (0.9) billion

Income and costs from written off and sold receivables (particularly KONPO)

CZK (1.9) billion

Use of specific provisions

of which: CZK (0.9) billion use of specific provisions due to exchange of assets with KONPO

CZK 0.7 billion

Provision for loan losses as at 31 March 2001

Balance sheet as at 31 March 2001

Assets

Cash and balances with central bank

Due from financial institutions

T-bills

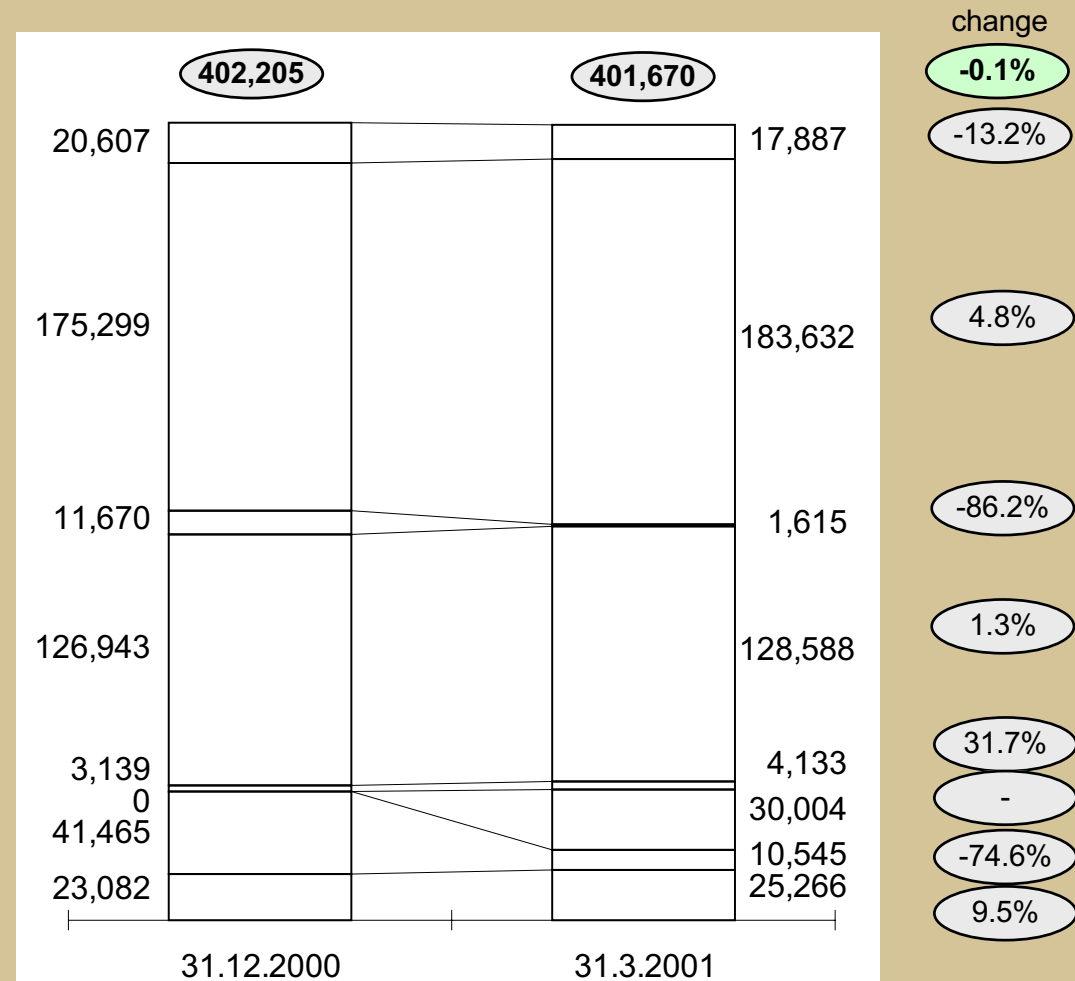
Loans and advances to customers (net) *)

Securities held for trading**)

Securities available for sale**)

Investments held to maturity**)

Other assets



*) gross loans and advances to customers as at 31. 12. 2000 amounted to CZK 147,675 mil. and as at 31. 3. 2001 amounted to CZK 151,145 mil.

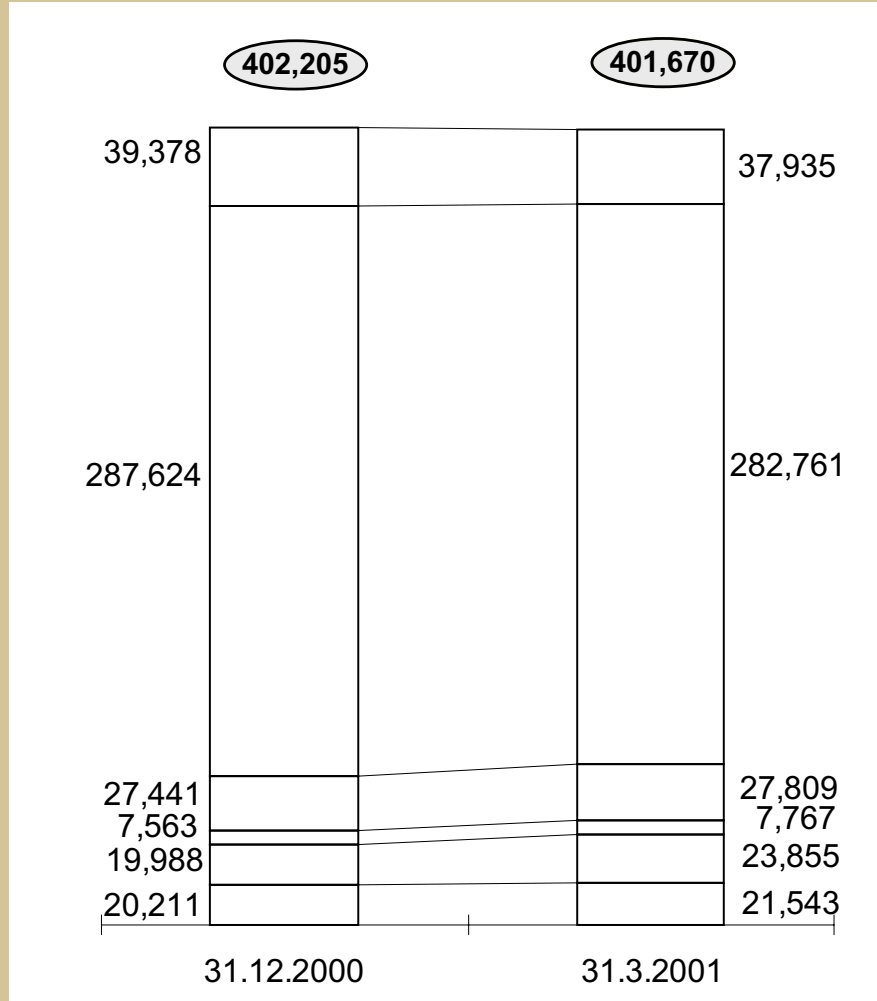
***) Note: Result of IAS methodology change

Liabilities

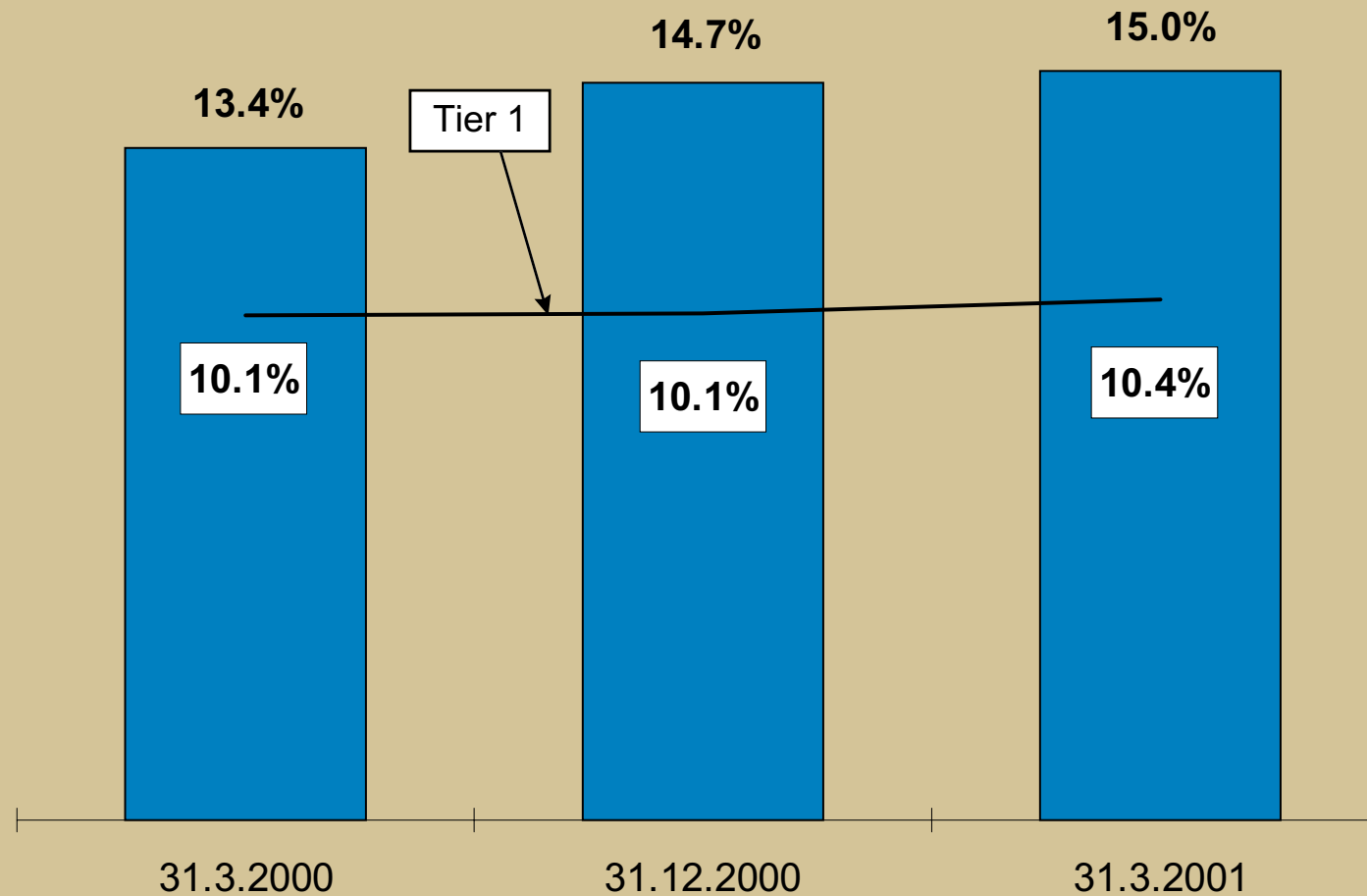
Amounts owed to financial institutions

Amounts owed to customers

Certificated debts
Subordinated debt
Other liabilities
Total shareholders' equity

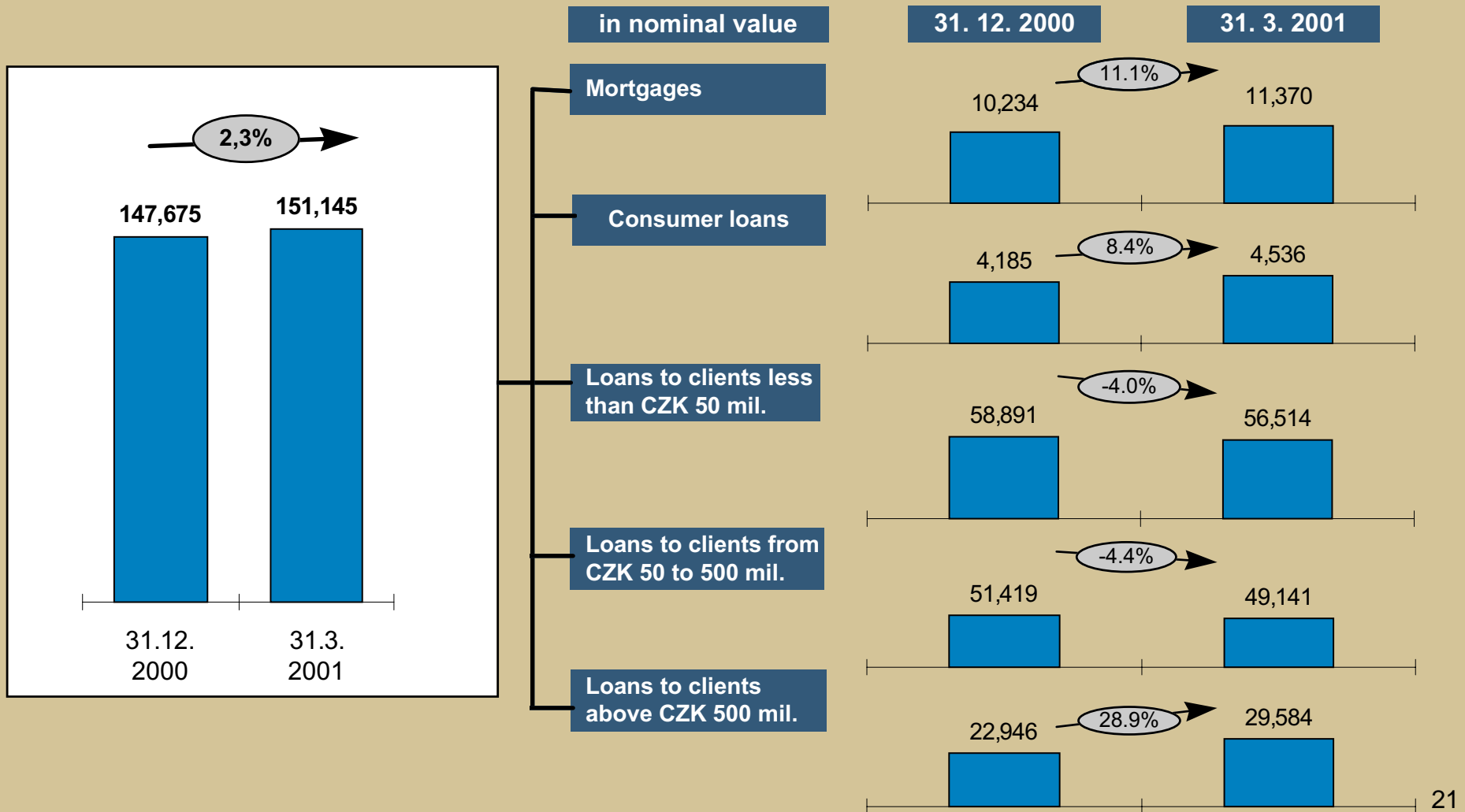


BIS - Capital Adequacy



Loan portfolio as at 31 March 2001

Structure of KB's Loan Portfolio



Structure of KB's Loan Portfolio by Classification

31. 12. 2000

31. 3. 2001

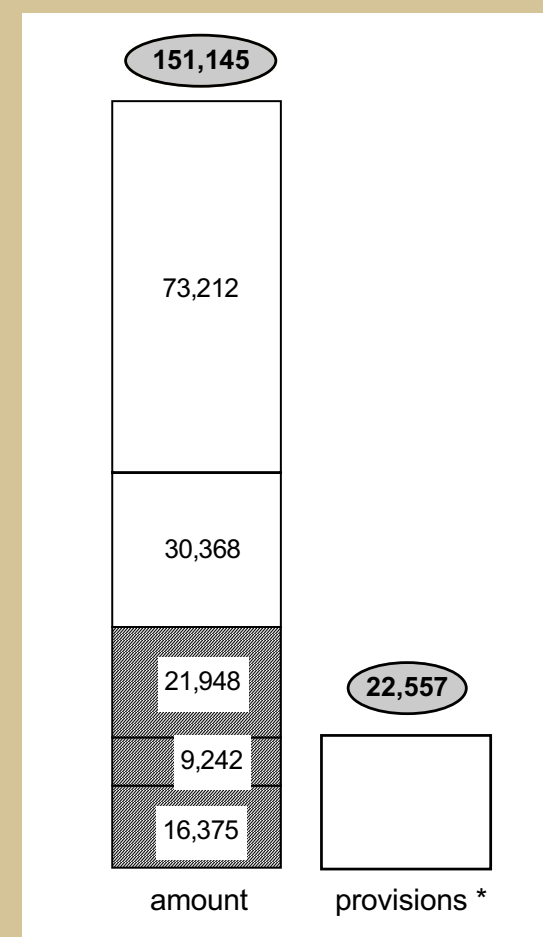
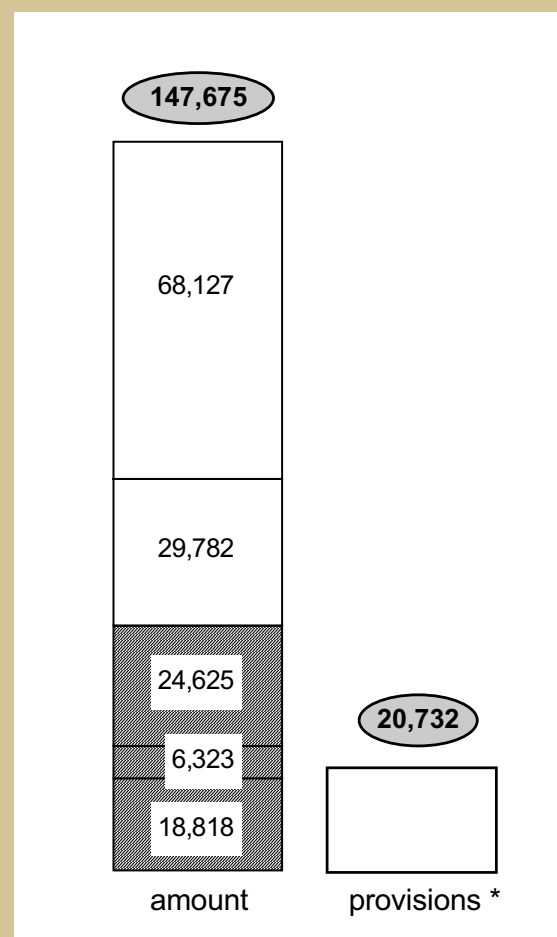
Standard

Watch

Sub-standard

Doubtful

Loss

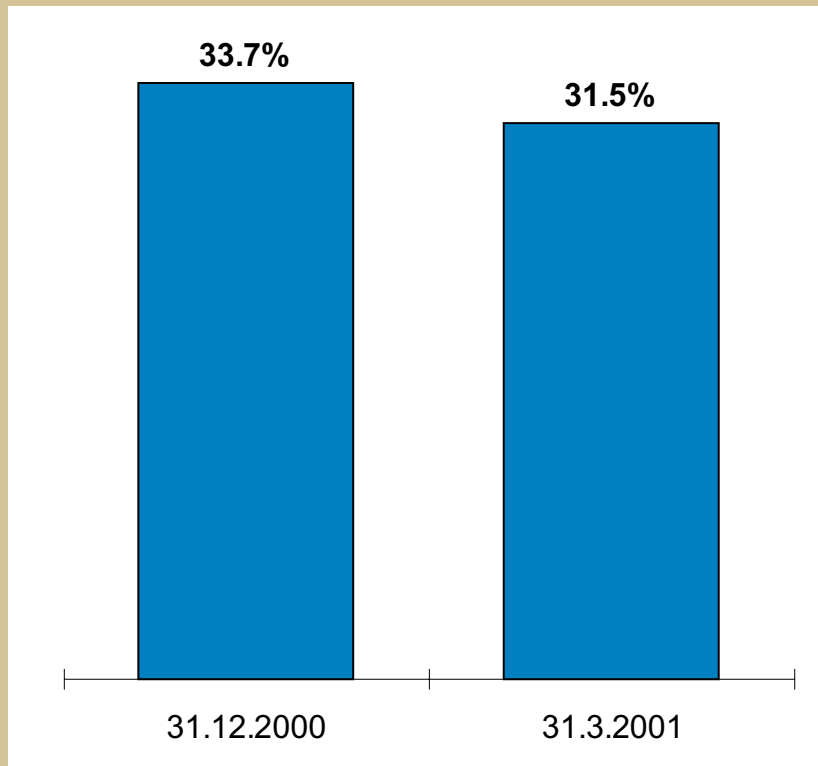


* including general provisions

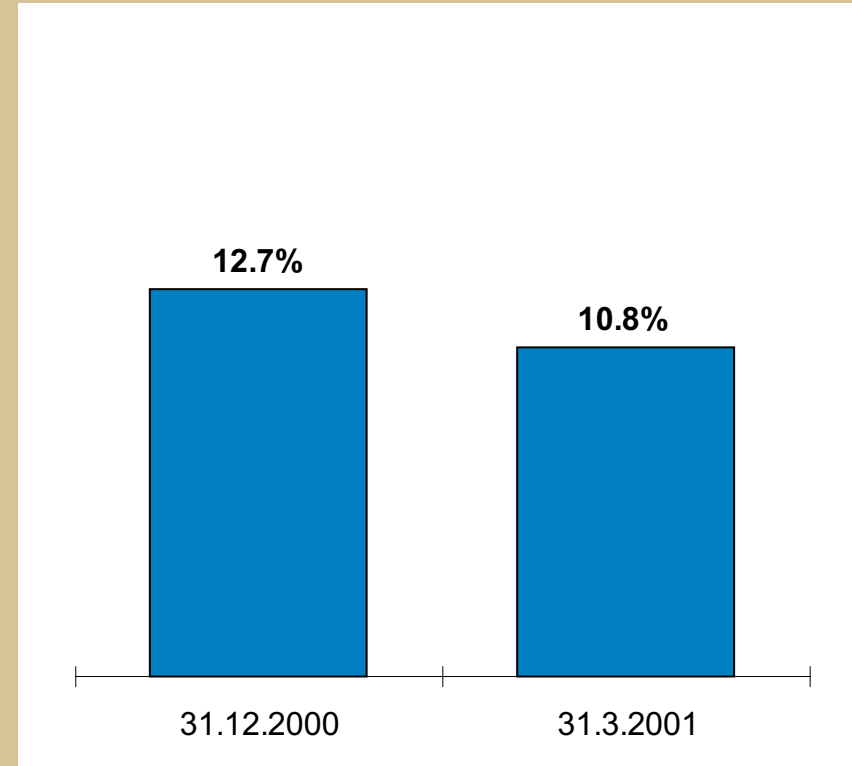
▨ Loans under special review = Sub-standard + Doubtful + Loss

Loan Portfolio Quality

LUSR *) / Total customer loans

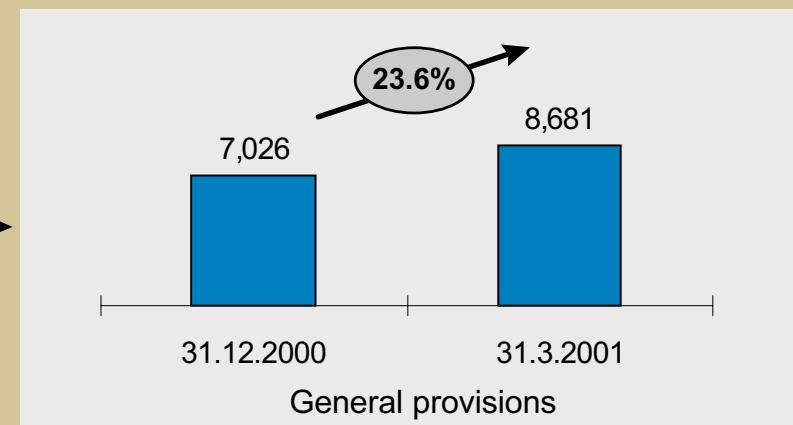
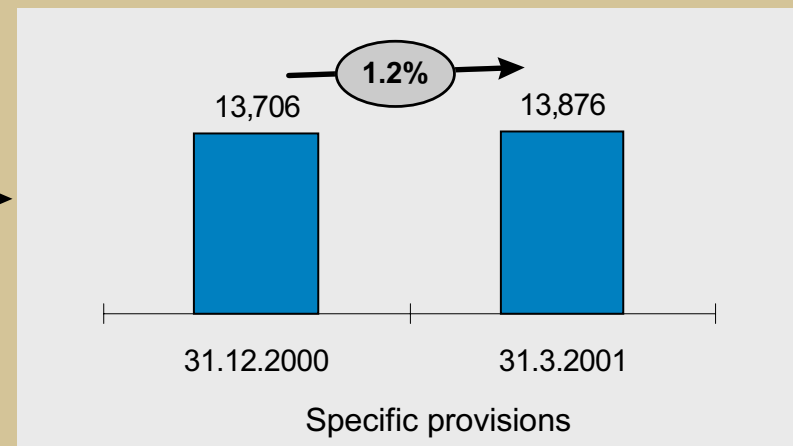
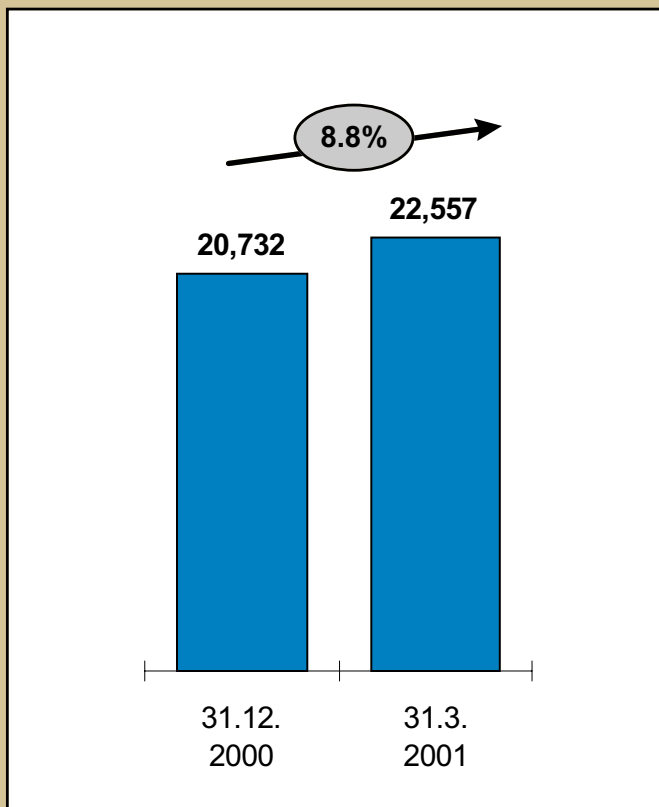


Loss loans / Total customer loans



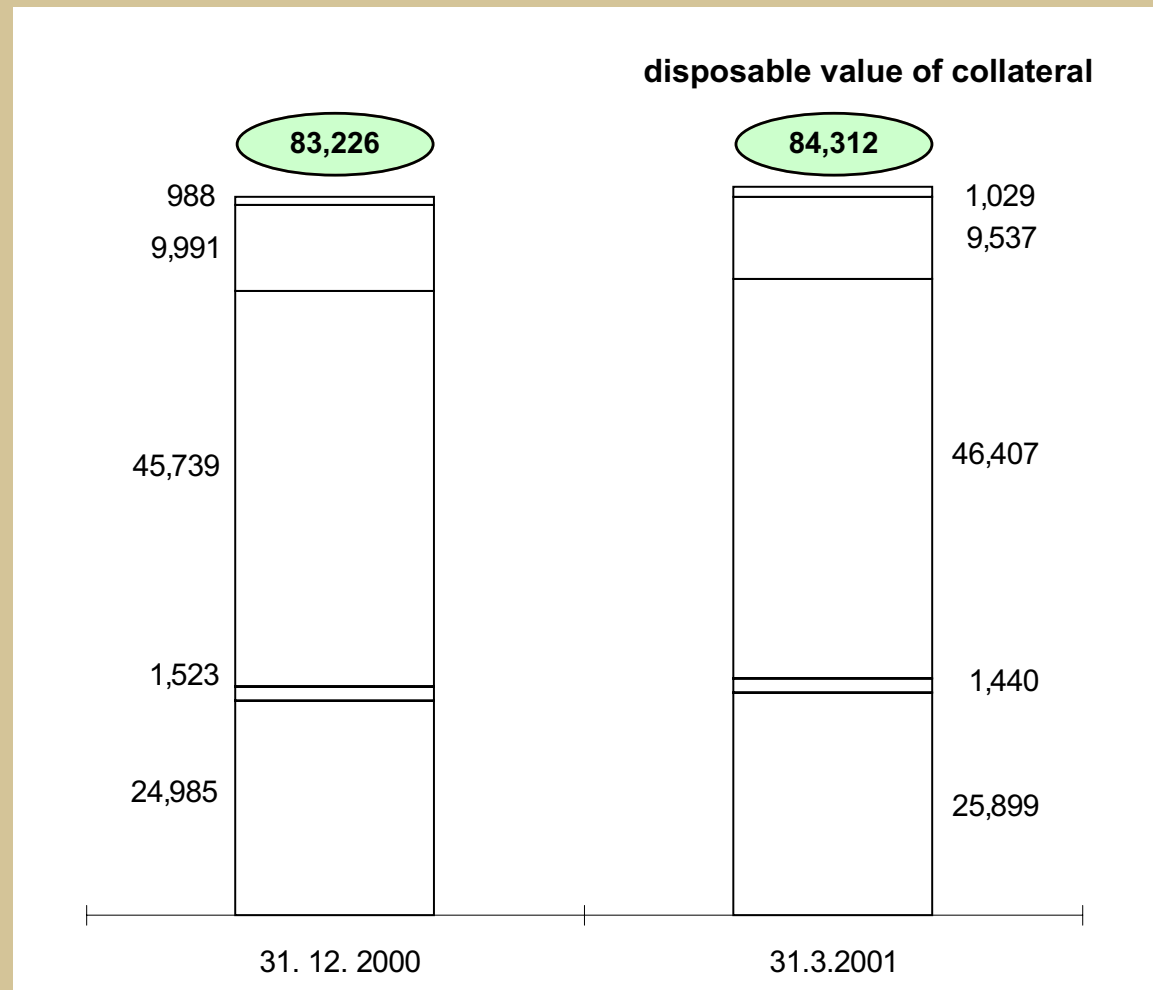
*) Loans under special review = Sub-standard + Doubtful + Loss loans

Development of Provisions



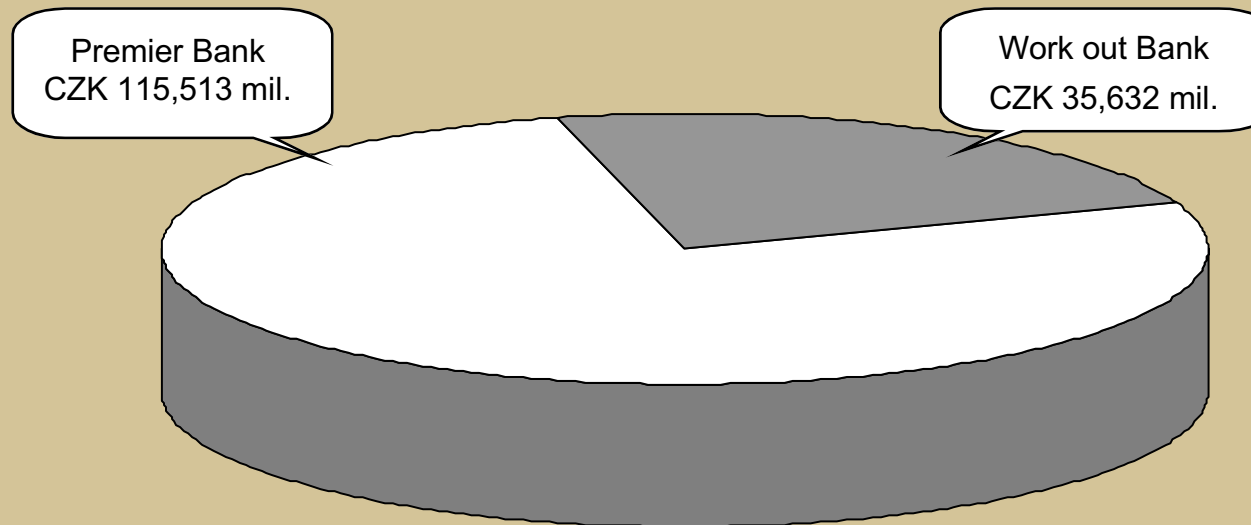
Structure of Collateral

- Cash
- Guarantees, bonds
- Real estate
- Securities
- Other



Structure of Loan Portfolio - Premier and Work out Bank

Total nominal value of customer loans: CZK 151,145 mil.



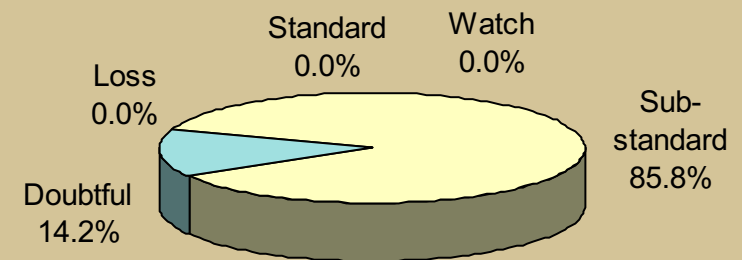
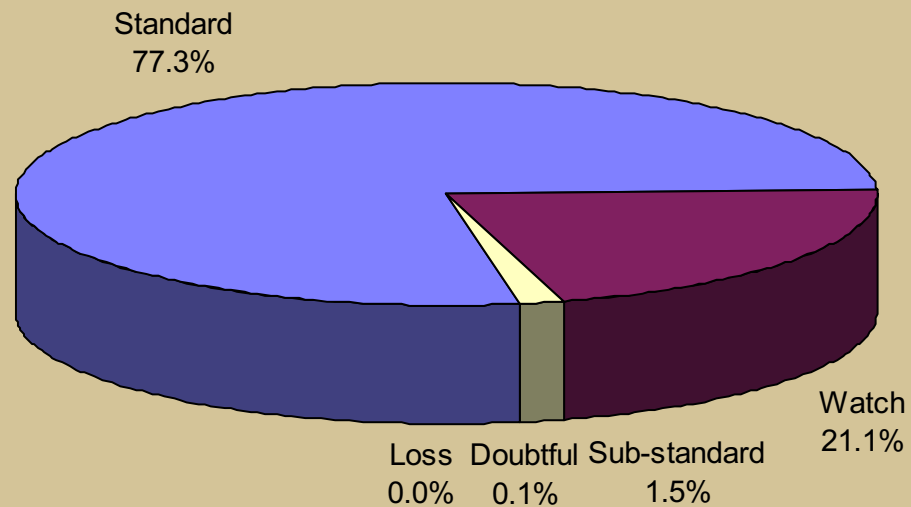
Classification of Loans Granted from 1. 1. to 31. 3. 2001



Total nominal value of customer loans: CZK 14,200 mil.

Premier Bank
100% = CZK 13,930 mil.

Work out Bank
100% = CZK 270 mil.



Appendix

Structure of KB's Loan Portfolio

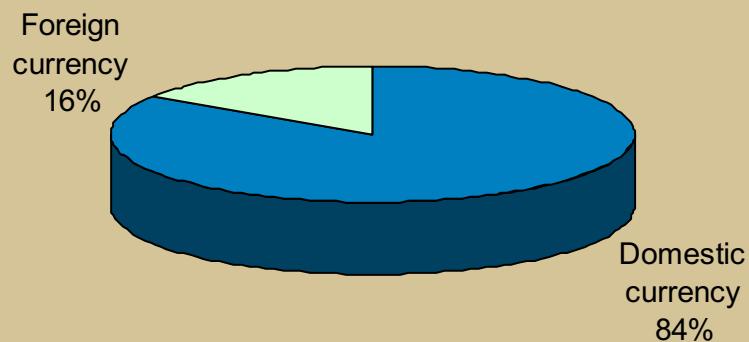
Analysis of Loans by Credit Quality Classification CZK million	Loan portfolio as at 31. 12. 2000		Loan portfolio as at 31. 3. 2001	
	amount	provisions	amount	provisions
Standard	68,127	0	73,212	0
Watch	29,782	396	30,368	392
Total standard and watch loans	97,909	396	103,580	392
Sub-standard	24,625	1,250	21,948	977
Doubtful	6,323	1,106	9,242	1,010
Loss	18,818	10,954	16,375	11,497
Total loans under special review	49,766	13,310	47,565	13,484
General provisions		7,026		8,681
Total customer loans	147,675	20,732	151,145	22,557

Structure of KB's Loan Portfolio

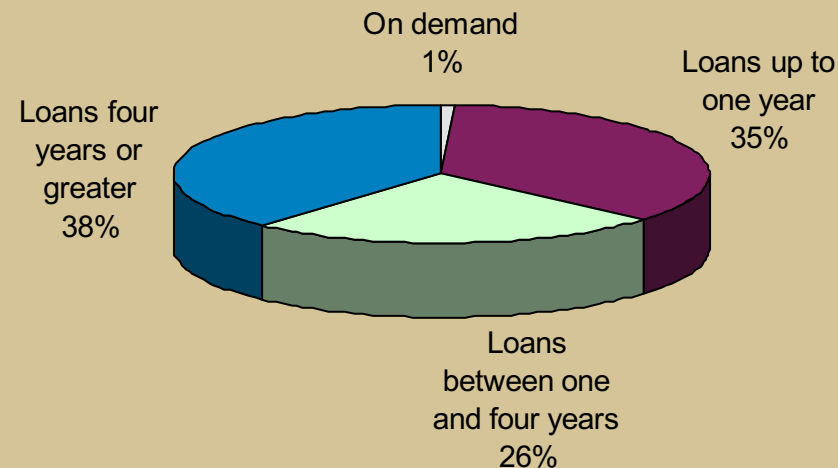


Total nominal value of customer loans: CZK 151,145 mil.

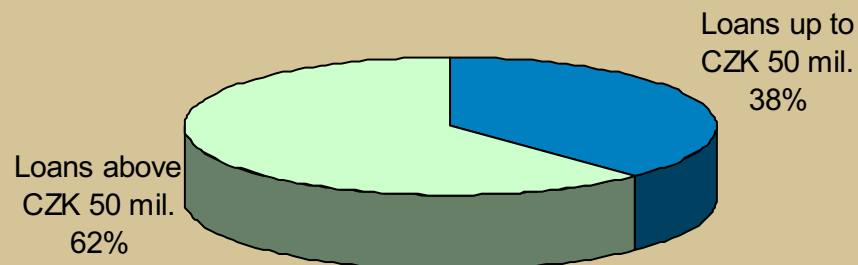
Structure by currency



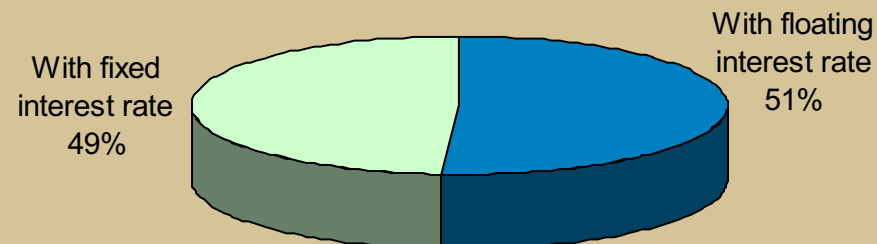
Structure by maturity



Structure by amount

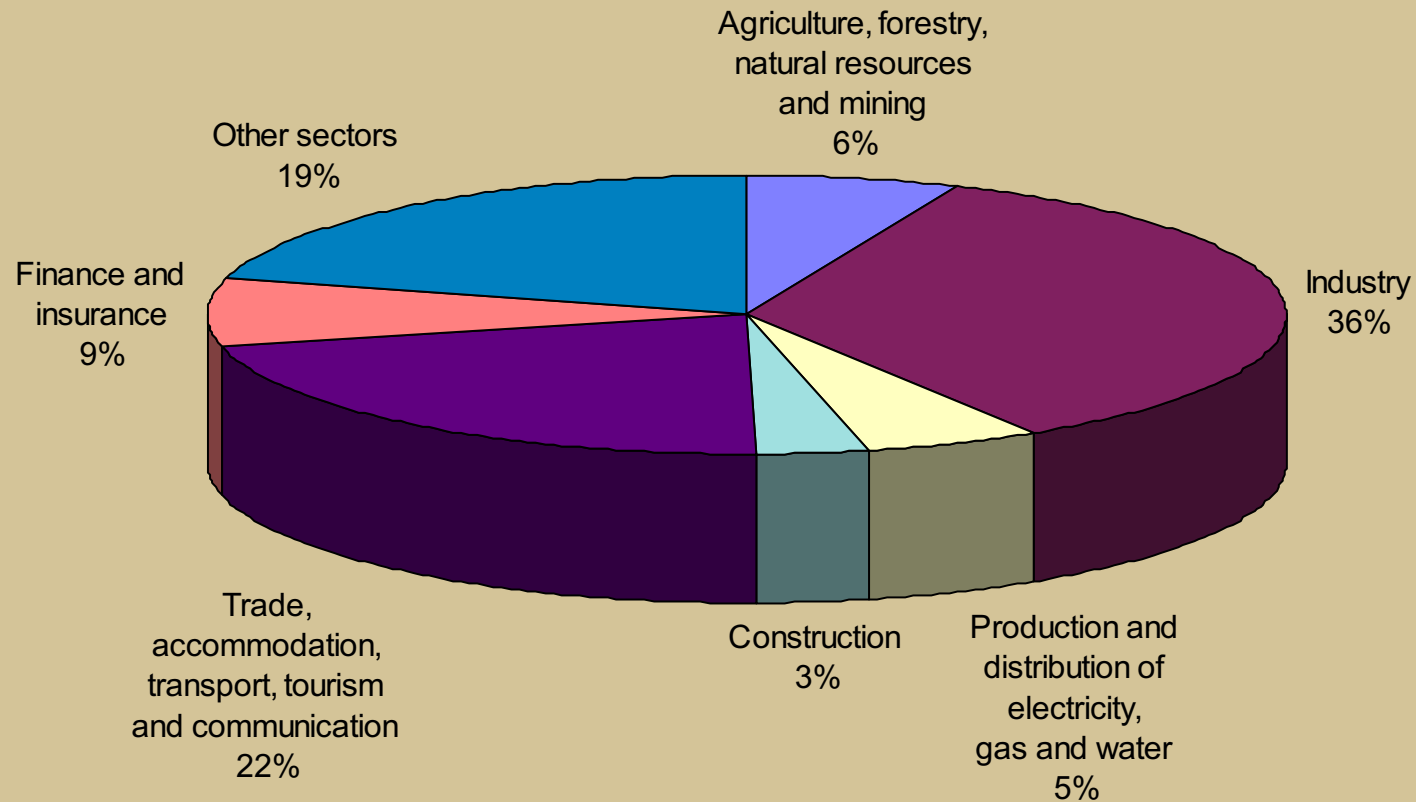


Structure by interest rate



Structure of Loans by Industry

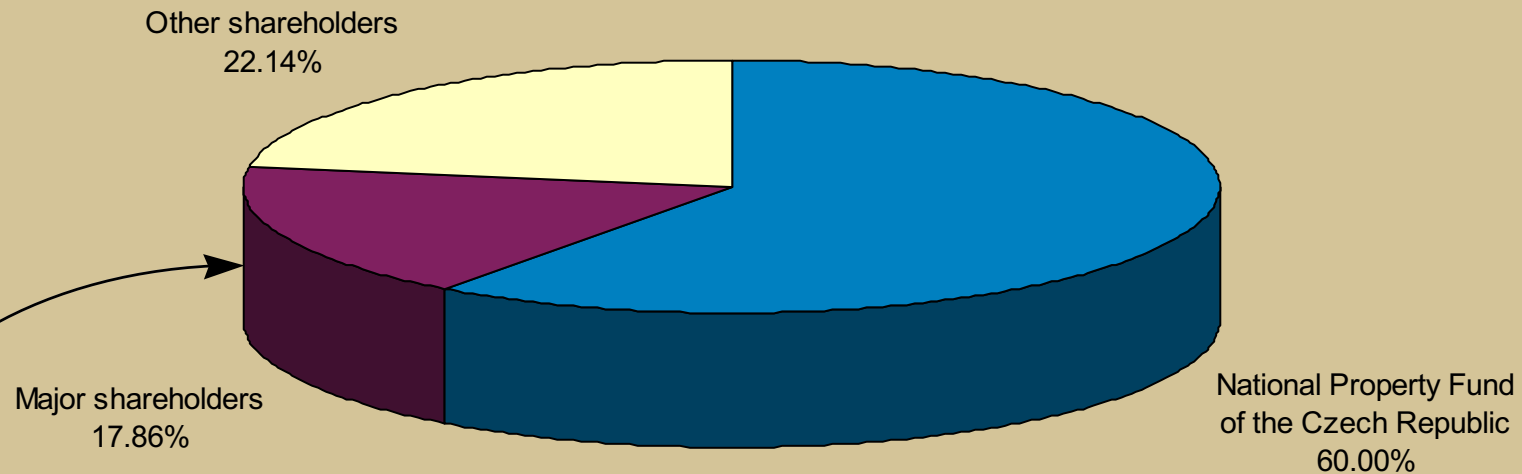
Total nominal value of customer loans: CZK 151,145 mil.



Structure of Shareholders

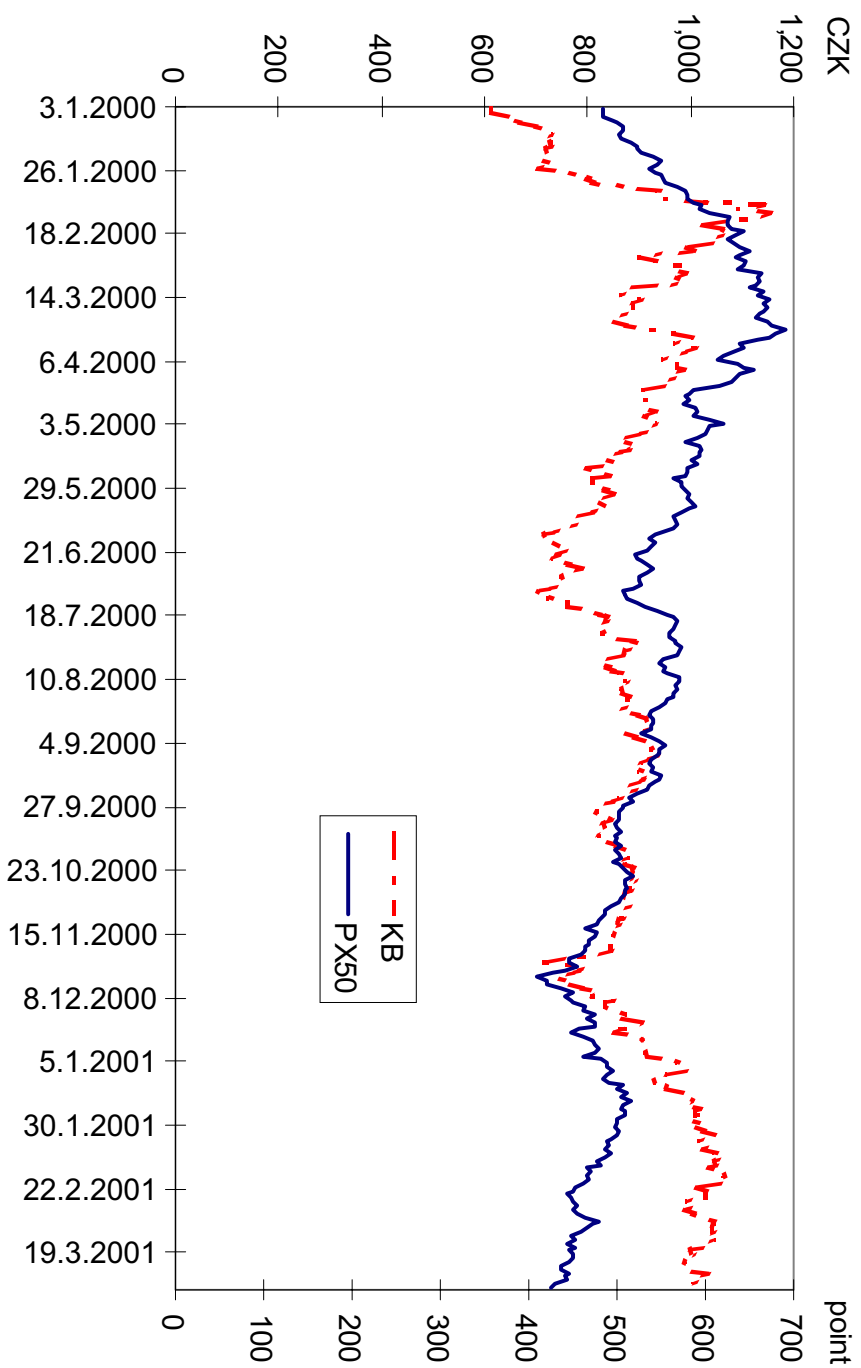
Total number of KB's shares amounts to 38,009,852

as at 21. 3. 2001

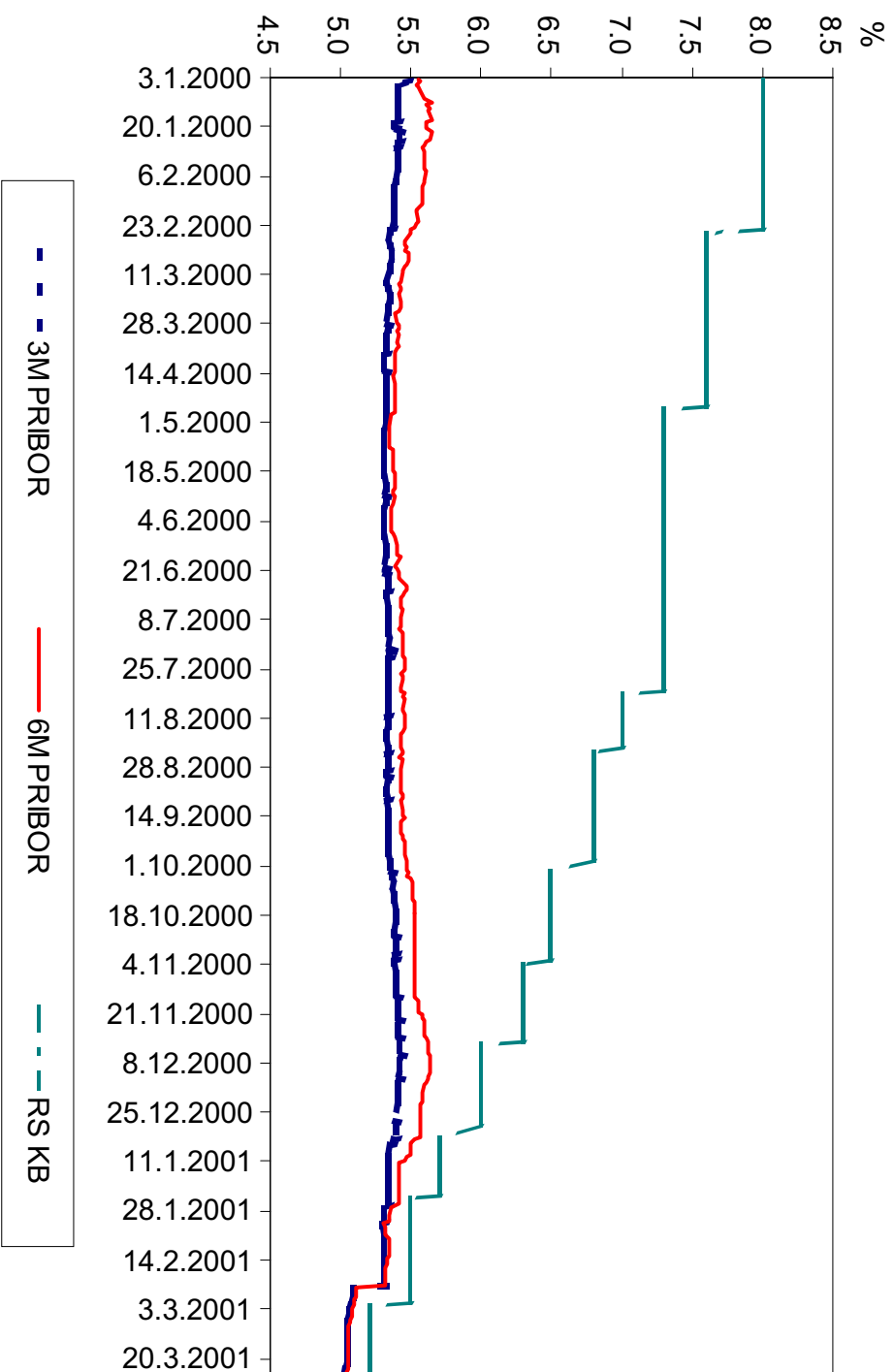


The Bank of New York ADR Department	11.97%
Brown Brothers Harriman & Co., As Custodian	1.71%
Chase Ireland [Nominees] Limited	1.41%
State Street Bank and Trust Company	1.40%
Chase Nominees Limited	1.37%

Development of Price of KB's Share and Index PX50



Development of 3M, 6M PRIBOR and the RS KB



*) RS KB = reference rate of Komerční banka

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