

PRESS RELEASE

Insurance and agricultural loans at your doorstep

Novi Sad (18 May 2007) – Through cooperation of Banca Intesa and Delta Generali Insurance, as of now, farmers will, on their farms, be able to insure their crops, buildings, supplies, livestock and agricultural machines in a fast and simple way, and also get a favourable loan for improvement of production, without down payment and deposit.

Being aware of strengths and development possibilities as well as problems and needs of Serbian agriculture, Banca Intesa and Delta Generali Insurance (DGI) created a special support programme for farmers which provides higher stability and safety in production, business improvement and time and money savings. Namely, as of now, these two big houses' mobile teams will visit the registered agricultural enterprises in Serbia and will, on the spot, on their farms, without slow and complicated procedures, provide the users with reliable insurance and favourable crediting.

Agricultural packages – and up to 20% more favourable insurance

Delta Generaly Insurance, as the second biggest insurance company in Europe, has a long standing experience and top references in agricultural insurance. Italian agriculture is, one could say, based on Delta Generali Insurance policies. In Serbia, as well, the number of insurance holders in agriculture is getting bigger: Napredak – Stara Pazova, Carnex – Vrbas, Žitko – Bačka Topola, Žitko – Pačir, Podunavlje – Čelarevo, Topola – Banatska Topola, Jedinstvo – Apatin, YUHOR – Jagodina, Sojaprotein – Prigrevica, Topola – Kikinda etc. Also, there are more cooperatives and registered agricultural enterprises, and DGI also insures more than half production of rape plant in Serbia. In only two months, DGI insured almost 20,000 hectares of crops and thousands of heads of cattle.

Agricultural packages of Delta Generali Insurance are a new product on our market that covers the groups of most wanted risks by registered agricultural enterprises, not only for crops, but also for construction of buildings, supplies, cattle and agricultural machines.

Contracts are concluded in a quick and efficient way with one policy and prices are more favourable due to possibility to combine packages, If the user chooses several insurance packages, for example to insure the cornfields, family house and straw, sow machine and cattle, he may receive a discount of up to 20% to the collective insurance premium.

Loan requests at the farm – money disbursembent in the bank

Simultaneously with contracting Delta Generali Insurance, Banca Intesa provided farmers with very favourable short-term loans in RSD and EUR, without down payment or deposit, and repayment period of 6 and 12 months.

EUR loan is approved in amounts from EUR 500 to 5,000 with effective interest rate of 15.83% on annual basis. Interest is paid monthly, whereas the principal is repaid in quarterly or semi-annually depending on clients preference.

For loans indexed in RSD, approved amounts range from RSD 40,000 to 400,000 with effective interest rate of 25.19% on annual basis.

The amount depends on the farmers' creditworthiness, thus the installment (interest and principal included) may reach max 30% of the farmer's monthly income.

Delta Generali Insurance policy is necessary for all loan types, as it insures those agricultural activities that the loan is being used for. Farmers may submit their loan request at the farm, through DGI and Banca Intesa Mobile Teams, and they need to go to the bank to sign the contract and raise the money.