

PRESS RELEASE

Novelty in housing loan offer of Banca Intesa

Belgrade (10 May 2007) – Banca Intesa is the only bank on the domestic market that enabled our citizens who work abroad, as well as foreigners who work in Serbia, to use housing loans.

The so-called non-resident loans, will be approved based on mortgage, in the amount of min EUR 10,000 with repayment period of up to 30 years and obligatory FX deposit of 30% amount of the loan. Loans are indexed in EUR, according to the middle exchange rate set by the NBS on the day loan is disbursed i.e. repaid. Nominal interest rate amounts 6M EURIBOR + 4% on annual basis (8.16%) and effective interest rate amounts 9.38%

All non-residents between 20 and 65 years with min EUR 1,000 monthly income and at least two years of service may apply for the loan. Creditworthiness, being 50% of net monthly income, reduced by other liabilities, may be increased by introduction of one joint-holder who must be a resident.

Citizens of the Republic of Serbia who reside abroad need to submit following documents for loan approval: passport, work permit, residence certificate, certificate on employment and monthly income for the past 12 months issued by the employer/ agency, employment agreement, statement of the account issued by the bank through which the client receives salary, report from our Credit Bureau and report on loans and other outstanding liabilities in the country where he resides.

Foreign subjects who work in Serbia need to submit following documents: passport, ID card, residence certificate, work permit, employment record, employment agreement, and certificate on employment and monthly salaries for the past 6 months and report from Credit Bureau.

Loans for housing adaptation and reconstruction

Loans for housing adaptation and reconstruction will be approved in two models: loan based on mortgage for a registered real estate – insured with NMIC Agency and loan based on mortgage for a non-registered property with one guarantor.

Minimal loan amount reaches EUR 5,000 and maximum amounts up to 70% of the assessed value of a real estate depending on preliminary estimate of constructions. Repayment period for these loans ranges from 13 to 240 months, without down payment and deposit, and with nominal interest rate of 6M EURIBOR + 2.8% on annual basis, i.e. effective interest rate of 7.18%. These loans will be approved to clients with possibility of having one co-debtor and thus increase their creditworthiness.

Housing Loans indexed in CHF

In attempt to round off its housing loan offer, Banca Intesa will start to approve housing loans indexed in CHF from the beginning of June. Loans will be insured with National Mortgage Insurance Corporation and will be approved in the amount of at least CHF 15,000 and maximally to 90% of the assessed value of real estate with minimal 10% down payment. The Bank will enable conversion of CHF loans to EUR, once in the course of loan repayment, in order to reduce client's risk due to exchange rate variations.

According to Mr Dejan Tešić, the EB member of Banca Intesa, the Bank will clearly acknowledge its clients that CHF indebtedness brings along significant risk of exchange rate variations, and thus is not recommended by the Bank, and in case the client still wants to realize a CHF loan, the client will have to sign a statement to accept the above mentioned risks and confirm to have been warned by the Bank to the possible negative effects.

Specialized housing loan centres – Intesa Casa

In September last year, Banca Intesa opened the first specialized housing loan centre in our country – the so-called Intesa Casa, first in Belgrade and Novi Sad and then in Pančevo and Subotica as well.

“We wanted to make the procedure for purchase of real estate and realization of housing loans easier and simpler. Our basic idea was to offer our clients a higher level of service, that apart from the process of loan realization itself, also includes advisory services in process of gathering legal documents and in selection of the suitable real estate. Apart from presentations, through constructive and advisory conversation, Intesa Casa Centre Advisors also play the role of the middleman between the client and external partners: major construction firms and Real Estate Agencies. In this way, the possibility for selection of a suitable real estate is multiply increased as well as the safety of clients in terms of prices, deadlines and validity of legal, ownership or construction documents needed for a completely safe purchase of a flat”, says Ms Tamara Roksić, Manager of Housing Loan Centre Intesa Casa.

Due to high interest of citizens and success of this kind of approach to housing issue, Banca Intesa will soon open two new centres – Intesa Casa in Goce Delčeva Street, number 34 on Novi Beograd and in Požeška Street, number 128 on Banovo Brdo.

Housing loans of Banca Intesa

- from May 2006 till May 2007, 1,260 housing loans were realized
- the approved housing loans amount EUR 50 million
- the only Bank on the market to enable earlier loan repayment, up to 20% of loan amount annually without any fee
- flexibility – a number of different housing loan models
- favourable interest rates

