

PRESS RELEASE

Strong increase in support to the sector of agriculture

Banca Intesa increases volume of agricultural loans by one third

Belgrade, March 15, 2018 – In 2017 Banca Intesa increased the volume of new loans to registered agricultural households by 33.3 percent compared to the previous year, from EUR 35.4 million to 47.2 million at the end of the year.

In addition, the bank increased the number of newly disbursed loans by 18.3 percent, from 8,000 to 9,452 at the end of 2017 and also boosted the number of loan users by 49.4 percent to 11,816, confirming its commitment to providing strong support to agriculture.

As a result of its successful operations, at the end of 2017 Banca Intesa increased its market share in the segment of agriculture by 14.7 percent compared to 11.2 percent at the end of 2016.

“Strong results in this segment of business reflect the personalization and quality of our offer for agricultural households, as well as our work on its constant improvement, which we will continue to do this year. Therefore, we offered farmers loans for the procurement of raw materials prior to spring sowing and we are also preparing favourable loans to support producers who are going to apply for IPARD funds. As a bank which approved nearly one in three subsidized agricultural loans in Serbia last year, we are also planning to take part in this year's state program of loan support to the sector of agriculture”, said Maja Andonov, Head of the Small Business Department at Banca Intesa.

The loans for spring sowing range from RSD 100,000 to 5,000,000, have a nominal fixed interest rate of 6.5 percent on an annual basis and a repayment period which has been extended to 18 months. It is possible to adjust the repayment schedule to the seasonal nature of the works and thus service the loan in the form of monthly, quarterly, six-monthly and annual instalments, or at the end of the loan term.

Registered agricultural households can apply for these loans until June 30, 2018, regardless of whether they are Banca Intesa's clients or not.

Representative example:

Loan amount	Loan for spring sowing
Loan currency	RSD
Indexing criteria	No indexing criteria
Loan amount	RSD 1,000,000
Repayment period	18 months
Total amount to repay	1.071.677,00 RSD
Interest rate (on annual basis)	6.5% fixed
EIS (on annual basis)	7.24%
Costs charged to the loan beneficiary, known at the moment of announcement and included in the calculation of the effective interest rate	
Loan processing fee	RSD 5,000
2 bills of exchange	RSD 100
Report of Credit Bureau	RSD 246
Certificate on the status of tax liabilities	RSD 580 *

*Costs charged to the loan beneficiary, which are included in the calculation of the effective interest rate, the volume of which will not be influenced by Banca Intesa. We underline that those are average amounts not influenced by the Bank. They depend on taxes and court fees, Geodetic institute, insurance premiums of insurance companies, etc.

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Banca Intesa ad Beograd, a member of **INTESA**  **SANPAOLO**, is a leading bank in the domestic market, a reliable partner of 1.38 million clients, natural persons and legal entities. With a net balance sum of EUR 4.9 billion, EUR 3.4 billion in total deposits and EUR 2.6 billion in total loans, Banca Intesa is at the helm of the list of the most successful banks in Serbia. Owing to a developed business network comprised of 165 branches all over Serbia, the most developed network of ATMs and POS terminals, as well as a professional team of around 2,900 employees, the Bank achieves stable results in all areas of business by developing activities in the retail, small business, agriculture and local administration sectors