

## **PRESS RELEASE**

### **Various agricultural loans in Banca Intesa**

- Banca Intesa offering farmers favourable loans in RSD and EUR with fixed or variable interest rate, as well as the state subsidized loans and also loans in cooperation with the Assembly of the City of Belgrade and Guarantee Fund AR Vojvodina

**Sombor (1 July 2008)** – As of January 2008, Banca Intesa offered a new packet of attractive loan products intended for the registered agricultural enterprises to invest in fixed and working assets named Intesa Farmer. In order to meet the Farmers' demands in the right way and with regard to specific features of agricultural production, when designing these products, Banca Intesa endeavoured to provide these loan users with favourable interest rates and commissions in addition to various conveniences concerning the terms and period of repayment and flexible security instruments.

#### **Loans for working and fixed assets**

With short-term Intesa Farmer loans, all farmers with a registered agricultural enterprise may obtain the necessary funds for investing in the current season, purchase of fodder, fattening livestock and current expenses; whereas with long-term loans they can finance fixed assets for production by investing in irrigation systems, perennial crops, main livestock, purchase of land as well as in construction of agricultural buildings, farms, storage facilities, silo buildings, greenhouses etc.

Farmer Obrt loan is intended for investments in working assets, and approved with repayment period of up to two years, in RSD or indexed in EUR, with fixed interest rate and flexible security instruments. Loan users can repay the loan in equal monthly, quarterly or semi-annual installments. Loans for working assets are approved in the amounts from EUR 1,000 to 100,000, with possible grace period of up to 12 months. Farmer Invest loan, intended for investing in fixed assets, is approved with repayment period of up to 10 years, with possibility of grace period of up to two years. These loans are approved for amounts from EUR 5,000 to 200,000; with flexible security instruments depending on the requested loan amount and repayment period.

Apart from the aforementioned, Banca Intesa is also offering Farmer 100% deposit loan which is 100% covered with the client's deposit. Resources are cash, unspecified funds, with repayment period of up to 5 years. The approval of these loans is not subject to detailed analyses, as they are secured by the applicant's deposit.

## **Loans in cooperation with the State, regional and city institutions**

With the aim to offer financing to agricultural producers at conditions as more favourable as possible, this year Banca Intesa started the cooperation with institutions on all levels, from national to local; thus offering three more loan models. Namely, this year Banca Intesa signed the Agreement with the Ministry for Agriculture, Water management and Forestry. Thus, farmers may apply for short-term loans partly subsidized by this Ministry, with repayment period of up to 12 months and flexible security instruments at the counters of this bank. Also, there are long-term loans available with Ministry for Agriculture partly participating in loan repayment. Depending on purpose, these loans are approved with different repayment periods and flexible security instruments.

Owing to cooperation with the Assembly of the City of Belgrade, the Bank offered long-term loans to the farmers on the territory of the capital city for investing in the purchase of agricultural machinery and equipment, at very favourable interest rates, repayment period of up to 36 months and flexible security instruments.

In cooperation with Guarantee Fund AR Vojvodina, Banca Intesa also offered farmers in Vojvodina loans for the purchase of agricultural machinery and equipment with repayment period of up to 60 months and flexible security instruments set according to Guarantee Fund AR Vojvodina.

## **Simple procedure and developed network of branches**

All loan models in Banca Intesa 's offer are intended exclusively for the registered agricultural enterprises, that work in agricultural production for at least two years. Depending on requested loan product and amount as well and the offered security, time needed for loan approval will vary, being a few days on average. Considering the developed network of Banca Intesa that has 220 branches whereof 100 are on the territory of Vojvodina, clients may expect response on whether the loan is approved and at what conditions at the shortest possible notice.

When applying for a loan in Banca Intesa, Farmers need to submit:

- copy of the applicant's ID document
- copy of the decision for registration of the agricultural enterprise
- certificate on the paid tax – original
- copy of the spouse's ID card
- documents for co-debtors and movable and immovable security of the loan