

PUBLIC ANNOUNCEMENT

Banca Intesa and Delta Generali Facilitated Agriculture Premium Payment

Loan Insurance Policies

Belgrade (18th March) – In cooperation with the Delta Generali insurance company Banca Intesa has created new loan models intended for registered agricultural farms which wish to finance the repayment of insurance premiums on crops, fruit or animals insurance premium in this way. Loans for insurance policies in agriculture shall be approved in the amount of 30,000 to 500,000 dinars, without a currency clause, with a 3, 6, 9 or 12 month tenor. Loan users will not have to pay the loan request processing fee.

An additional advantage for this manner of insurance premium payment is a 10 percent discount approved by Delta Generali Osiguranje, as well as free accident insurance for all members of the registered agricultural farm. Also, in the previous years, by paying the agriculture insurance premium, registered agricultural farms gained the right to its subsidies from the Republic of Serbia in the amount of 40%, which is expected in 2011 as well. By paying the insurance premium by means of a Banca Intesa loan, the registered agriculture farm owner immediately gains the right to subsidy.


The application procedure for this loan type is very quick and simple, and when going to the bank all interested agricultural farmers should also bring a registration and agricultural farm active status confirmations, a confirmation of paid agriculture tax liabilities and a personal identification card.

“In this way Banca Intesa continues to provide support to one of the most vital parts of the Serbian economy- to the registered agricultural farm owners themselves, providing them with the opportunity to focus on their primary activity, without fearing for the fruit of their work. Also, any loan financing of subjects from the small business segment represents necessary assistance at a time when even the companies with a significantly larger volume of operation are increasingly facing liquidity problems and the impossibility of greater investment into a further advancement of business activities”, stated Predrag Milenović, Head of the Small Business Sales Management Department in Banca Intesa.

“Agriculture production insurance is gaining increasing importance in Serbia, both due to the evident increase in production value and due to more prominent risks the current climate changes bring. By means of the stated insurance premium payment model, Delta Generali Osiguranje in cooperation with Banca Intesa enables registered agricultural farms to buy

insurance with the stated benefits on time, and to move the premium repayment into the second part of the year through loan repayment, after the collection of crops and fruit, when it suits agricultural farmers the most. Depending on the chosen loan repayment period, discount on this payment model is either bigger than the envisaged interest, or it compensates the interest for the largest part. This model of insurance premium payment is especially attractive for the insurance of crops from draught and excessive rainfall, and only Delta Generali Osiguranje provides these new insurance product types in Serbia and the region” says Sava Bogičević, MSc, Head of Technical Directorate for Non-life Insurances of the Delta Generali Osiguranje.

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Banca Intesa ad Beograd member of  **INTESA SANPAOLO** is a leading bank on the domestic market, a reliable partner for 1.5 million clients, individuals and legal entities. With a net balance sheet amount of 3.2 billion Euros, total deposits of 1.9 billion Euros and total placements of over 2.2 billion Euros, Banca Intesa Beograd is leading the list of the biggest banks in Serbia. Owing to a developed business network consisting of over 20 organizational units in 120 cities of Serbia, the most developed ATM and POS terminals network, a professional team of over 3,000 employees, the bank is realizing significant growth in all areas of operation. Banca Intesa is developing its business activities in four directions: retail, corporate, local self-government operations and investment banking.

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Delta Generali Osiguranje a.d.o. Beograd is a member of the Generali Group, one of the leading companies on world insurance and financial market. With a 180 year long tradition, Generali group operates in 68 world countries, employs more than 85,000 people and has over 70 million satisfied clients (www.generali.com). Delta Generali Osiguranje is the founder of a first voluntary pension fund in Serbia—Delta Generali - Delta Generali Reosiguranje (reinsurance), the Jedro health centre, as well as the life and non-life insurance company in Montenegro.