

PRESS RELEASE

Banca Intesa offered more favourable mortgage loan terms by the end of the year

Lower interest rates

Belgrade, September 7, 2015 – As of today, Banca Intesa is offering lower interest rates for mortgage loans insured at the National Mortgage Insurance Corporation (NMIC). The bank is approving the loan in question with interest rate of 3.23% plus a six-month Euribor per annum and without the loan processing fee, while these favourable terms will be valid by the end of the year.

“In order to help citizens in solving one of the most important life issues, and at the same time to help the real estate market boost, Banca Intesa offered more attractive mortgage loan terms in H1 already which, owing to the committed work on providing even more favourable terms, the bank additionally improved with this campaign. I believe that that latest reduction of interest rates will justify the expectations of our clients who already in the first seven months of 2015 showed huge interest in mortgages, thus confirming the growth of total amount of loans of almost 40% compared to the same period last year,” stated Darko Popović, a member of the Executive Board and Head of Retail Division at Banca Intesa.

Banca Intesa's mortgage loan for the purchase of real estate is insured at NKOSK and available in the amount starting from 10,000 EUR up to 80% of the purchase value of the real estate provided from the loan or the estimated value of the real estate, i.e. estimated value of the real estate if the mortgage is pledged on some other real estate, with maximum repayment period of up to 30 years and minimum down payment of 20% of the purchase value of the real estate. Apart from this, Banca Intesa approves the loan in question even without the obligation of signing a life insurance agreement, while another credit worthy person can be included in the loan in the capacity of a solidary debtor.

In 2014, Banca Intesa disbursed retail clients loans worth over 151 million EUR in total, nearly one-quarter of which were mortgage loans. In 2015, the Bank reported increase in the number and amount of mortgage loans, whereas it disbursed nearly 29 million EUR in mortgage loans in the first seven months of 2015.

Citizens can find out more about Banca Intesa's mortgage loan offer at any of the bank's 172 branch offices, at any of nine specialized Intesa Casa centres located in the biggest cities of Serbia or at i www.bancaintesa.rs website.

**Banca Intesa ad Beograd**

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Representative example:

Type of loan	Mortgage loan for the purchase of real estate, insured at NMIC	
Loan currency	EUR	
Criteria for indexing	In dinar equivalent according to NBS's median exchange rate valid on the day of loan disbursement	
Property sale/purchase price	43,000 EUR	
Client's down payment	13,000 EUR	
Loan amount	30,000 EUR	
Repayment period	360 months	
Monthly instalment	132,86 EUR	
Interest rate (annual)	6M EURIBOR + 3.29% adjustable*	
	Calculation example without life insurance	Calculation example with life insurance
EIR (per annum)	3.89%	4.39 %
Costs at client's expense and are included in effective interest rate calculation		
Bank's loan request processing fee	No fee	
Bills of exchange (three)	150	
NMIC fee	30 EUR**	
NMIC insurance premium	525 EUR ** (without life insurance: 1.5%+0.25%)	450 EUR ** (with life insurance – 1.5%)
Credit Bureau's basic report	246 RSD**	
Certified lien statement	10,080 RSD **	
Real estate insurance – annual	40 EUR**	
Title deed issuance fee	10 EUR**	
Real estate appraisal	100 EUR**	
Costs of filing a request for mortgage registration	20,000 RSD**	
Life insurance – annual (optional)	none	100 EUR **

**Interest rate adjustment at mortgage loan models presented above, with 6M EURIBOR, is conducted quarterly (on March 28, June 28, September 28 and December 28), and the interest rate amount during loan disbursement is equivalent to the interest rate established for the current quarter. For the period starting from the loan disbursement day to the day of loan repayment start, a compound interest matching the contract interest rate will be charged on the amount of used funds. The compound interest rate is calculated and charged on the 28th of each month. For interest rate display, 6M EURIBOR valid on June 26, 2015, which amounts to 0.05%, was used.*