

Draginja Đurić, generalni direktor

# INTESA BANKA ĆE PLATITI 277 MILIONA EVRA ZA AKCIJE DELTA BANKE

## *Banca Intesa Will Pay 277 Million EUR for Delta Bankas Shares*

Draginja Djuric, director general

*Delta Banka će u junu postati deo prestižnog bankarskog sistema italijanske Intesa Banke prodajom 75 posto plus jedna akcija i mogućnošću kupovine 100% akcijskog kapitala Banke.*

*Priznanja Delta Banci iz stručnih krugova iz inostranstva za dobro poslovanje.*

*Partnerstvo sa Intesa Bankom obezbediće podršku i realizaciju kapitalnih investicija u Srbiji*



*In June, Delta Banka will become part of the prestigious banking system of the Italian Banca Intesa with the sale of 75 percent plus one shares and the possibility of purchasing 100% of the Bank's share capital.*

*Recognition to Delta Banka from foreign expert circles for its good business performance.*

*Partnership with Banca Intesa will ensure support and the realization of capital investments in Serbia.*

Delta Banka, lider srpskog bankarstva, postaće deo prestižnog bankarskog sistema Intesa Banke, koja je početkom 2005. godine potpisala Ugovor o kupovini pomenutog većinskog paketa akcija Delta Banke za 277,5 miliona evra. To je do sada najatraktivniji transfer nad vlasništvom kapitala u bankarskom sektoru Srbije i najveća bankarska transakcija u Srbiji do danas.

Time će Intesa Banka preuzeti lidersku poziciju Delta Banke na tržištu Srbije sa 144 organizacione jedinice u više od 100 gradova Srbije, 20 procenata ukupnog dinarskog i 30 posto ukupnog deviznog platnog prometa u Srbiji, koji se obavljaju preko Delta Banke.

U svakom slučaju, ovoj kupovini prethodilo je 14 godina kvalitetnog i uzornog poslovanja Delta Banke. Istovremeno, dolazak Intesa Banke praćen je sa velikom pažnjom privrednika, jer je ova banka poznata po tome što podržava i pomaže sve aktivnosti koje doprinose razvoju i napretku zemalja na čijim tržištima posluje.

**Na koji način je Delta Banka za 14 godina poslovanja postala lider na domaćem tržištu?**

- Delta Banka je osnovana 1991. godine, kao akcionarsko preduzeće sa 100% privatnog kapitala. Od osnivanja posluje u skladu sa najvišim svetskim standardima, zahvaljujući čemu su postignuti

Delta Banka, the leader in Serbian banking, will become part of the prestigious banking system of Banca Intesa, which signed at the beginning of 2005 an Agreement on the purchase of the mentioned majority stake of Delta Banka for 277.5 million EUR. This is so far the most attractive transfer of capital ownership in the Serbian banking sector and the biggest bank transaction in Serbia to date. Thus, Banca Intesa will take over Delta Bank's leading position on the Serbian market with 144 organizational units in over 100 towns in Serbia, 20 percent of overall dinar payment operations and 30 percent of overall foreign exchange payment operations in Serbia, performed through Delta Banka.

In any case, this purchase was preceded by 14 years of Delta Banka's quality and exemplary business operations. At the same time, the arrival of Banca Intesa has attracted the large attention of businessmen, since this bank is famous for its support and assistance to all activities contributing to the development and progress of the countries on whose markets it operates.

**How has Delta Banka become the leader on the domestic market during 14 years of business?**

- Delta Banka was founded in 1991, as a joint stock company with 100% private capital. Since its foundation it has been operating according to the highest world standards, thanks to which out-

izvanredni rezultati. Svaka naredna poslovna godina je za Delta Banku uspješnija od prethodne. Tako je 2004. bila najuspješnija, godina rekordnih rezultata postignutih po svim pokazateljima poslovanja.

Zahvaljujući poštovanju strogih bankarskih principa i zahteva, Banka je postala pouzdan partner svojim klijentima – fizičkim i pravnim licima, obezbeđujući im brz i efikasan servis za sve vrste bankarskih usluga uz sve prednosti modernog bankarskog poslovanja.

### Podrška Intesa Banke Skupštini EBRD u Beogradu

Italijanska Intesa Banka je jedan od glavnih partnera Evropskoj banci za obnovu i razvoj u održavanju Skupštine i Biznis foruma ove banke u Beogradu.

### Šta je to što Delta Banku čini vodećom u bankarskom sektoru Srbije?

- Činjenica je da je Delta Banka, među mnogobrojnim bankama koje posluju u zemlji, zadržala i učvrstila poziciju vodeće banke u Srbiji po više kriterijuma. Bilansna suma, visina kapitala i ukupna visina depozita, veoma profesionalno osoblje i dinamičan rukovodeći tim, kao i 144 organizacione jedinice u više od 100 gradova Srbije omogućavaju Delta Banci da ostane u samom vrhu finansijskog tržišta Srbije.

I u protekloj godini Delta Banka je pozicionirana među vodećim bankama po depozitnom potencijalu, profitabilnosti, platnom prometu i mnogim drugim pokazateljima.

Više od 20% celokupnog platnog prometa zemlje se odvija preko Delta Banke, što njen udeo u ukupnom platnom prometu zemlje čini daleko većim od udela drugih banaka i pozicionira je na prvo mesto. Delta Banka je takođe vodeća domaća banka po ostvarenom obimu deviznog platnog prometa. Više od 30% deviznog platnog prometa zemlje se obavlja preko naše Banke. Široka korespondentska mreža Delta Banke u inostranstvu sa više od 230 korespondentnih banaka širom sveta, doprinosi ovoj činjenici.

Vodeća pozicija nameće obavezu stalnog uvođenja inovacija. Poštujući taj princip, Delta Banka je prva u zemlji, svojim klijentima omogućila elektronski platni promet u stranoj valuti.

### Da li je Delta Banka desetak godina radila isključivo sa privredom, a tek pre tri godine počela intenzivnije da posluje sa stanovništvom?

- Tokom prvih deset godina rada, Delta Banka je uglavnom bila usredsređena na poslovanje sa privredom i postala lider u ovoj oblasti. Svi važni poslovni subjekti Srbije su klijenti Banke. Delta Banka je posebno aktivno bila uključena u proces privatizacije u Srbiji tokom 2003. godine, kao i malo sporijoj privatizaciji u 2004. godini, na strani inostranih investitora i brojnih domaćih preduzeća koja su privatizovana, u gotovo svim procesima porivatizacije izvršenim u zemlji.

Od 2002. godine intenziviran je rad sa stanovništvom. Uspeh postignut u ovom domenu poslovanja ilustruje konstantan porast broja dinarskih i deviznih računa građana, i značajan rast devizne štednje u Delta Banci u protekloj godini, koji je premašio 80% u odnosu na 2003. godinu.

Značajnim sredstvima su kreditirani privredni subjekti, dok je samo za potrebe kreditiranja stanovništva u 2004. godini izdvojeno 65% više sredstava u odnosu na prethodnu godinu.

standing results have been achieved. For Delta Banka every business year was more successful than the previous one. Thus, 2004 was the most successful year, a year of record results according to all business indicators.

Due to its respect of strict bank principles and requirements, the Bank has become a reliable partner to its clients – physical persons and legal entities, providing them with a fast and efficient service for all types of banking services, along with all the advantages of modern banking.

### What has made Delta Banka the leader in Serbia's banking sector?

- The fact is that, among the numerous banks operating in the country, Delta Banka has retained and strengthened its position of the leading bank in Serbia according to a number of criteria. The balance sheet sum, the size of the capital and the total size of the deposits, its highly professional personnel and dynamic management team, as well as 144 organizational units in more than 100 towns in Serbia, are making it possible for Delta Banka to retain its highest position on Serbia's financial market.

Last year too, Delta Banka was ranked among the leading banks according to its deposit potential, profitability, payment operations and many other indicators.

### Banca Intesa Supports EBRD Annual Meeting in Belgrade

The Italian Banca Intesa is one of the main partners of the European Bank for Reconstruction and Development in the holding of the EBRD Annual Meeting and Business Forum in Belgrade.

Over 20% of the country's overall payment operations are performed through Delta Banka, which makes its share in the country's total payment operations much higher than the share of other banks, this placing it at the very top. Delta Banka is also the leading domestic bank according to the achieved scope of foreign exchange payment operations. More than 30% of the country's foreign exchange payment operations are performed through our Bank. Delta Banka's widespread correspondent network abroad, with more than 230 correspondent banks throughout the world, have contributed to this.

The leading position makes the introduction of innovations a must. Respecting this principle, Delta Banka was the first in the country to provide for its clients foreign currency electronic payment operations.

### Did Delta Banka work exclusively with the economy for about ten years, only to start doing business with the population more intensively three years ago?

- In the first ten years of its work, Delta Banka mostly concentrated on doing business with the economy, and it became the leader in this sphere. All the important business entities in Serbia are the Bank's clients. Delta Banka had especially active involvement in the privatization process in Serbia in 2003, and also in the somewhat slower privatization in 2004, on the side of foreign investors and numerous domestic companies that were privatized, in almost all the privatization procedures carried out in the country.

Business with the population intensified in 2002. The success achieved in this line of business is illustrated by the constant growth of the number of the citizens' dinar and foreign currency accounts and the considerable increase in foreign currency savings deposits at Delta Bank in the previous year, which were higher by over 80% compared to 2003.

Podržavajući savremene trendove i afirmišući bezgotovinski način plaćanja, Delta Banka intenzivira poslovanje platnim karticama na domaćem tržištu. Delta Banka je uvela MasterCard na domaćem tržištu, odnosno prva je počela da izdaje platne kartice iz MasterCard sistema u Srbiji, a izdala je i prvu VISA čip platnu karticu na Balkanu, krajem 2003. godine. Lidersku poziciju i u ovom segmentu poslovanja potvrđuje podatak da se više od 90% prometa MasterCard platnim karticama u zemlji obavlja preko Delta Banke. Banka ima najrazvijeniju mrežu POS terminala i bankomata u zemlji.

#### **Kako je došlo do potpisivanja ugovora sa Intesa Bankom o kupovini većinskog paketa akcija Delta Banke početkom 2005. godine?**

- Zahvaljujući liderskoj poziciji i sve boljim finansijskim rezultatima, veliki broj inostranih banaka je, u protekloj godini, pokazao interesovanje za Delta Banku, što je na kraju, rezultiralo potpisivanjem Ugovora između Intesa Banke i akcionara Delta Banke. Tako je Intesa Banka, jedna od najvećih i najprofitabilnijih bankarskih grupa, sa sedištem u Milanu, sredinom februara dodala svom srednjoevropskom portfoliju, udeo u vrednosti od 277,5 miliona evra za 75% plus jedna akcija kapitala Delta Banke, sa mogućnošću kupovine 100% akcijskog kapitala banke.

Najveća bankarska transakcija u Srbiji do danas, pripajanje Delta Banke italijanskoj Intesa Banci, biće završena u junu 2005. godine, posle čega će mreža Intesa Banke u srednjoj i istočnoj Evropi opsluživati oko 3.5 miliona klijenata u 650 filijala. Ovim pripajanjem, Intesa Banka reafirmiše svoje poverenje u proces zakonodavnog, socijalnog i ekonomskog razvoja Srbije i dodaje još jedan značajan element svojoj strategiji rasta u srednjoj i istočnoj Evropi. Intesa Banka je, naime, osnovala Central International Bank (CIB) 1979. godine, koja je četvrta banka po veličini u Mađarskoj i kupila dve druge vodeće finansijske institucije, hrvatsku Privrednu Banku Zagreb (PBZ) u 2000. godini i slovačku Vseobecna Uverova Banka (VUB) u 2001. godini, koje su na drugom mestu po veličini u svojim zemljama. Intesa Banka takođe posluje u Republici Češkoj preko VUB, Sloveniji preko svoje italijanske podružnice Banca Popolare FriulAdria i u Rusiji sa ZAO Banca Intesa – jedine italijanske bankarske podružnice koja ima licencu da radi u Rusiji. Pored toga, Intesa Banka ima tri predstavništva u regionu, i to u Moskvi, Varšavi i Beogradu.

## DELTA BANKA

#### **Šta će za sadašnje i buduće klijente značiti ovo pripajanje i dolazak Intesa Banke?**

- On će značiti još veći ugled Banke na domaćem tržištu. Istovremeno, dolaskom Intesa Banke osigurana je prestižna pozicija i razvojna perspektiva Delta Banke. Intesa Banka će višim stepenom tehničke podrške i potencijalom u ljudskim resursima pomoći Delta Banci da još više doprinese ekonomskom boljitku građana, poslovnih subjekata i cele zemlje.

Ovo strateško partnerstvo će omogućiti Delta Banci da poboljša svoju ponudu u pogledu cene i kvaliteta usluga, proširi je uvođenjem novih proizvoda, unapredi odnose prema klijentima i plasira nova bankarska znanja i pristupe.

Significant funds were used for the crediting of companies, while 65% larger funds than in the preceding year were allocated in 2004 for the crediting of the population alone.

Supporting contemporary trends and affirming cashless payments, Delta Banka is intensifying payment card operations on the domestic market. Delta Banka introduced the MasterCard on the domestic market, i.e. it was the first to start issuing payment cards from the MasterCard system in Serbia, and it was also the first to issue the VISA chip payment card in the Balkans, at the end of 2003. Its leading position in this segment of business operations is also confirmed by the fact that over 90% of the turnover with MasterCard payment cards in the country is performed through Delta Banka. The bank has the most developed network of POS terminals and money machines in the country.

#### **How did it come to the signing of an agreement with Banca Intesa on the purchase of Delta Banka's majority stake at the beginning of 2005?**

- Thanks to its leading position and the constantly improving financial results, a large number of foreign banks showed interest in Delta Banka last year, which ultimately resulted in the signing of an Agreement between Banca Intesa and Delta Banka's shareholders. Thus, Banca Intesa, one of the largest and most profitable bank groups, seated in Milan, in mid February added to its Central European portfolio a share worth 277.5 million EUR for 75% plus one shares of Delta Banka, with the possibility of purchasing 100% of the bank's share capital.

The biggest bank transaction in Serbia to date, Delta Banka's integration with the Italian Banca Intesa, will be completed in June 2005, after which the network of Banca Intesa in Central and Eastern Europe will be providing services for around 3.5 million clients at 650 branch offices. With this integration, Banca Intesa is reaffirming its confidence in the process of Serbia's legislative, social and economic development, adding yet another important element to its growth strategy in Central and Eastern Europe. Namely, Banca Intesa founded the Central International Bank (CIB) in 1979, the fourth largest bank in Hungary, and purchased two other leading financial institutions – the Croatian Privredna Banka Zagreb (PBZ) in 2000 and the Slovak Vseobecna Uverova Banka (VUB) in 2001, the second largest banks in their respective countries. Banca Intesa also operates in the Czech Republic through VUB, in Slovenia through its Italian branch Banca Popolare FriulAdria and in Russia with ZAO Banca Intesa – the only Italian bank branch office with a license to operate in Russia. Furthermore, Banca Intesa has three representative offices in the region – in Moscow, Warsaw and Belgrade.

#### **What will this integration and the arrival of Banca Intesa mean for the present and future clients?**

- This will mean an even higher reputation for the Bank on the domestic market. At the same time, the arrival of Banca Intesa has ensured for Delta Banka a prestigious position and development prospects. With a higher level of technical support and potentials in human resources, Banca Intesa will help Delta Banka to contribute even more to the economic progress of the citizens, companies and the country as a whole.

This strategic partnership will enable Delta Banka to improve its offer as regards the price and quality of its services, to broaden it with the introduction of new products, to promote its relations with the clients and to present new banking know-how and approaches.

Naši klijenti, fizička lica mogu očekivati nove vrlo tražene proizvode poput dugoročnih stambenih kredita, a pravna lica dugoročne kredite za velika preduzeća i posebne kreditne linije za mala i srednja preduzeća. Planira se intenziviranje lizing poslova.

Dugoročnim izvorima, koje će Delta Banka zahvaljujući partnerstvu sa Intesa Bankom obezbediti, podrža će se i realizacija kapitalnih investicija, našoj zemlji preko potrebnih objekata infrastrukture, puteva, telekomunikacija. Sa druge strane će pospešiti stambenu izgradnju, što će pokrenuti poslovne aktivnosti u građevinarstvu i delatnostima koje su sa njim u vezi i omogućiti masovniju ponudu i odobravanje stambenih kredita sa, realno je očekivati, nižim kamatnim stopama od sadašnjih.

Dolazak Intesa Banke na domaće tržište podrazumeva i dolazak njenih klijenata, potencijalnih investitora i stranih partnera našim firmama, što će otvoriti prostor da naše kompanije saradujući sa inostranim firmama unaprede poslovanje i povećaju izvoz, a samim tim doprinesu poboljšanju opšteg ekonomskog stanja u Srbiji.

Our clients, physical persons, can expect new products that are in large demand, such as long-term housing credits, while legal entities should expect long-term credits for big companies and business credit lines for small and medium-sized enterprises. The intensification of leasing operations is also planned.

With long-term sources, which Delta Banka will ensure thanks to its partnership with Banca Intesa, support will be provided for the realization of capital investments, the badly needed infrastructure facilities, roads and telecommunications. On the other hand, it will stimulate housing construction, which will encourage business activities in the construction industry and activities related to it, and will provide a broader offer, as well as housing credits with, it is realistic to expect, lower interest rates than the present ones.

The arrival of Banca Intesa in the domestic market also implies the arrival of its clients, potential investors and foreign partners for our companies. This will open up space for our companies to improve business operations and increase exports through cooperation with foreign companies and, thus, to contribute to the improvement of the general economic situation in Serbia.

## PRIZNANJE MAGAZINA THE BANKER

### DELTA BANKA – BANKA GODINE U SCG

*Award presented by The Banker magazine*

**Delta Banka – Bank of the Year in SCG**

Izuzetni poslovni rezultati doneli su Delta Banci i značajna inostrana priznanja u prošloj godini. Uticajni finansijski magazin The Banker, dodelio je Delta Banci prestižno priznanje, proglašivši je bankom godine u Srbiji i Crnoj Gori.

To je drugo međunarodno priznanje koje smo dobili prošle godine, jer nam je i Finance Central Europe dodelio pet priznanja za poslovanje u 2004. godini. Ocenio je Delta Banku kao najbolju banku srednje veličine u jugoistočnoj Evropi i u SCG, i kao najbolju banku u SCG po visini ostvarene dobiti i po stopi prinosa na kapital. Generalni direktor Delta Banke, Draginja Đurić je proglašena bankarom godine u SCG.

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Exceptional business results have brought Delta Bank significant international recognition in the previous year. The influential financial magazine „The Banker“ has awarded Delta Bank the prestigious title of Bank of the Year in Serbia and Montenegro (SCG).

This is the second international recognition we received last year, since „Finance Central Europe“ also presented us with five business awards for 2004. It assessed Delta Bank to be the best medium-sized bank

in South Eastern Europe and in SCG, and the best bank in SCG according to the achieved profit and the rate of the yield on capital. Delta Bank's director general Draginja Djuric, has been proclaimed Banker of the Year in SCG.

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**DELTA BANKA**

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