



OPEN SOURCE BANKING – BRINGING BANKING INTO COMMUNITIES

Athens, November 20th, 2014
Goran Jeras

ABOUT EBANK

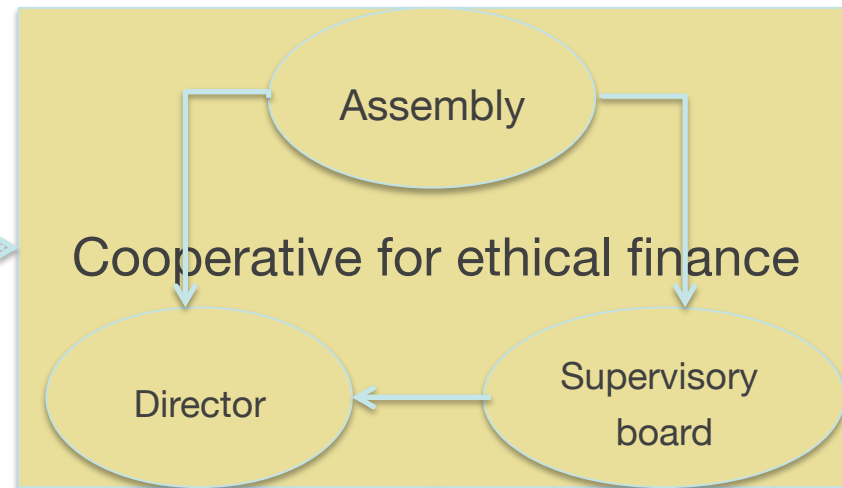
- Ethical development bank in Croatia
- Owned by Croatian capital (member's bank)
- Support for development of real economy
 - sustainable ecological agriculture & tourism
 - manufacturing and processing companies
 - green energy / citizen energy
 - IT services, new technologies and innovations
 - ecological projects
 - social entrepreneurship
- Bank as a service to the real economy – not an isolated profit-making entity

LEGAL

LIBORA

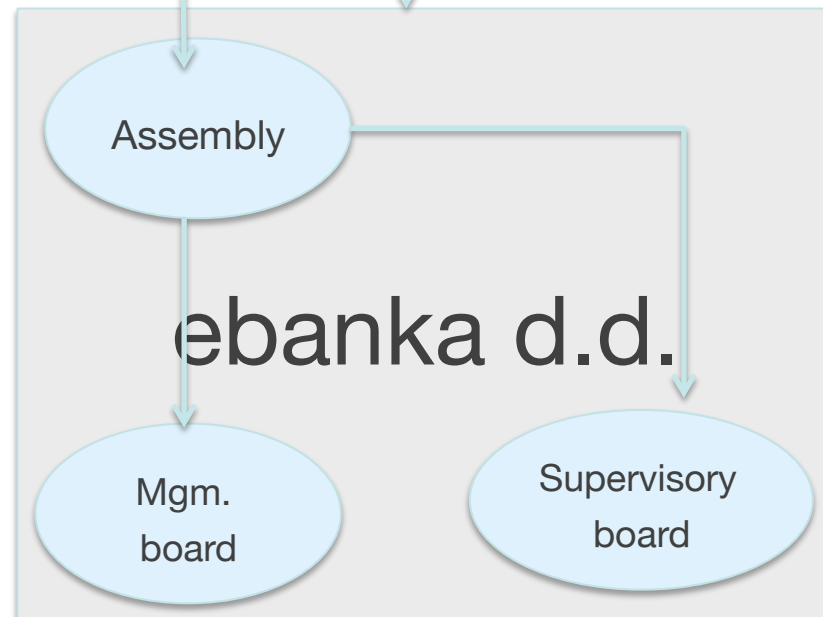
(NGO) →

Open Source Banking
Foundation



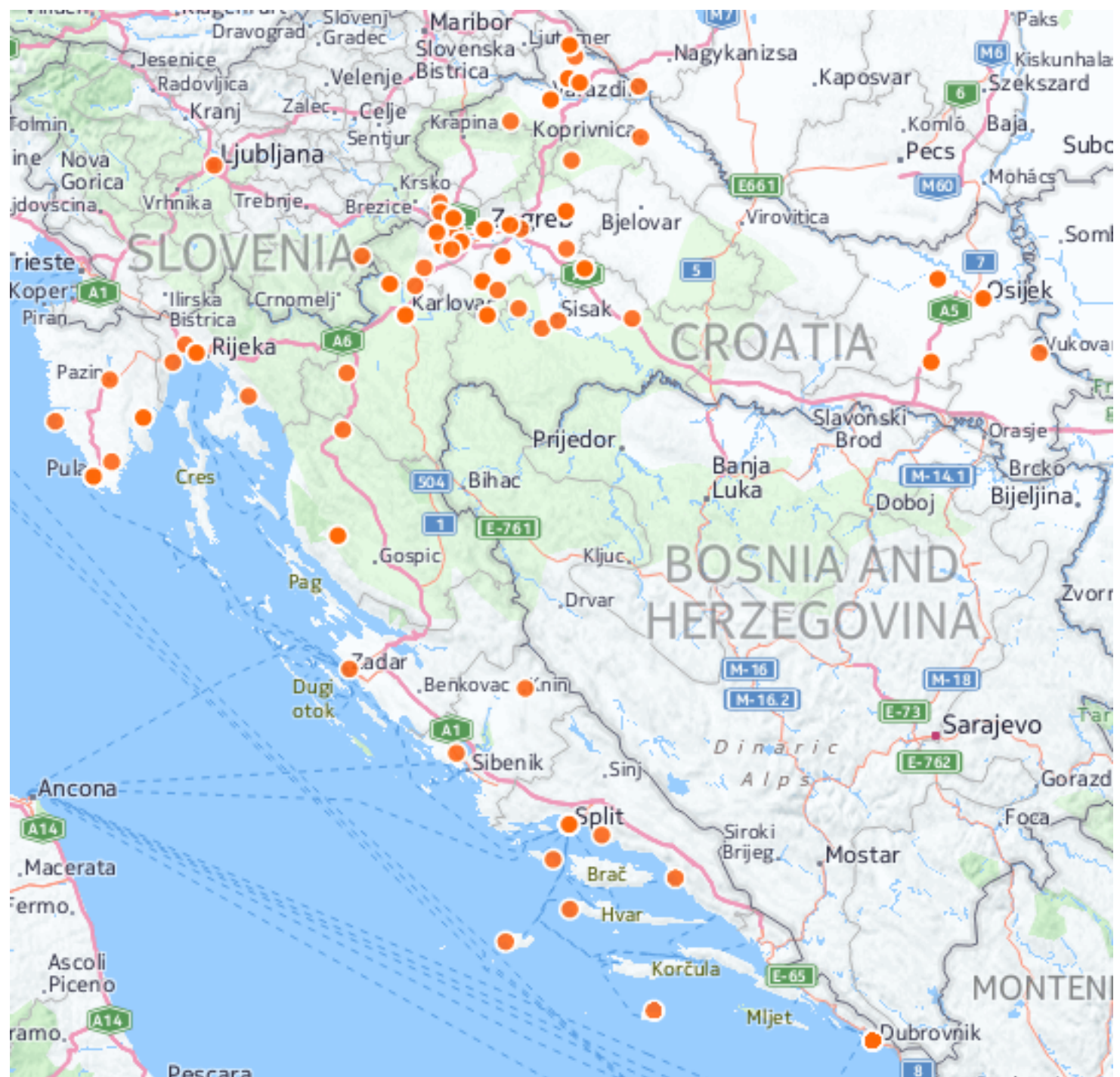
Core-team: 11 people
Maja, Magdalena, Albert,
Davorin, Krešimir, Josip,
Goran, Siniša, Tomislav,
Vedran i Goran

>300 cooperative members:
individuals, SME's, Co-ops,
municipalities, NGOs, unions



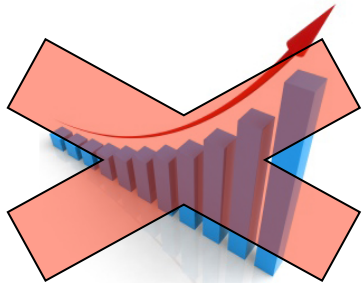
FOUNDATION ASSEMBLY





INNOVATIVE APPROACH

classical bank



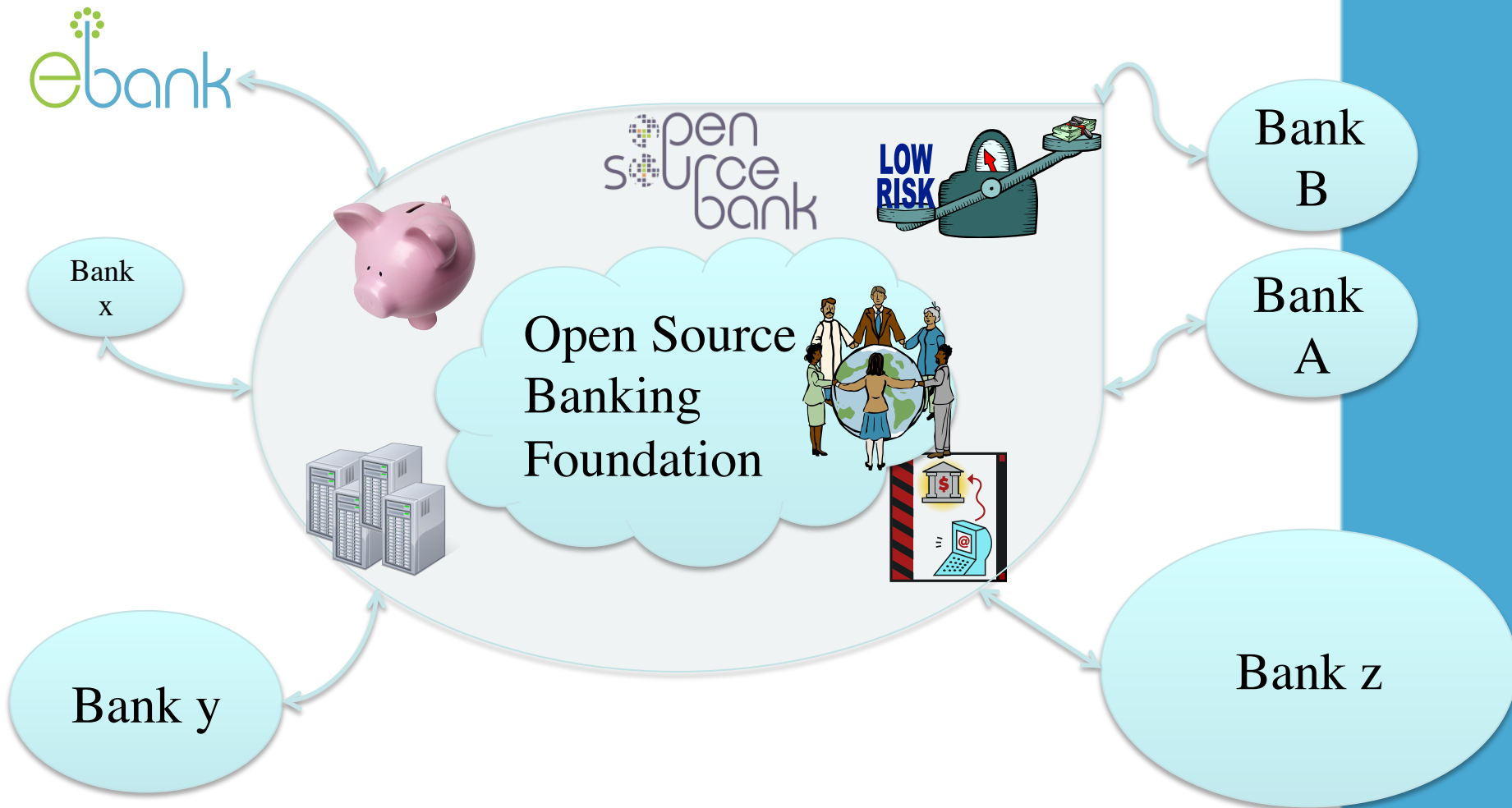
ebank



OWN IT BANKING PLATFORM

- open source
- flexible assembly of financial contracts
- tailor-made approach to customers
- integrated KPI monitoring / risk assesment
- maximum viable automatisisation
- near real-time financial overview of individual entities and the entire system
- automated credit decisions with regard to more than financial history and available collateral
- low banking and transaction costs
- legacy-free

OPEN SOURCE BANKING



A 3D illustration of a white humanoid figure pushing a large grey barrel. The barrel has the word 'COST' written on it in red. The figure is walking on a white surface, and there are red circular marks on the ground behind the barrel.

ADDITIONAL VALUE: CITIZEN BANKING

EXAMPLE

Advantages for customers

Benefits for the bank

CROWDFUNDING PLATFORM



- Flexibility to propose projects for funding
- Opportunities to invest in projects they believe in
- Helps development of communities
- Funding with bank guarantee



- Better insight in community needs
- Access to the interesting projects and business opportunities
- Reduces risks of investments
- Increases volume of transactions
- Good for development of economy

P2P LENDING



- Quick and efficient access to the capital
- Utilizes existing social relations – more comfort
- Favorable lending terms



- Adds value to banking services
- Facilitates interaction among cooperative members
- Reduces risk
- Gives insight in social capital of the bank community

ADDITIONAL VALUE: COMMUNITY BANKING

EXAMPLE

Advantages for customers

Benefits for the bank

ALTERNATIVE CURRENCIES



- More tools to support local economy
- Increase in number of local interactions
- Higher frequency of money turnover
- Increase in social capital
- Preservation of capital in the community



- Additional service to the customers
- Mapping of local interactions
- Better knowledge of local communities
- Reduced risk due to “hedging”

BARTER ECONOMY



- Transaction doesn't depend on money supply
- Preservation of value
- Simplicity – directly satisfies needs
- Reduction of waste



- Mapping of local production and resources
- Strong relation with needs of community
- Support for reuse models
- Reduction of monetary risks

ADDITIONAL VALUE: SUSTAINABLE BANKING

EXAMPLE

Advantages for customers

Benefits for the bank

POSITIVE HOMES



- Cheaper higher quality homes
- Savings on energy
- Production of organic food
- Waste disposal and recycling
- Additional source of income
- Higher quality of life

- Reduces risks of default
- House is returning the loan, not the customer
- Additional value in the management of surpluses
- Higher value of property

GREEN ENERGY



- Sustainable form of investment
- Long term financial benefits
- Integral part of circular economy
- Benefit for the environment

- Mapping of local production and resources
- Strong relation with needs of community
- Support for reuse models
- Reduction of monetary risks

Q&A?



Thank you for your attention!

Goran Jeras

gjeras@ebanka.eu

+385 95 9065108