USAID | SERBIA
FROM THE AMERICAN PEOPLE

Opportunity Bank Serbia

August 2013

Photo: Opportunity Bank Serbia

OBS is a community bank specializing in microfinance with a personalized customer approach. It offers simple, fast loan procedures.

Shareholders:
Opportunity Transformation Investments Inc. (66.95%);
European Bank for Reconstruction and Development (17.30%);
Dutch Development Bank FMO (11.54%); and
Oikocredit (4.20%)

Where we work:
Headquartered in Novi Sad, with seven branches and 14 credit offices throughout Serbia

Date of foundation:
July 2002 as savings and loan institution; banking license granted by the National Bank of Serbia in May 2007

Contact:
Opportunity Bank Serbia
Bulevar Oslobodjenja 2a
Novi Sad 21000 Serbia
Phone: +381-21 489-3111
Fax: +381-21 489-3123
E-mail: office@obs.rs
Website: www.obs.rs

BACKGROUND
Opportunity Bank Serbia (OBS) is a community bank that provides micro, rural, agro and small and medium-enterprise (SME) loans to clients who cannot ordinarily access financial services from traditional banks. Clients are typically from semi-urban and rural areas of Serbia. The bank specializes in loans to dual-income cottage industries and the agricultural sector.

OBS's mission is to help create jobs, stimulate small businesses and enable the economic transformation of its clients. With a strategically developed branch network, OBS utilizes field-based client advisors (loan officers) to reach clients in remote areas.

USAID has provided financial support totaling $11.96 million to Opportunity International to create a sustainable financial institution in Serbia.

PRODUCTS
- **Micro and Small Agricultural Loans**
  Investments in fixed assets and working capital
- **Mix of Micro Personal and Agro Loans in rural areas**
  Multi-purpose life-cycle loans, unexpected household expenses
- **Small Business Entrepreneurial Loans**
  Overcoming problems with liquidity, investments in fixed assets and working capital
- **Complementary business and agro products**
  Payments transactions, letters of guarantees, overdraft protection
- **Savings**
  Sight and term deposits for individuals, businesses and farmers

RESULTS
- During its 10 years of operation, OBS has disbursed 50,000 loans in Serbia totaling over €200 million;
- Eighty percent of OBS's credit portfolio consists of micro-loans for up to €5,000 each. Most are disbursed to individual entrepreneurs and registered agricultural households;
- Almost 60 percent of OBS's credit clients live in Central and South Serbia, unlike most other banks in Serbia, which concentrate on Belgrade and the Vojvodina Province;
- OBS has approximately 17,500 borrowing customers and over 9,900 depositors; and
- In line with its mission to create jobs and stimulate entrepreneurship, OBS regularly monitors the impact of its loans on job creation. To date, OBS's loans have led to over 10,000 new jobs and the retention of almost 60,000 existing jobs.