

# Growing together: Advans serves 1 million clients and hits €1 billion loan portfolio!

This week the Advans Group hit two major targets for 2019: it now serves **1 million clients** and **has a total loan portfolio of €1 billion**. This important milestone reflects the growing impact of the group's nine subsidiaries in terms of financial inclusion and confirms Advans' commitment to providing small businesses and other underserved populations with responsible financial services. Advans believes that supporting entrepreneurs with tailored loans, savings and other financial solutions is crucial to boosting long lasting economic and social development in its countries of operation.

This achievement demonstrates Advans' dedication to understanding customer's financial needs and helping lift the barriers they may be facing in developing their business or supporting their family. One of Advans' key objectives for the coming years is to continue innovating in order to improve clients' experience with Advans, notably implementing an omni-channel strategy and a high-touch high-tech approach so that clients can access Advans' services where and when they need. The group will also look to diversify its products, so to as to better respond to evolving customer's needs, focusing on agriculture, housing, emergency needs as well as making the loan process more efficient for our customers.

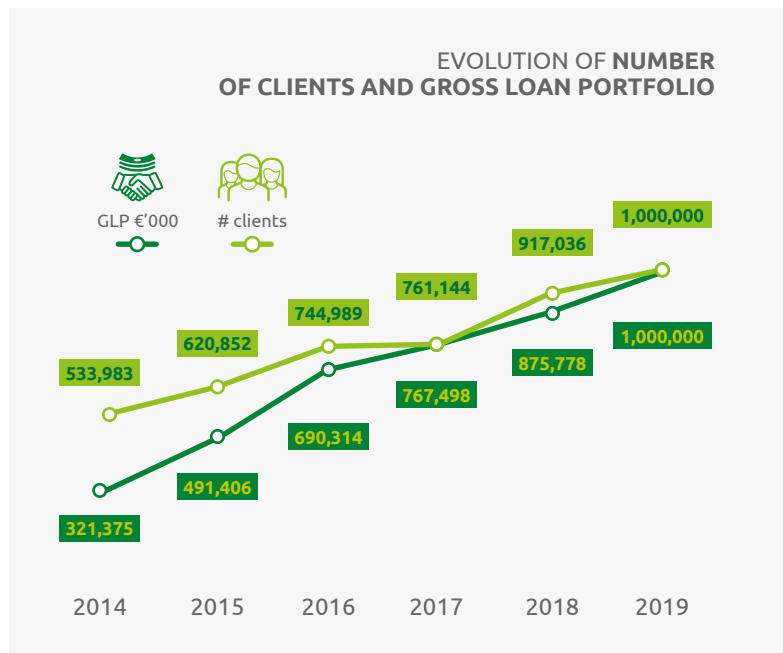


**Steven Duchatelle,**  
Advans' Group CEO  
commented:

*“ We are thrilled to have achieved such a landmark step in our development after almost 15 years of accompanying our clients. There remains however a lot to be done to promote financial inclusion, with a large credit gap still existing in our countries of operation and inequalities in terms of access to all financial services. We will continue to scale up our operations, maintaining the sustainable growth of our network, putting clients at the centre of everything we do and seizing opportunities to increase our efficiency and proximity to customers through digitalisation. ”*

## About the Advans Group

Advans mission is to provide client centric financial services to small businesses and under-served populations in a sustainable and responsible manner. The Advans Group currently spans nine countries: Cambodia, Cameroon, Ghana, the Democratic Republic of Congo, Côte d'Ivoire, Pakistan, Nigeria, Tunisia and Myanmar.



As at end September 2019 the group served more than 1 million clients and employed more than 7,300 staff, with a Gross Loan Portfolio of €1 billion and a total of over €570 million in savings deposits. Headquartered in Luxembourg with its support services in Paris, the group's shareholders are EIB, KfW, FMO, CDC Group plc, FISEA (AFD Group), IFC and Advans Invest. For more information, please visit [www.advansgroup.com](http://www.advansgroup.com).