



A positive start to 2014 for Advans SA

2013 was another successful year for the affiliates of the Advans network. Our seventh and most recent greenfield institution, La Fayette Microfinance Bank (Advans Nigeria), which launched operations in February 2013, got off to a promising start with 2,545 active clients and an outstanding loan portfolio of 1.45 m EUR as at December 31, 2013. In addition our first Asian greenfield, Advans Pakistan, recently received an award from PMN* and the Microfinance Transparency - Transparent Pricing Initiative for its transparent rates.



Advans Pakistan is an innovative new player on the Pakistani microfinance market focusing on financing businesses through offering loans based on a cash-flow analysis of micro, small and medium sized enterprises.

Furthermore our two most mature greenfields demonstrated the viability of the 'Advans model' which aims to create profitable institutions serving their clientele responsibly, with Advans Cameroun continuing to be profitable for the third year in a row, and Advans Ghana reaching its first full year of profitability. In other news, Advans Côte d'Ivoire carried on its rapid growth to reach an outstanding loan portfolio of EUR 6.2 m at the end of 2013 with four branches and over 9,400 clients after just 22 months of operations. Among other products and services, the MFI continued its Cocoa Loans Project in collaboration with the WCF Cocoa Livelihood Project and Technoserve, a scheme which has provided loans to over 3 700 cocoa producers since 2012.

Finally Advans SA is pleased to announce that it has been awarded the LuxFLAG Microfinance label for the fourth year in a row. The LuxFLAG Microfinance label certifies Advans SA's commitment to investing in the field of microfinance. As of the end of December 2013, the MFIs of the Advans group served 451 323 clients from 159 points of sale, with a total outstanding loan portfolio of 205,857 m EUR.

2014 promises to be another productive year for Advans SA with the consolidation and reinforcement of the existing network.

*Pakistan Microfinance Network

About Advans SA: Advans SA is headquartered in Luxembourg and was created in August 2005. Its capital is EUR 43.6 million. Its mission is to build a network of microfinance institutions (MFIs) in developing and emerging countries to cater to the financial needs of micro, small, and medium sized enterprises, which have limited or no access to formal banking services. The Advans network currently spans eight countries: Cambodia, Cameroon, Ghana, the Democratic Republic of Congo, Tanzania, Côte d'Ivoire, Pakistan and Nigeria. Advans SA is managed by Horus Development Finance, its sponsor and shareholder. Its other shareholders include EIB, KfW, FMO, CDC Group plc, Group AFD and IFC. For more information, please visit www.advansgroup.com.

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