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MTN Mobile Money recorded exponential growth in its mobile lending, with loan values rising sharply.

The company also recorded growth in the number of borrowers, which during the period ended December 2025 more than doubled, according to the MTN Mobile Money managing director Richard Yego.

The growth, he said, was largely driven by the launch of the MoMo Advance product, with Yego noting that mobile money lending had become a key driver of transaction growth and customer

empowerment across the mobile money ecosystem.

“Lending has been a major driver of transaction volume and customer empowerment throughout last year and it will continue to be the case this year,” he said, revealing that the number of unique borrowers grew from 3.5 million in 2024 to over 8 million in 2025, representing an absolute increase of about 4.5 million customers, or more than 120 percent year-on-year growth.

Loan volumes expanded even faster, growing more than five times, while the total value of loans rose from Shs1.4 tril-

lion in 2024 to nearly Shs2.5 trillion in 2025—an absolute increase of approximately Shs1.1 trillion, equivalent to nearly 80 percent growth.

“By the close of the year, we saw unique borrowers more than double, loan volumes grow more than five times, and loan value reach nearly Shs2.5 trillion,” Yego said. He attributed the rapid growth largely to the MoMo Advance product, launched in September 2024, which has since become MTN’s most widely used loan offering.

“MoMo Advance is now our most popular loan product with the largest user

base. It enables customers to complete payments even when they do not have cash on hand,” he said, adding that the product has helped accelerate digital payments adoption.

MTN has, through partnerships, especially with financial institutions, launched several microloan products, which have made access to credit easy.

However, Mr Yego also noted that lending growth has been complemented by digital platform innovation.

Fintechs have also built apps that have made lending possible and access much easier.

Mr Yego indicated that, while 95 percent of their loan transactions are generated through USSD, traffic of MTN’s mobile money app has been growing, which signals continued adaptation.

He also indicated that as plan to grow mobile money loan uptake, MTN will roll out upgraded agent and merchant applications and a formal enterprise merchant platform, through which users be able to access more advanced payments such as taxes, salaries, and supplier transactions, while key services such as investments are migrated from USSD to the apps.

# MTN loans jump by 66.7% to Shs2.5 trillion