



# Indian Retail Loans Overview – August 2022

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2022 has been the year of hope and growth as the economy recovers from the pandemic related disruption. We are seeing retail lending touching and even surpassing pre-Covid highs in 2022.

As we progress through second half of 2022, it is time to reflect on how retail lending trends shaped up in pre-covid and post-covid years, which segments were most impacted and which emerged stronger from the crisis.

We are pleased to partner with Andromeda to bring to you the retail lending insights on Indian financial services. This report covers disbursements to delinquencies, from top growing geographies to top loan categories, all viewed through the prism of Covid-19 impact.

We believe that these insights will help lenders maintain high levels of underwriting standards, manage risks and drive efficiencies. It will also enable them to navigate the post-Covid environment with learnings from the pandemic.

I congratulate the Equifax and Andromeda teams for their efforts on the launch of this report.





**Mr. V Swaminathan**  
Executive Chairman – Andromeda  
Sales and Distributions Pvt.Ltd.

Dear Reader,

It is our pleasure to bring to you the first edition of Andromeda's retail loans overview prepared in conjunction with our partner Equifax.

The report focuses on India's retail lending sector over the last couple of years. This edition of the report gives an overview of how the retail lending sector has performed through the years of the pandemic. As we know, the sector went through multiple phases during the pandemic; the initial first wave in 2020 followed by a more devastating second wave in April–May 2021. The report analyses the retail lending trends through this period across several parameters like geography, product and lender type. It also goes on to perform a more thorough analysis of one of the key product lines that have defined Indian consumerism over the years: Personal Loans. We analyse this loan product type in some detail across multiple parameters

While the industry recovers from the effects of the pandemic, we have also witnessed India becoming a global leader in terms of digital and technological innovation in the lending space. The pandemic has accelerated the digital transformation journey for lenders and distributors alike. Andromeda, being one of India's largest loan distributors has a ring-side view of these developments. Indeed, through the pandemic, our loan originations have more than doubled led by an increased geographical footprint and more active use of technology. In this report, we have tried to capture some of Andromeda's practical insights into loan distribution in India along-side the broader macro trends.

We hope you find this report to be an informative and helpful read.



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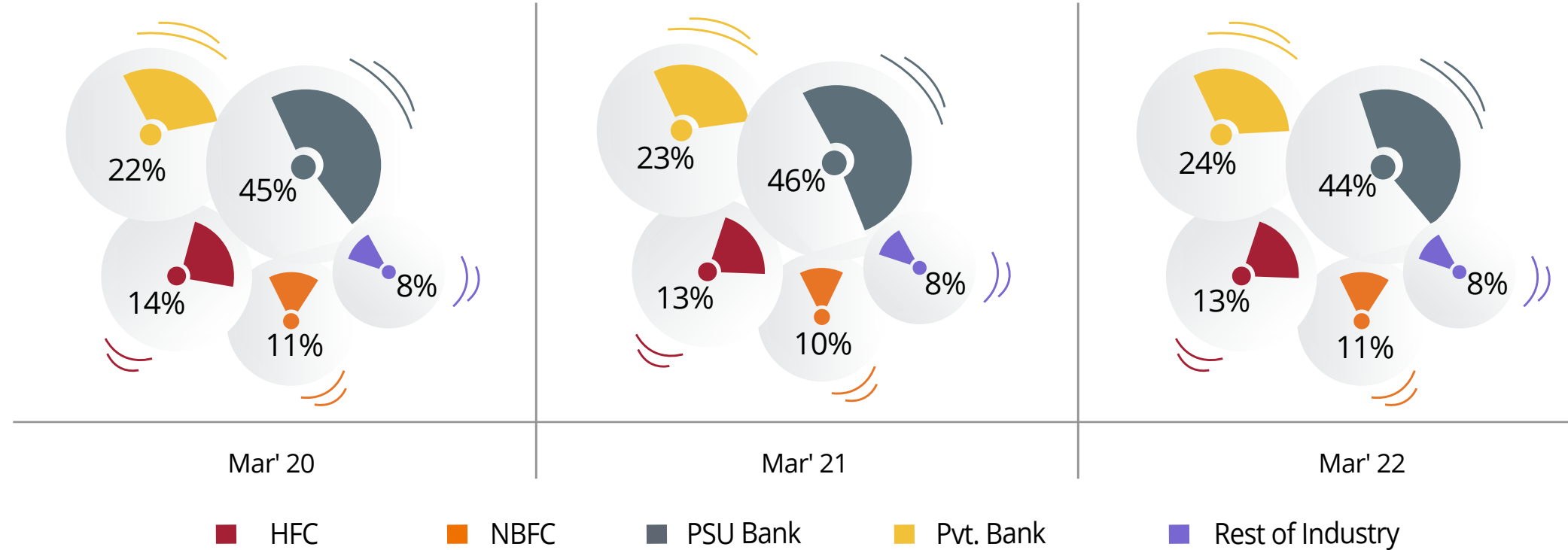


# Retail Lending Industry Overview



# Portfolio Outstanding Trends

% Market share (by POS)



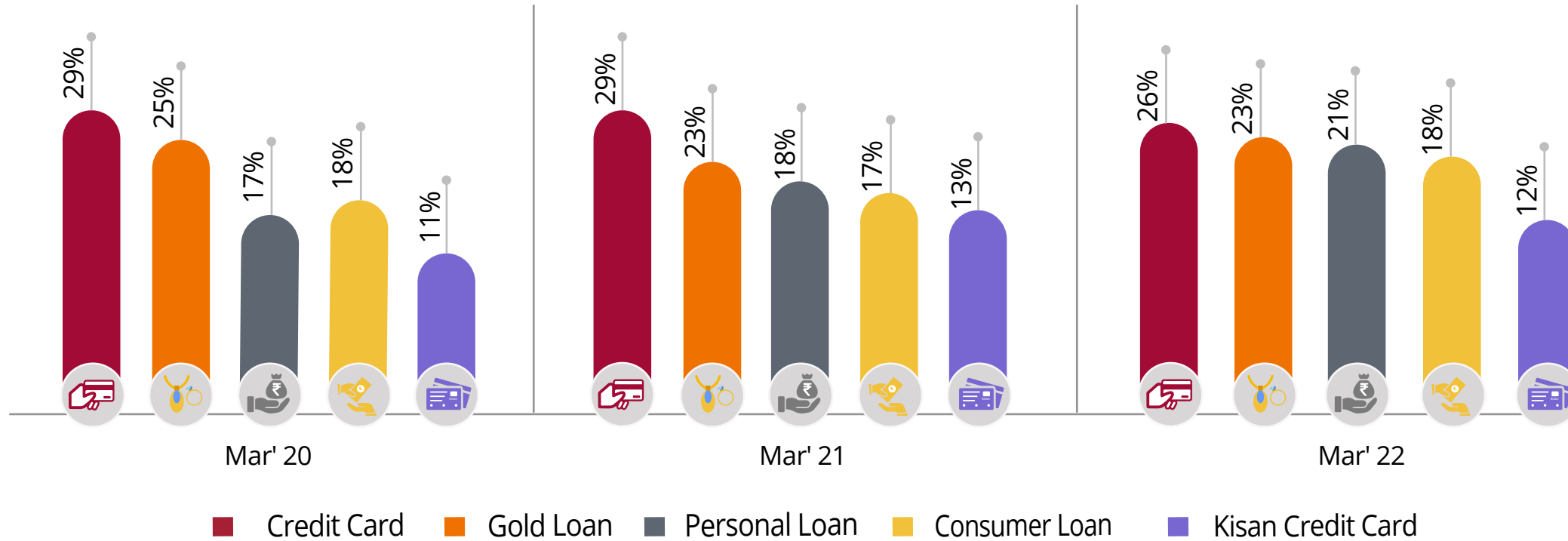
- In March 2020 total portfolio outstanding of Retail industry was nearly ₹ 71 lakh crore, ₹ 80 lakh crore in March 2021 & ₹ 89 lakh crore in March 2022
- Private banks witnessed highest growth of 32% from March 2020 to March 2022
- Public sector banks contributes highest towards the portfolio outstanding and witnessed a growth of 21% from March 2020 to March 2022
- NBFCs have grown by 7% from March 2020 to March 2021 and 13% from March 2021 to March 2022

POS = 0 to 179 DPD + New Accounts + Current Accounts



# Top 5 Products as on 31<sup>st</sup> March 2022 by Number of Active Loans

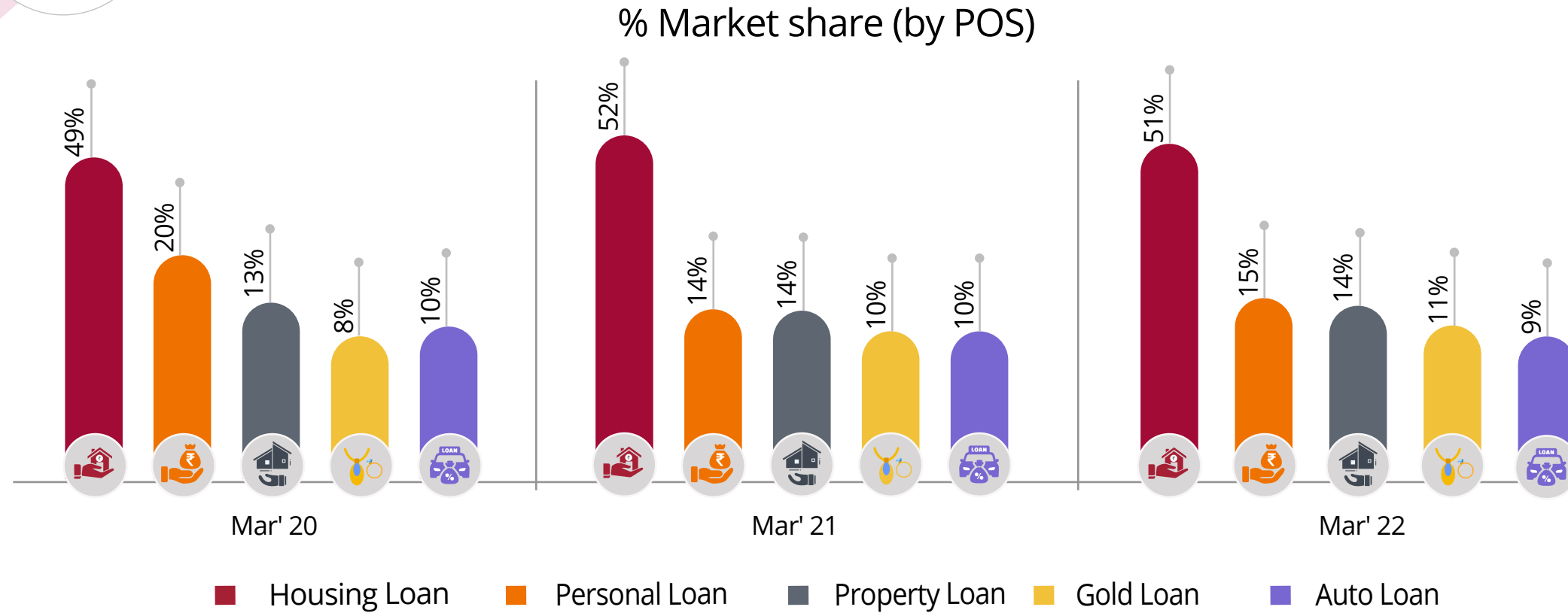
% Market share (by Active Loans)



- As on 31<sup>st</sup> March 2022 retail industry reported 46 crore active loans out of which top 5 products contribute 60% towards the total active loans
- Year over year growth in the number of active personal loan was 16% between March 2020 and March 2021 and 46% between March 2021 and March 2022
- 2 crore active Kisan Credit Cards were reported in March 2020 and the number grew by 28% in March 2021 and 15% the year after
- Credit Cards grew by 13% from March 2021 to March 2022

Active loans = 0 to 179 DPD + New Accounts + Current Accounts

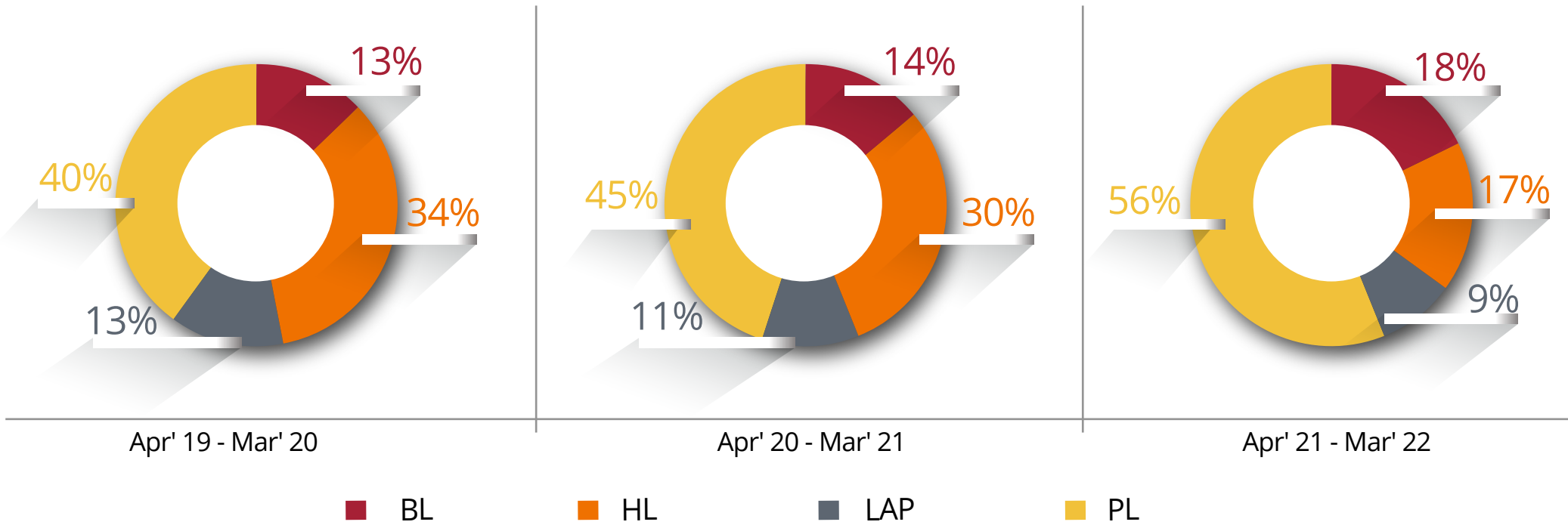
# Top 5 Products as on 31<sup>st</sup> March 2022 by Portfolio Outstanding



- Outstanding of Retail industry as on 31<sup>st</sup> March 2020 was ₹85 lakh crore, 50% of the market share was from the top 5 products and now it has increased to 58% in March 2022
- As on 31<sup>st</sup> March 2022 Portfolio outstanding was ₹26 lakh crore for housing loan. It grew by 11% from March 2020 to March 2021 and by 12% from March 2021 to March 2022
- From March 2021 to March 2022 personal loan portfolio outstanding grew by 23%

# Andromeda's Disbursement Trends

% Market Share (By Number of Loans)



ATS Apr'19 - Mar'20 (in ₹)	
BL	13,11,555
HL	38,24,586
LAP	71,34,966
PL	5,42,957

ATS Apr'20 - Mar'21 (in ₹)	
BL	11,99,458
HL	35,07,449
LAP	56,65,907
PL	6,25,673

ATS Apr'21 - Mar'22 (in ₹)	
BL	13,09,836
HL	33,18,661
LAP	64,01,044
PL	6,34,356

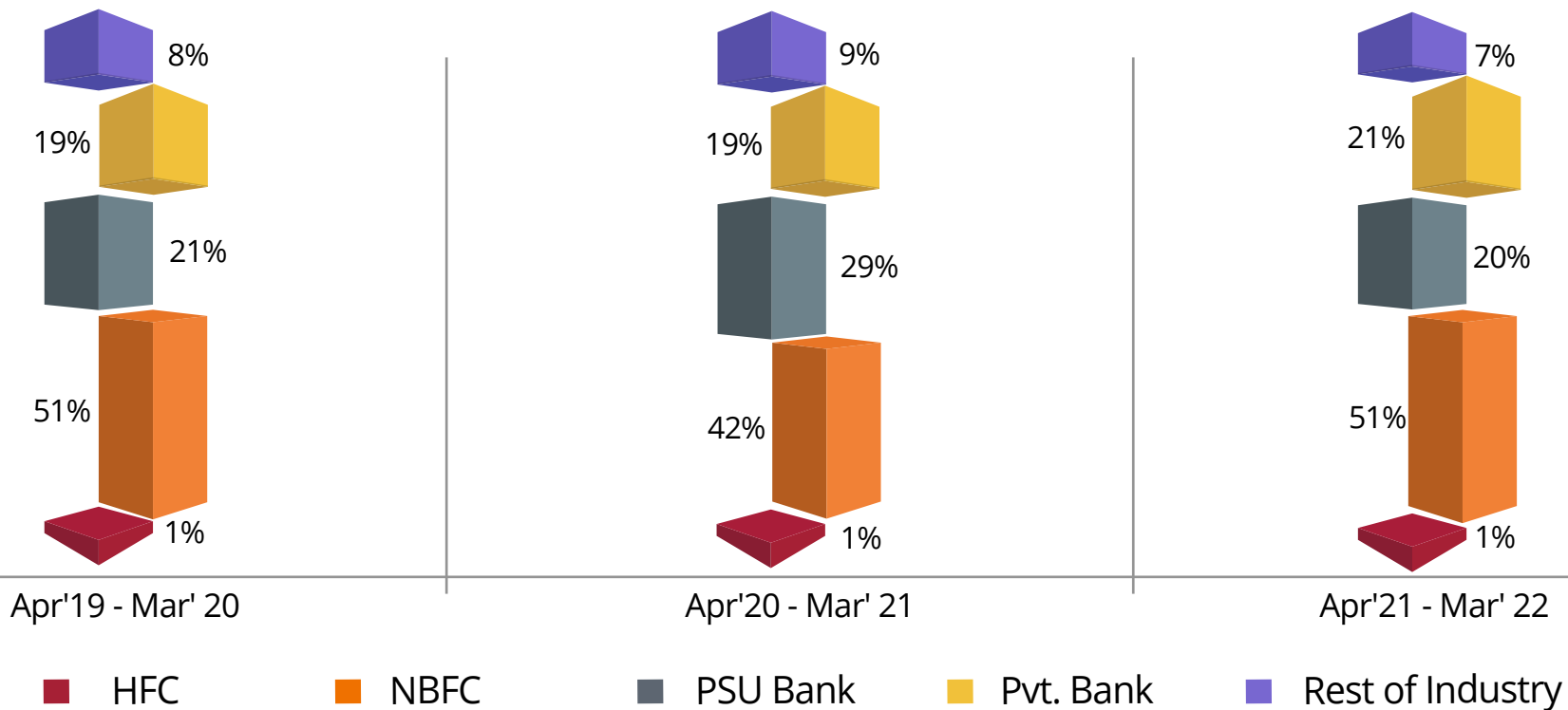
- Andromeda's disbursals grew by 121% in April 2021-March 2022 on from April 2020-March 2021
- Growth inspite of COVID induced headwinds bolstered by technology aids





# Disbursement Trends by Number of Loans

## % Market Share (By Number of Loans)

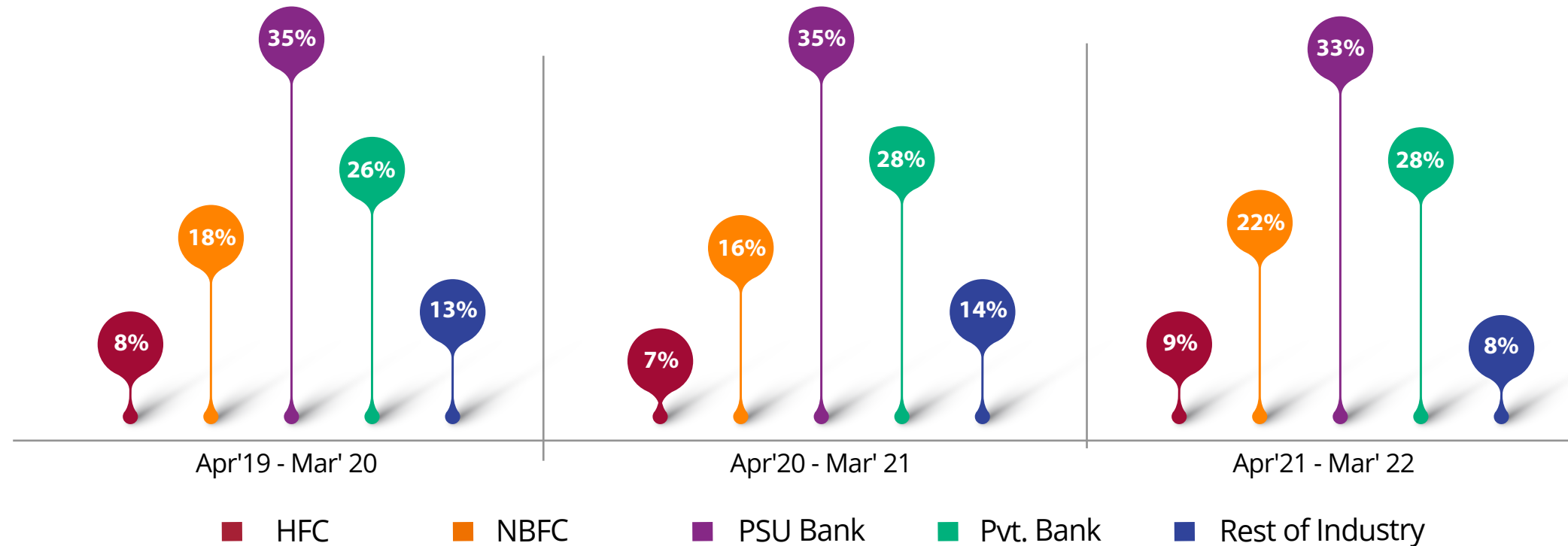


- Retail industry disbursed 20 crore loans during April 2019 - March 2020, 18 crore loans during April 2020 - March 2021 and 24 crore loans during April 2021 - March 2022
- NBFCs are leading the retail industry by disbursing the highest number of loans
- NBFCs disbursed 12 crores of loans from April 2021- March 2022 and registered a 64% growth from April 2020 - March 2021



# Disbursement Trends by Amount

## % Market Share (by Disbursement Amount)



- Retail industry disbursed loans worth ₹ 31 lakh crore during April 2019 - March 2020, ₹ 33 lakh crore during April 2020 - March 2021 and ₹ 38 lakh crore during April 2021 - March 2022
- Loan disbursal amount grew by 16% from April 2020 - March 2021 to April 2021 - March 2022
- NBFCs witnessed a highest growth of 56% from April 2020 - March 2021 to April 2021 - March 2022

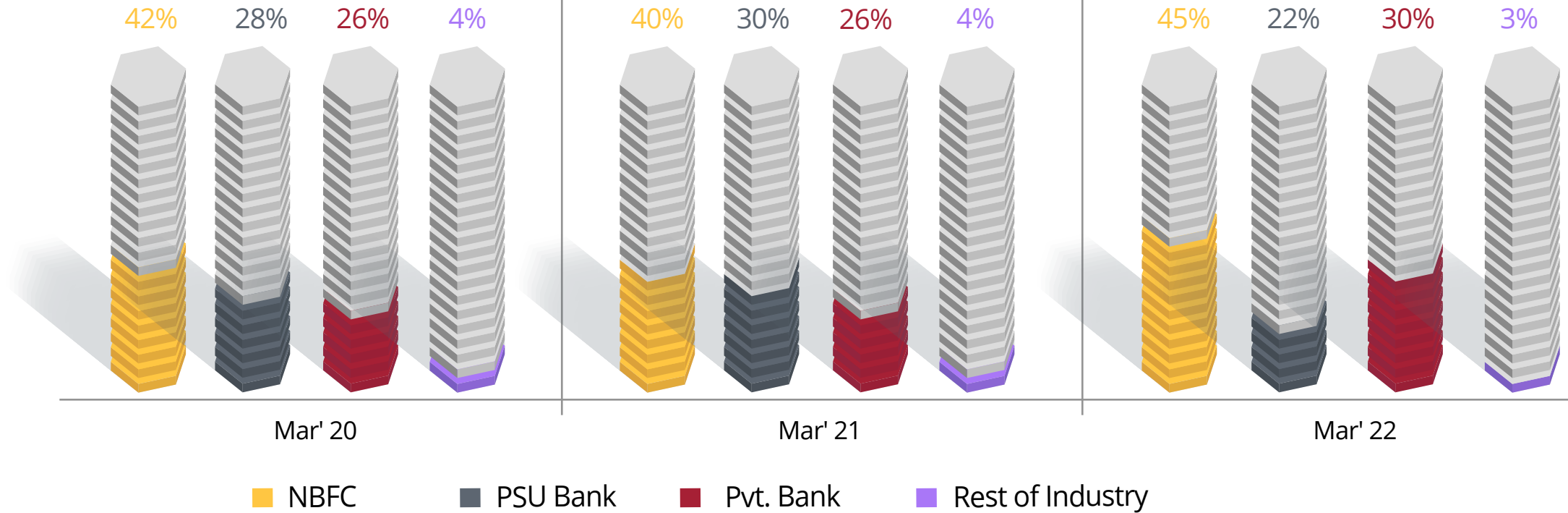


Personal  
Loan



# Active Loan Trends

% Market share (by Active Loans)



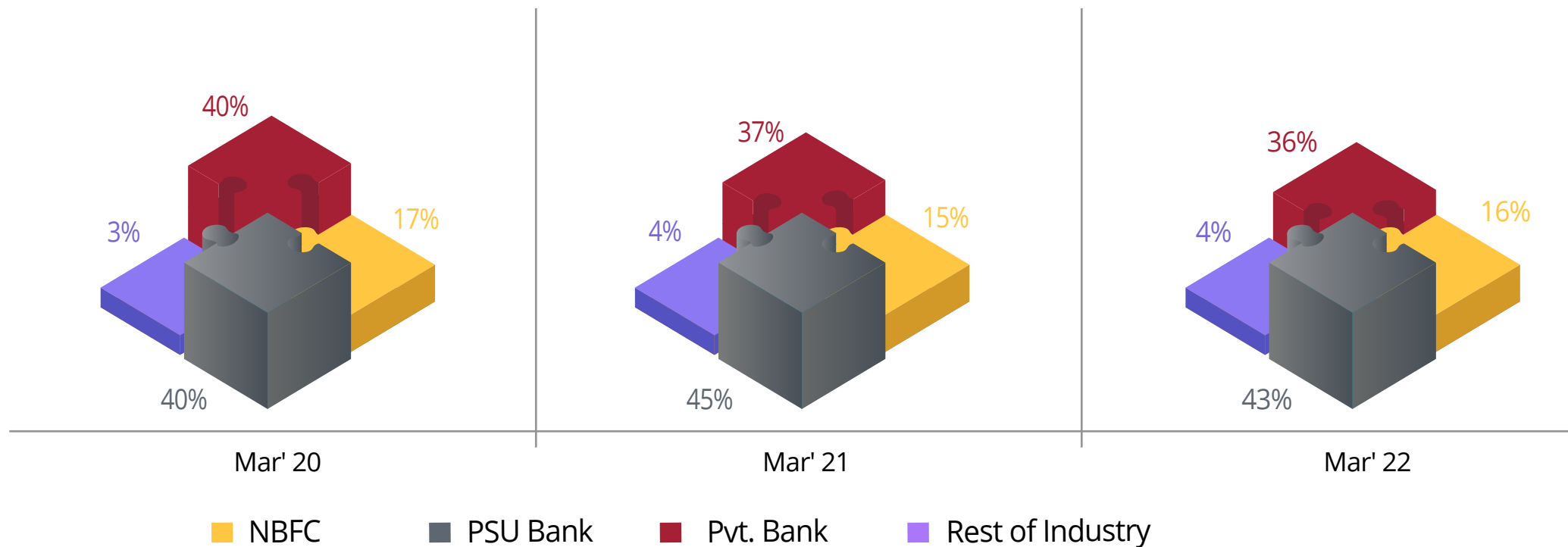
- Retail industry reported 3.5 crore active personal loans as on March 2020, 4 crore active personal loans as on March 2021 and 6 crore active personal loans as on March 2022
- 46% year on year growth was witnessed from March 2022 over March 2021
- Pvt. Banks registered highest year on year growth of 69% from March 2021 to March 2022

Active loans = 0 to 179 DPD + New Accounts + Current Accounts



# Portfolio Outstanding Trends

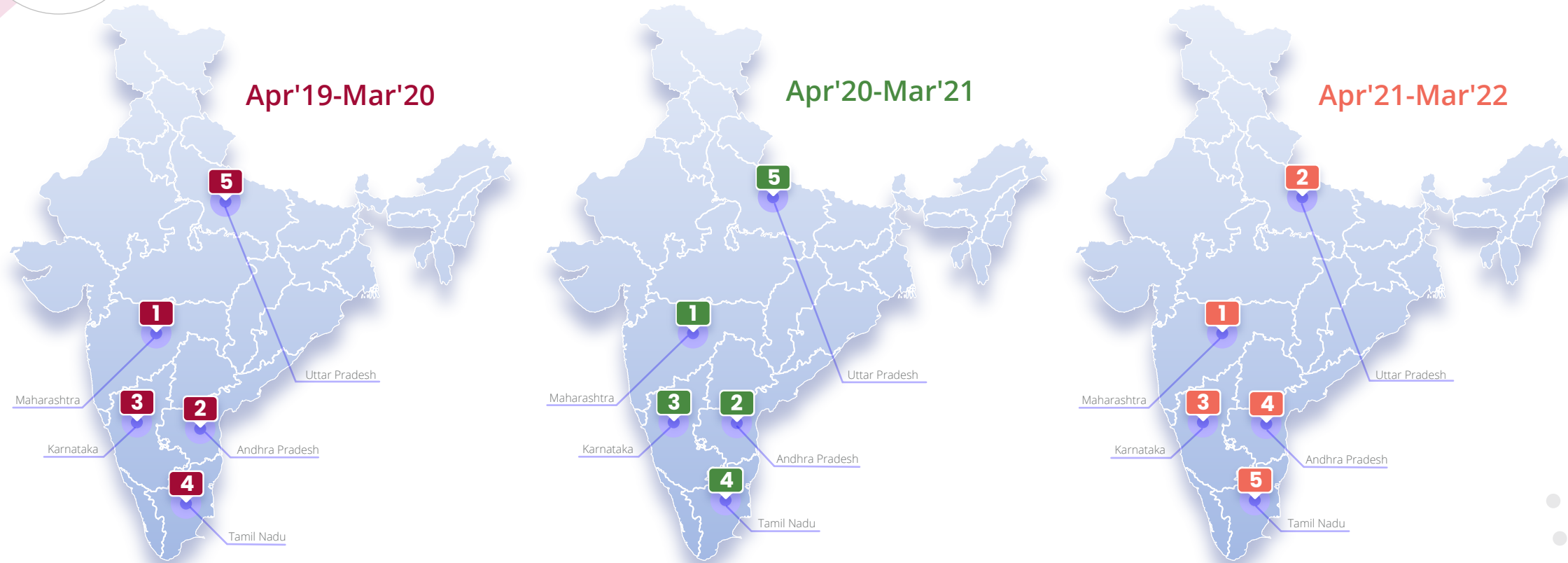
### % Market share (by POS)



- Book size of personal loan was ₹ 5 lakh crore on March 2020, ₹ 6 lakh crore on March 2021 and ₹ 8 lakh crore on March 2022
- NBFCs witnessed 39% growth in March 2022 compared to March 2021
- Public sector banks grew by 37% from March 2020 to March 2021

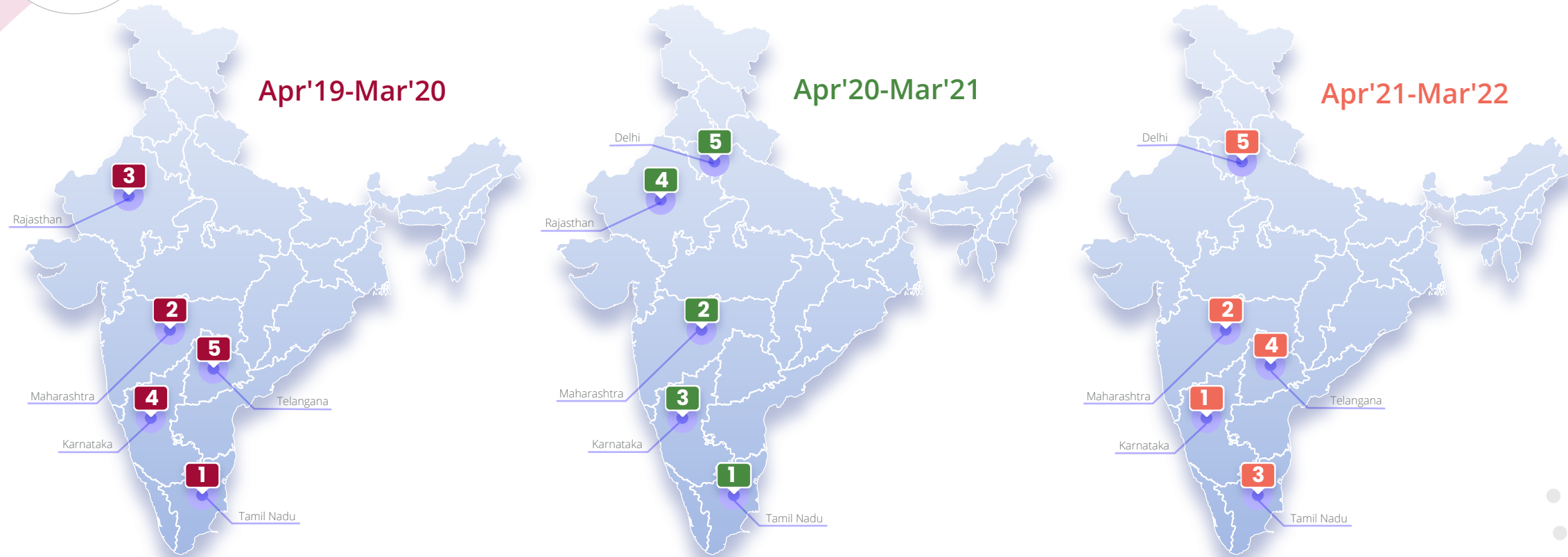
POS = 0 to 179 DPD + New Accounts + Current Accounts

# Top States by Number of Loans



- Maharashtra has managed to be on 1<sup>st</sup> position March 2020, March 2021 and March 2022
- Uttar Pradesh moved to 2<sup>nd</sup> position in April 2021-March 2022 from 5<sup>th</sup> position in April 2019-March 2020 and April 2020-March 2021
- Andhra Pradesh moved to 4<sup>th</sup> position in April 2021-March 2022 from 2<sup>nd</sup> position in April 2019-March 2020 and April 2020-March 2021

# Andromeda's Top States by Number of Loans



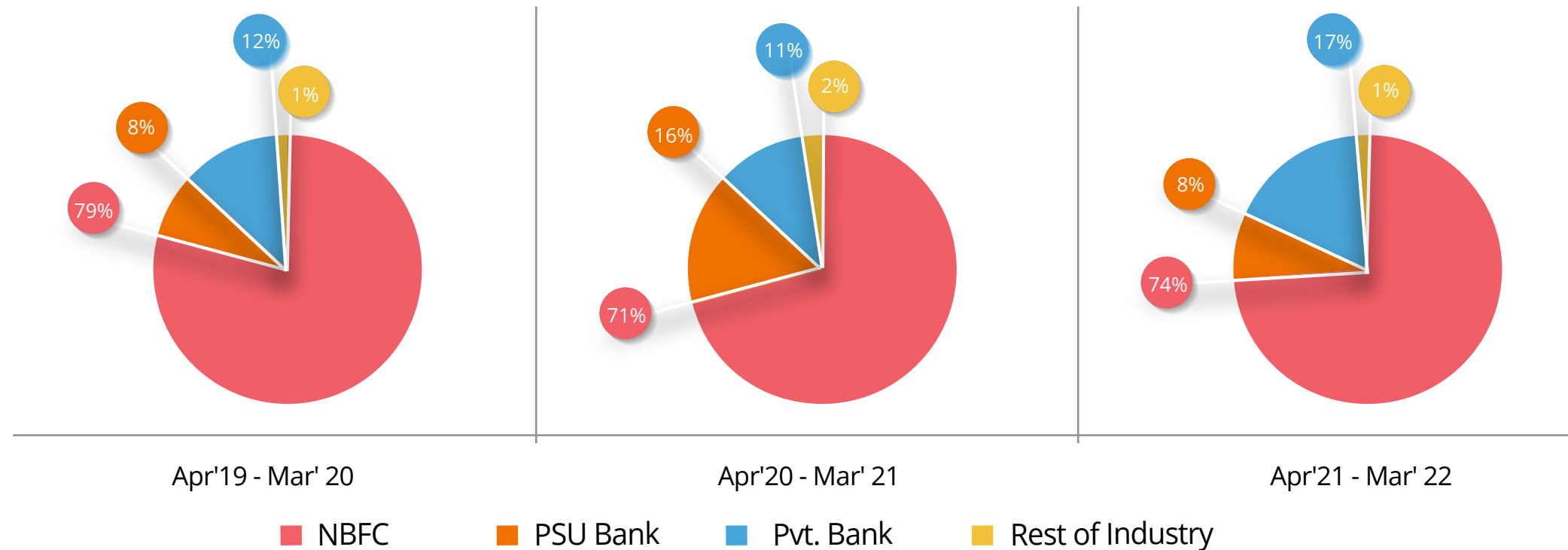
- Karnataka moved to 1st position in April 2021-March 2022 from 3rd position in April 2020-March 2021
- Maharashtra has managed to be on 2nd position in March 2022, March 2021 and March 2022





# Disbursement Trends by Number of Loans

% Market share (by Number of Loans)

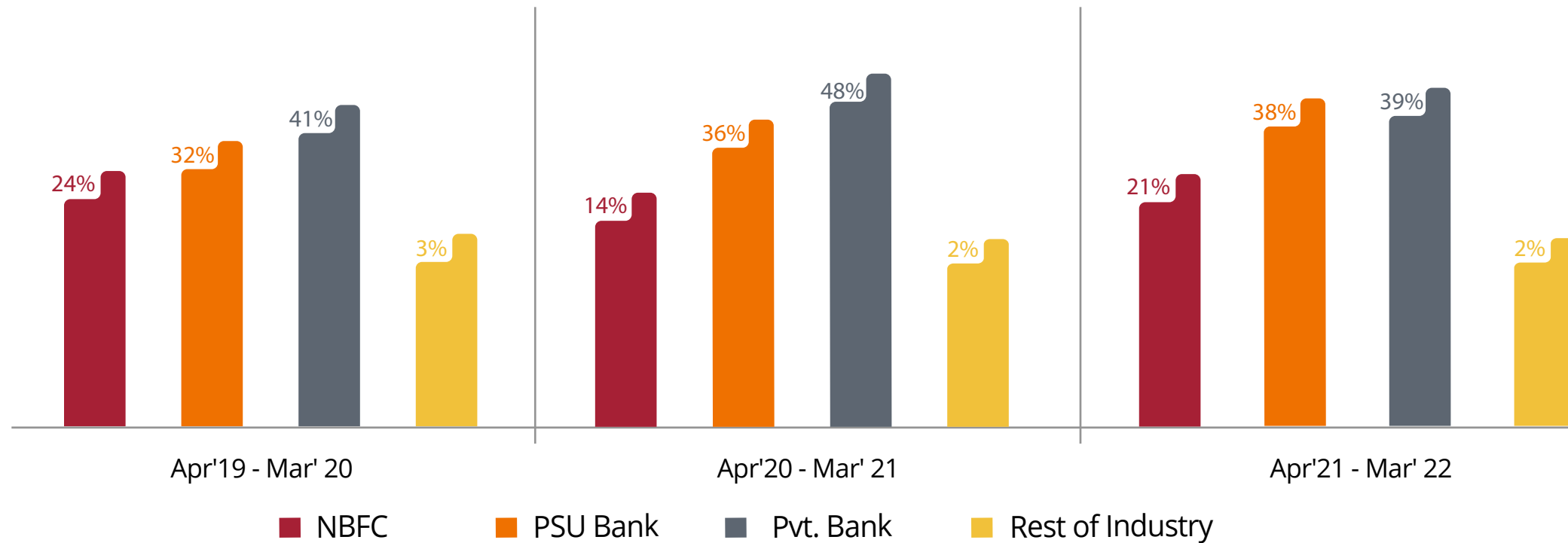


- From April 2019 - March 2020 to April 2021 - March 2022 personal loan disbursal grew by 42%
- Highest number of loans are disbursed by NBFCs followed by Private Banks



# Disbursement Trends by Amount

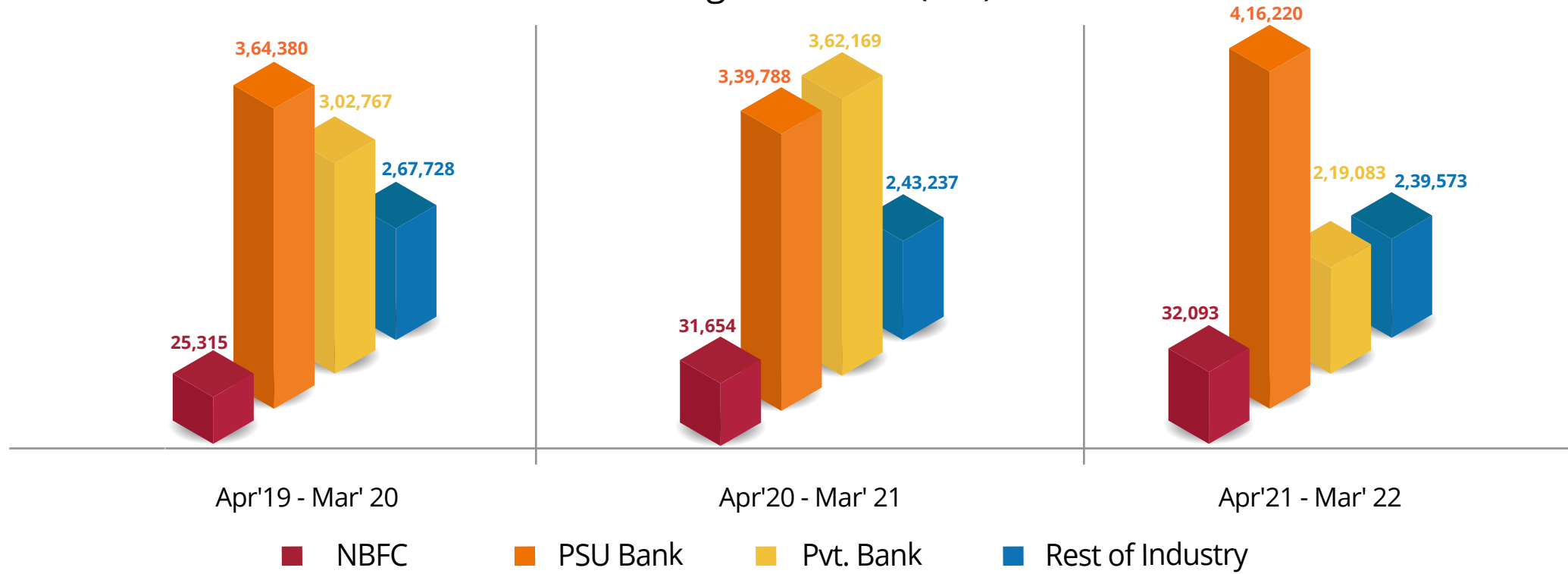
% Market share (by Disbursement Amount)



- From April 2020 - March 2021 to April - March 2022 disbursement grew by 13%
- Highest market share towards disbursement amount is from Private sector banks followed by Public sector banks

# Average Ticket Size Trends

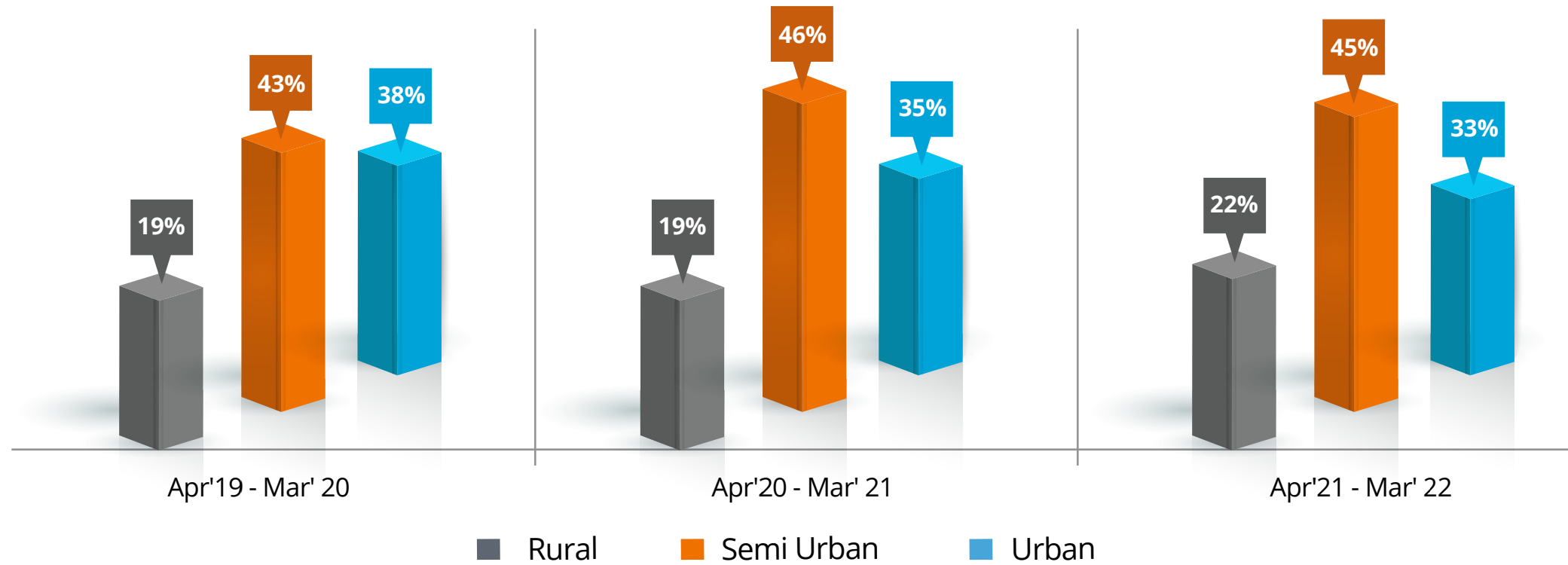
Average ticket size (in ₹)



➤ NBFCs witnessed consistent increase in Average Ticket Size

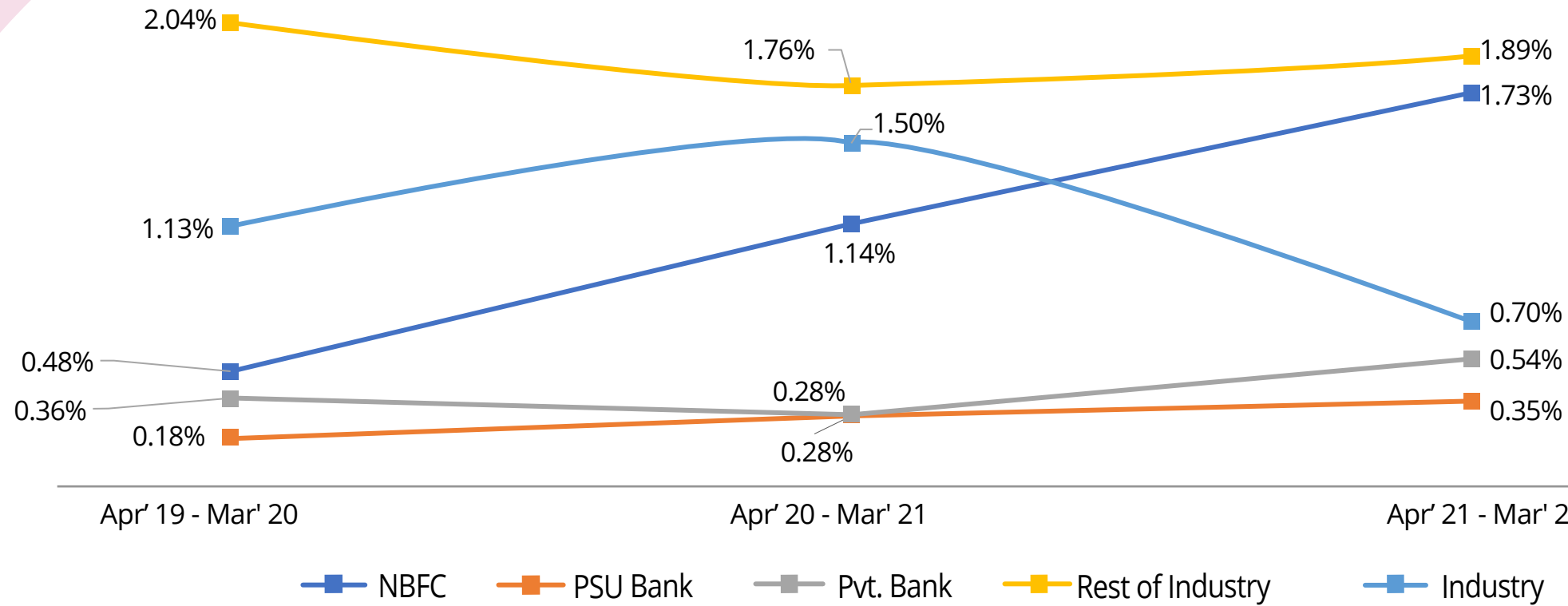
# Geo Trends by Disbursement Amount

% Market Share (by Disbursement Amount)



- PSU Banks have disbursed highest amount in Rural and Semi Urban areas
- Private Banks are leading the Urban area by contributing highest towards disbursed amount

# 90+ Delinquency by Portfolio Outstanding



➤ Private sector banks performance is better than the industry

90+ delinquency = 90-179 DPD/ 0 to 179 DPD + New Accounts + Current Accounts





## About Equifax

At Equifax (NYSE: EFX), we believe knowledge drives progress. As a global data, analytics, and technology company, we play an essential role in the global economy by helping financial institutions, companies, employees, and government agencies make critical decisions with greater confidence. Our unique blend of differentiated data, analytics, and cloud technology drives insights to power decisions to move people forward. Headquartered in Atlanta and supported by more than 11,000 employees worldwide, Equifax operates or has investments in 25 countries in North America, Central and South America, Europe, and the Asia Pacific region. For more information, visit [Equifax.com](https://www.equifax.com).



## About Andromeda

Andromeda was founded in 1991 by Mr. V Swaminathan. Today, Andromeda is one of India's largest loan distributors. With a rich legacy that spans over 30 years, covering 1000+ cities, with over 3000 employees and a strong distributor network of over 10,000 partners, Andromeda is poised to leapfrog into the future by leveraging the power of technology. By integrating our strong understanding of the marketplace with the latest trends and developments in digital technology, we help customers find the financial products best suited to their needs.

### Disclaimer

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