Together to the next level

How India Celebrates

Report on Festive Lending in India

March 2025

Foreword

Welcome to the fourth edition of the How India Celebrates Report. This report provides an in-depth analysis of trends and insights into festive season lending in India across major consumer lending products: Auto Loans (AL), Two-Wheeler Loans (TW), Personal Loans (PL), Consumer Durable Loans (CD), and Home Loans (HL).

In India, festivals have long been synonymous with celebrations and the purchase of valuable assets. Demand is typically bolstered by attractive offers from real estate developers, vehicle dealers, and merchant establishments, while simplified processing, preferential interest rates, and digital innovations by lenders further stimulate credit demand.

This year we noted retail credit moderating across many loan types, PSU banks gaining larger originations value share in auto and home loan, BT 100* cities leading in TW, PL, CD, and AL and lenders adopting a cautious skewing toward low risk borrowers across many products.

This report offers insights into lending activity during the third quarter of every financial year and includes a comparative analysis of third-quarter lending relative to the rest of the year. We hope you find this report valuable and look forward to your feedback.

SACHIN SETH
Chairman, CRIF High Mark
Regional Managing Director - CRIF India and South Asia

*According to CRIF, Top 8, Top 9-50, Top 51-100 and Beyond Top 100 (BT100) cities are identified as cities with the highest consumer loans portfolio

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CONSUMER LENDING PRODUCTS

Auto Loans, Two-Wheeler Loans, Personal Loans, Consumer Durable Loans and Home Loans are considered for analysis on festive season lending. Festive season is defined as third quarter of the financial year (Oct-Nov-Dec for this report).

Overview

Origination values across **key segments softened**, with **home loans** achieving marginal growth of **0.1% YoY,** while **two-wheeler and auto loans** recorded **slower growth**. **Personal loans** and **consumer durables loans** faced YoY **declines** of 6.7% and 1.9%, respectively. Origination **volume** growth also **slowed** across product types, with home loans volume contracting significantly by 7% YoY during the festive season.

Geographical insights (among Top 10 states and Top 10 cities by origination s value)

Most **states** (among Top 10) reported **softening** in originations value, except for Madhya Pradesh (+8.9%), Uttar Pradesh (+4.9%), and Rajasthan (+4.6%). **Telangana recorded the steepest decline** (-10.0% YoY), followed by Karnataka (-8.0% YoY).

Most **states** also **experienced a reduction in the share of unsecured loans** in their overall origination value, except for Karnataka during Q3 FY25. **Andhra Pradesh** had the highest proportion of **unsecured loans at 43.1%**, among other Top 10 states (in Q3 FY25).

At the city level, **Delhi NCR continued to lead** in origination value, while **Chennai** had the highest share of **unsecured loans at 36.7%** (among other Top 10 cities). **Bengaluru** experienced a notable **decline** in **home loans**, dropping by 16.8% YoY.

During the festive season, **BT100*** cities played a **pivotal role** in originations (value) for two-wheeler loans, personal loans, consumer durable loans, and auto loans.

Lender performance and risk profile:

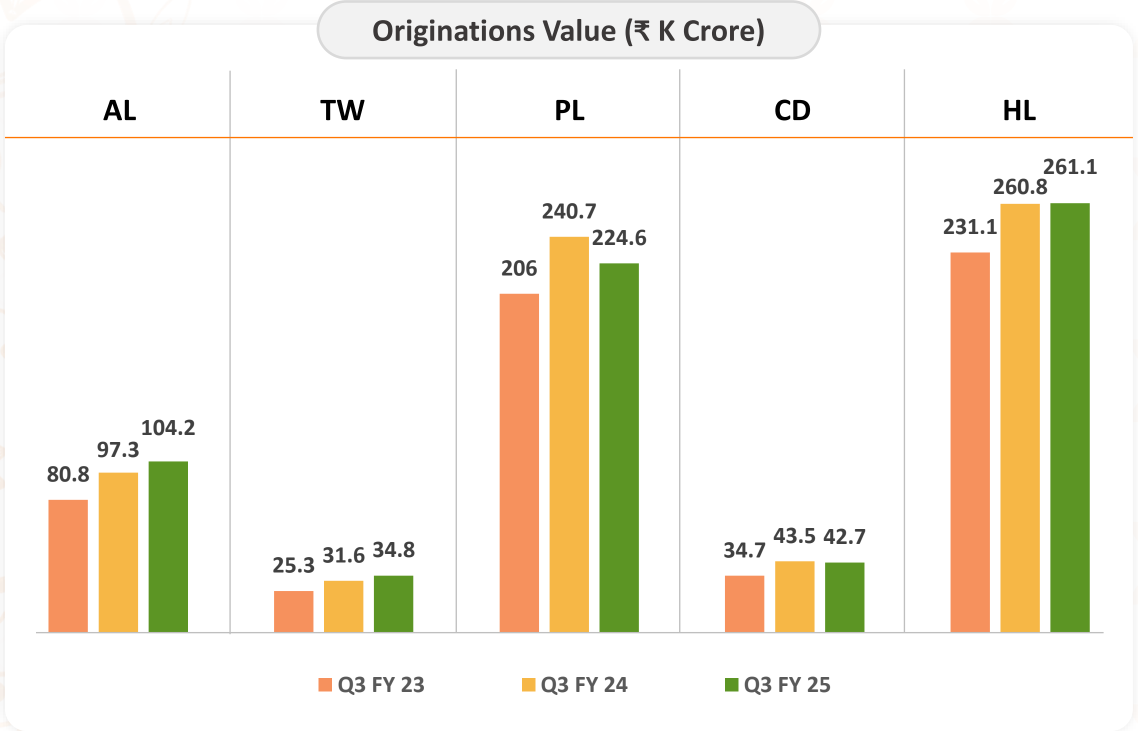
Private sector banks **slowed their originations (value and volume)** across multiple products, while **public sector banks dominated in auto and home loans value**. NBFCs led in originations volume for two-wheeler, personal, and consumer durable loans during the festive season.

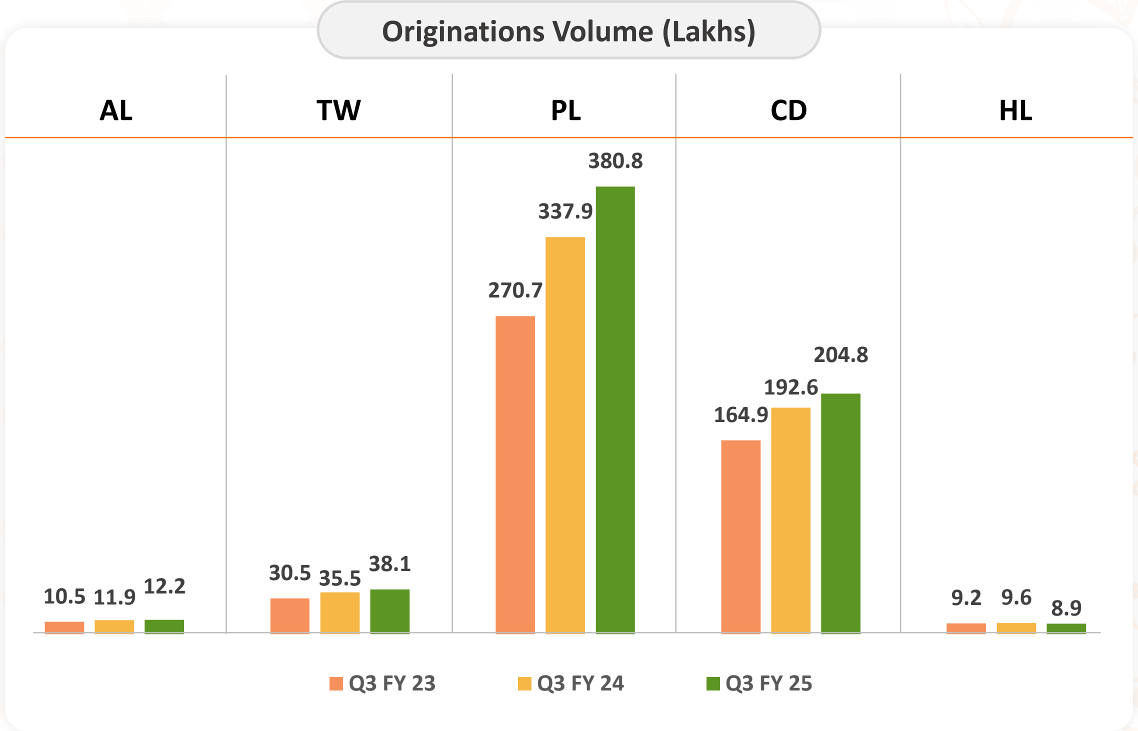
Lenders adopted a **more conservative risk approach**, favoring low- and very low-risk borrowers, while reducing exposure to very high-risk borrowers.

Additionally, the **share of originations value for New-to-Credit (NTC) customers declined** across consumer durables, two-wheelers, and personal loans, reflecting a **careful lending strategy.**

*According to CRIF, Top 8, Top 9-50, Top 51-100 and Beyond Top 100 (BT100) cities are identified as cities with the highest consumer loans portfolio

Originations growth weakened across products (value and volume) during the festive season





TRENDS - YoY growth in loan originations (value) weakened across major categories in Q3 FY25. Home loans showed marginal growth of 0.1% YoY (value), with volume dropping by 7.0% YoY. Auto and two-wheeler loans witnessed slower growth in both value and volume compared to prior years. Personal loans and consumer durables contracted sharply in value by 6.7% and 1.9%, respectively, with reduced volume growth during the festive season - indicating a degrowth in average ticket sizes.

FACTORS - Key contributors include the lack of softened interest rates, increase in risk weights on unsecured loans, and broader macroeconomic challenges. Additionally, the RBI's Financial Stability Report (Dec'24) highlighted **rising household debt**, with super-prime borrowers utilizing loans for asset creation and sub-prime borrowers increasingly relying on credit for consumption.*

*Source: RBI Financial Stability Report

State wise, the share of unsecured loans in overall originations declined across top states, except Karnataka.

Top 10 States – Originations value by Product (₹ Crore)

Top 10 States	Auto Loans		Two-Wheeler Loans		Personal Loans		Consumer Durable Loans		Home Loans		Total		% of Unsecured Loans in the overall originations	
	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25
Maharashtra (-)	11,844	12,909 ↑	3,529	4,078 ↑	28,942	26,721 ↓	6,172	6,106 ↓	56,935	57,518 ~	1,07,422	1,07,332	26.9%	24.9%
Karnataka (-)	7,625	7,460 ↓	1,936	1,929 ~	22,008	21,363 ↓	3,304	3,198 ↓	30,711	26,413 ↓	65,584	60,363 ↓	33.6%	35.4%
Uttar Pradesh (-)	9,431	10,779 ↑	4,044	4,784 ↑	21,724	21,134 ↓	3,963	3,987 ~	16,467	17,661 ↑	55,629	58,345 ↑	39.1%	36.2%
Tamil Nadu (-)	6,552	6,690 ↑	2,121	2,076 ↓	21,292	20,742 ↓	3,419	3,327 ↓	18,940	20,316 ↑	52,324	53,150 ~	40.7%	39.0%
Telangana (-)	5,290	5,296 ~	1,189	1,244 ↑	17,043	14,871 ↓	2,626	2,422 ↓	21,699	19,208 ↓	47,847	43,041 ↓	35.6%	34.6%
Gujarat (-)	8,315	9,035 ↑	1,927	2,243 ↑	9,463	8,463 ↓	2,769	2,490 ↓	19,297	19,118 ~	41,771	41,348 ~	22.7%	20.5%
Rajasthan (+1) ↑	5,588	6,520 ↑	2,012	2,220 ↑	12,508	11,538 ↓	1,938	1,981 ↑	11,050	12,368 ↑	33,096	34,627 ↑	37.8%	33.3%
Andhra Pradesh (-1) ↓	2,985	2,888 ↓	1,156	1157 ~	14,870	13,273 ↓	2,292	2,126 ↓	11,944	11,378 ↓	33,247	30,822 ↓	44.7%	43.1%
Delhi	5,371	5,610 ↑	697	811 ↑	8,975	7,947 ↓	1,625	1,435 ↓	14,578	14,783 ~	31,246	30,586 ↓	28.7%	26.0%
Madhya Pradesh (+1) ↑	4,134	4,703 ↑	2,235	2,636 ↑	8,840	8,916 ~	1,601	1,686 ↑	8,495	9,619 ↑	25,305	27,560 ↑	34.9%	32.4%
Pan India	**97,330**	**104,243**	**31,582**	**34,772**	**240,660**	**224,591**	**43,503**	**42,674**	**260,845**	**261,133**	**673,921**	**667,413**	**35.7%**	**33.6%**

Top 10 states represented 73% of origination value in Q3 FY25. ~ Reflects a YoY change of about 1% or less.

TRENDS - Most states saw a decline or stagnation in origination values compared to the previous year, except for Madhya Pradesh (+8.9% YoY), Uttar Pradesh (+4.9% YoY), and Rajasthan (+4.6% YoY). Telangana recorded the steepest decline (-10% YoY), driven by significant reductions in personal loans, consumer durable and home loans, followed by Karnataka, which faced substantial declines across lending products, especially home loans (-14.0% YoY).

UNSECURED SHARE - Karnataka saw an increase in unsecured loan share, rising from 33.6% in Q3 FY24 to 35.4% in Q3 FY25. Andhra Pradesh had the highest proportion of unsecured loans in its total origination portfolio (43.1% in Q3 FY25), while Gujarat reported the lowest (20.5% in Q3 FY25).

City wise, the share of unsecured loans in overall originations declined across top cities, except Bengaluru

Top 10 Cities – Originations by Product (₹ Crore)

Top 10 Cities	Auto Loans		Two-Wheeler Loans		Personal Loans		Consumer Durable Loans		Home Loans		Total		Share of Personal Loans (%) in the overall originations	
	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25	Q3 FY24	Q3 FY25
Delhi NCR(-)	11,830	13,184 ↑	2,025	2,312 ↑	19,919	18,307 ↓	3,392	3,046 ↓	30,369	31,112 ↑	**67,535**	**67,961** ~	29.5%	26.9%
Mumbai MR(-)	4,295	4,638 ↑	947	1,010 ↑	11,175	10,304 ↓	2,380	2,208 ↓	31,123	30,132 ↓	**49,920**	**48,292** ↓	22.4%	21.3%
Bengaluru(-)	4,349	4,078 ↓	650	659 ~	12,485	12,005 ↓	1,440	1,294 ↓	23,306	19,390 ↓	**42,230**	**37,426** ↓	29.6%	32.1%
Hyderabad(-)	3,815	3,806 ~	693	714 ↑	11,211	9,960 ↓	1,742	1,512 ↓	17,083	14,980 ↓	**34,544**	**30,972** ↓	32.5%	32.2%
Pune(-)	3,060	3,175 ↑	584	654 ↑	6,170	5,961 ↓	1,056	999 ↓	13,196	13,939 ↑	**24,066**	**24,728** ↑	25.6%	24.1%
Chennai(-)	2,372	2,383 ~	470	462 ~	7,483	7,497 ~	1,039	953 ↓	8,526	9,154 ↑	**19,890**	**20,449** ↑	37.6%	36.7%
Kolkata(-)	1,341	1,391 ↑	709	805 ↑	5,363	4,979 ↓	1,417	1,433 ~	5,207	5,342 ↑	**14,037**	**13,950** ~	38.2%	35.7%
Ahmadabad(-)	2,003	2,178 ↑	305	354 ↑	2,090	1,918 ↓	574	479 ↓	5,815	6,104 ↑	**10,787**	**11,033** ↑	19.4%	17.4%
Jaipur(-)	1,434	1,649 ↑	286	322 ↑	2,308	2,076 ↓	346	320 ↓	3,523	4,020 ↑	**7,897**	**8,387** ↑	29.2%	24.8%
Surat(-)	1,104	1,205 ↑	242	281 ↑	1,563	1,215 ↓	487	404 ↓	3,530	3,238 ↓	**6,926**	**6,343** ↓	22.6%	19.2%
Pan India	**97,330**	**104,243**	**31,582**	**34,772**	**240,660**	**224,591**	**43,503**	**42,674**	**260,845**	**261,133**	**673,921**	**667,413**	**35.7%**	**33.6%**

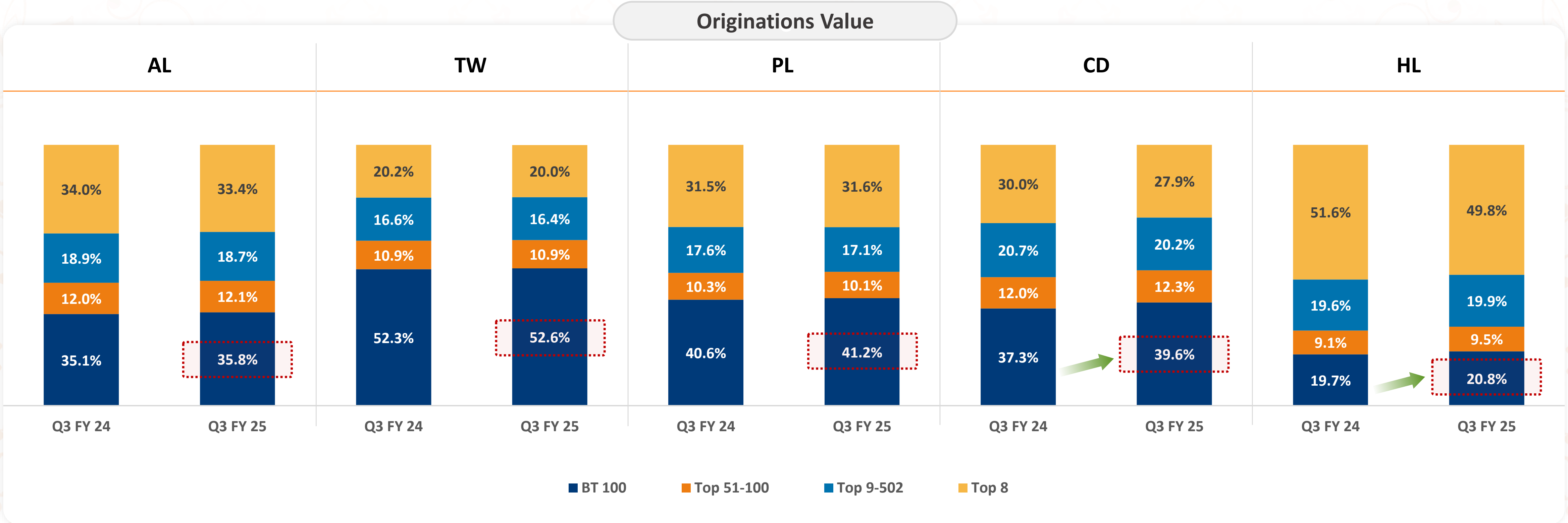
Top 10 states represented 73% of origination value in Q3 FY25. ~Reflects a YoY change of about 1% or less.

DELHI NCR - Delhi NCR constantly leads in overall loan originations (value). Auto loan originations grew across several cities, with Delhi NCR witnessing one of the largest YoY increases (11.4% YoY), although Jaipur grew at about 14.6% YoY from a smaller base.

UNSECURED SHARE - Chennai holds the highest share of personal loans in its overall originations, at 37.6% in Q3 FY24 and 36.7% in Q3 FY25 while Bengaluru saw a notable increase in the share of personal loans, rising from 29.6% in Q3 FY24 to 32.1% in Q3 FY25.

HL - Home loan originations (value) dropped significantly in Bengaluru (-16.8% YoY) followed by Hyderabad (-12.3% YoY).

BT100 Cities growing dominance in TW, PL, CD and AL



Degrowth

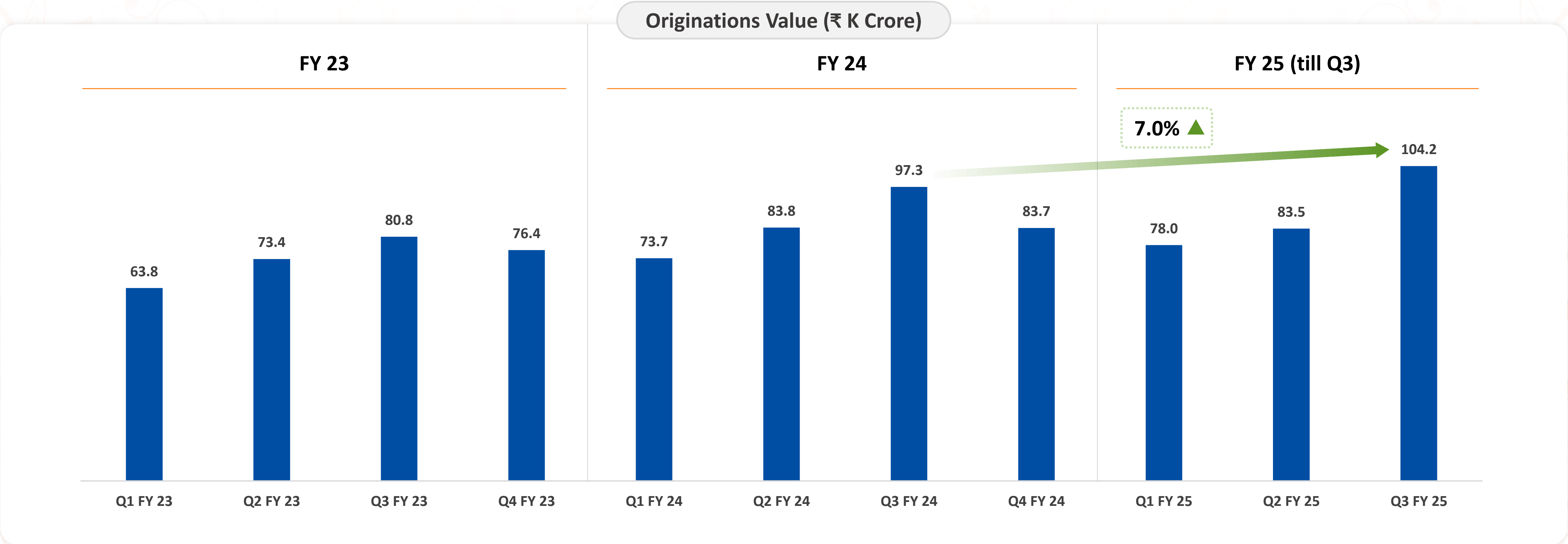
BT100 CITIES DOMINANCE - BT100 cities led origination values for two-wheeler (TW), personal loans (PL), consumer durables (CD), and auto loans (AL) during the festive season in Q3 FY25, driven by improved financial access and increased spending in deeper markets.

TOP 8 CITIES - The top 8 cities remained dominant in origination values for housing loans, primarily due to higher property prices. However, their share in housing loan originations value saw a slight decline in Q3 FY25.

Auto Loan

Auto loan growth slows to 7% YoY in Q3 FY25

Auto Loans



FESTIVE PATTERNS - Q3 consistently records the highest auto loan origination values across fiscal years, driven by festive season demand.

GROWTH SLOWDOWN - In 2024, subdued rural demand ahead of the festive season prompted banks and financial institutions to offer attractive terms and benefits. Despite these measures, YoY auto loan growth slowed to 7.0% in Q3 FY25 (down from 20.5% in Q3 FY24), reflecting weaker consumer spending. Additionally, FADA* highlighted post-festive inventory build-up, delayed harvest payments, and weak consumer sentiment as key factors dampening demand in December.

*FADA: Federation of Automobile Dealers Associations

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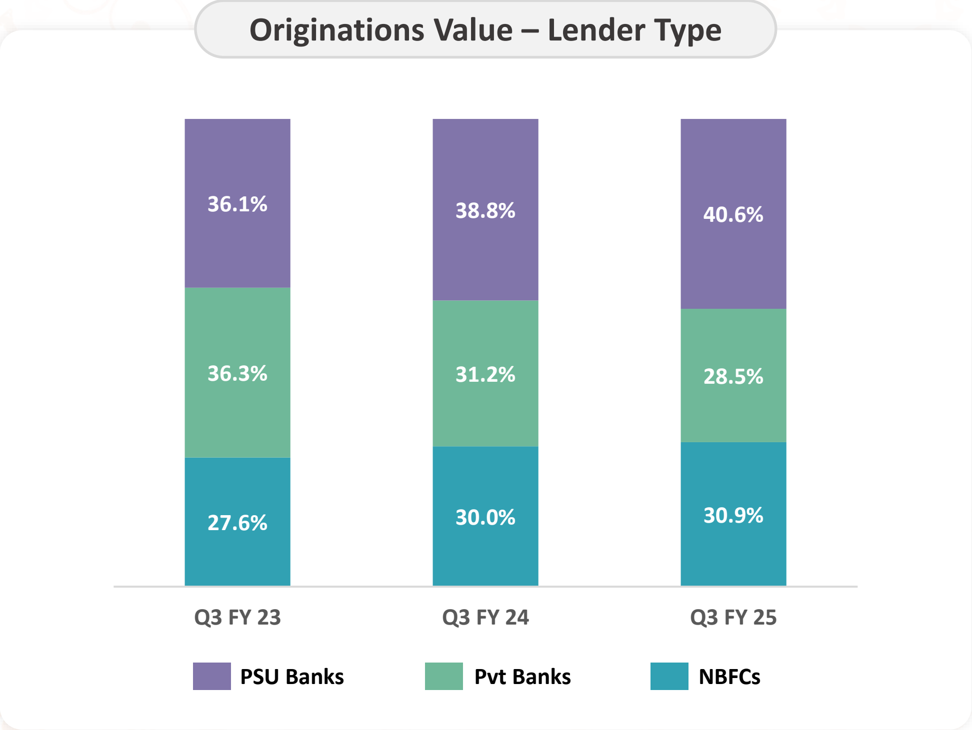
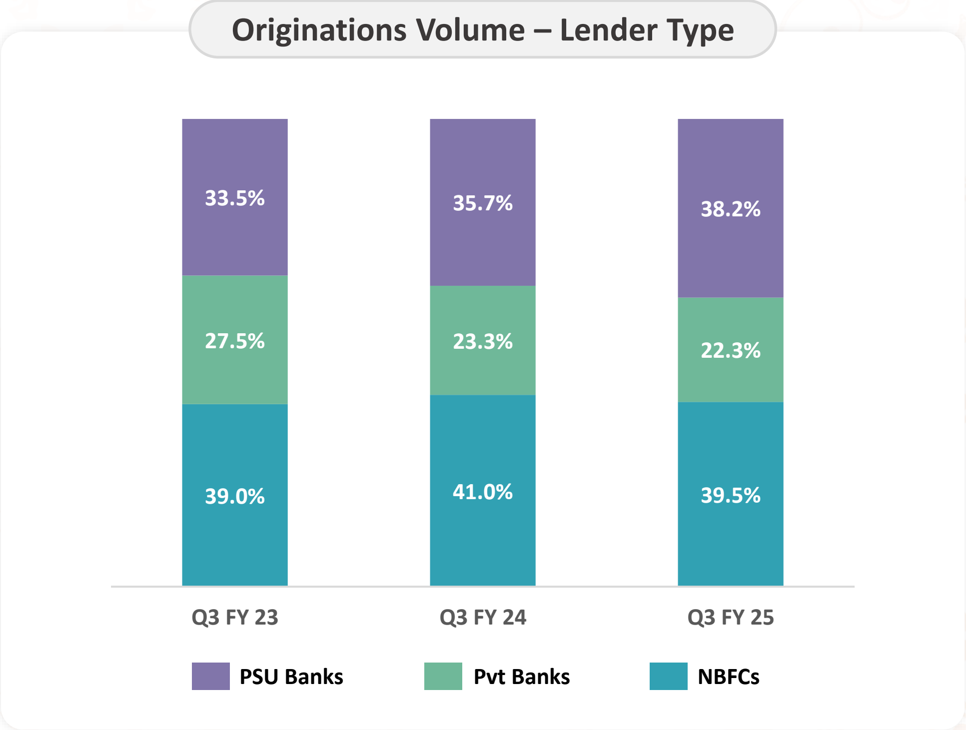
Pvt banks loses market share to PSU bank and NBFC

Auto Loans





Competitive shifts in lender type

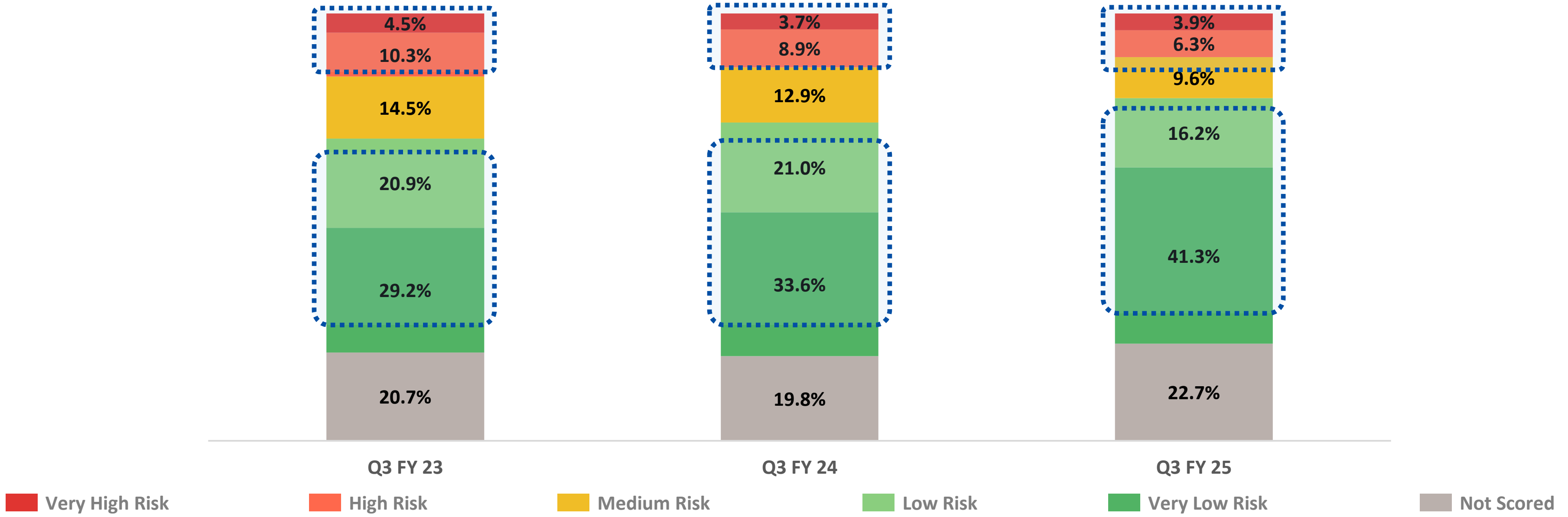
Amid possible supply-side constraints impacting originations, PSU banks and NBFCs continued to gain origination value share, while private banks experienced a significant slowdown. Private banks' auto loan originations value share fell from 36.3% in Q3 FY23 to 28.5% in Q3 FY25, with volume share dropping from 27.5% to 22.3%, while PSU banks' value share rose from 36.1% to 40.6%, surpassing NBFCs.

Lender Type 'Others' excluded from this analysis

Originations value to Very low-risk customers surged from 29.2% in Q3 FY23 to 41.3% in Q3 FY25.

Auto Loans

Borrower risk distribution based on CRIF Credit Scores*



* Originations value considered. CRIF Credit Score, ranging from 300 to 900, predicts the possibility of customer defaulting. Score bands: Very High Risk (300–399), High Risk (400–577), Medium Risk (578–644), Low Risk (645–693), Very Low Risk (694–900), and Not Scored

Highlights

Auto loan originations show a clear shift towards lower-risk borrowers from Q3 FY23 to Q3 FY25.

Loans to low-risk borrowers increased overall, while those to high-risk borrowers declined, reflecting more cautious lending.

New-to-Credit customers rose slightly from 20.7% to 22.7% during this period (Q3 FY23 to Q3 FY25).

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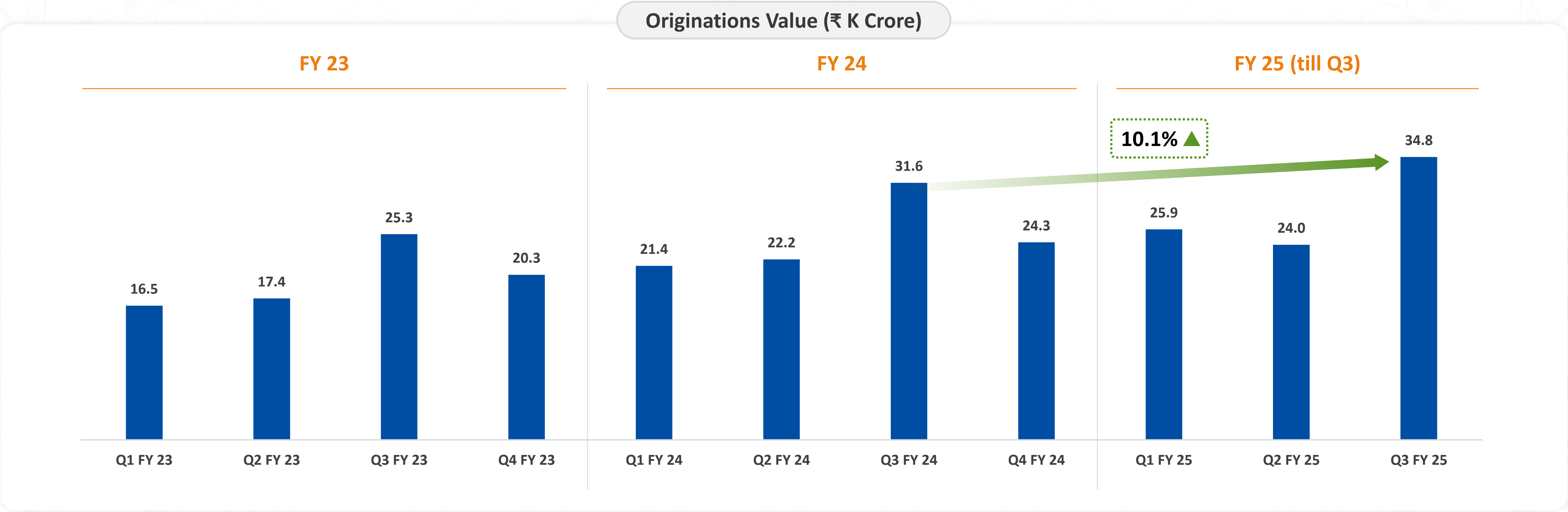
Two-wheeler Loan

Originations value growth slows down in Q3 FY25

Two-Wheeler Loans



Seasonal and steady demand

Like auto loans, two-wheeler loans see demand spikes during the festive season, with Q3 recording the highest origination values in each fiscal year.

While Q3 marks peak activity, demand across other quarters (Q1, Q2, Q4) remains relatively subdued. However, there has been a gradual rise in values across these quarters (except FY25), driven by a growing working population and easy financing options.

The average ticket size grew by 2.6%, rising from ₹89K in Q3 FY24 to ₹91K in Q3 FY25 — lower than the 7.3% YoY growth observed in Q3 FY24 compared to the previous year.

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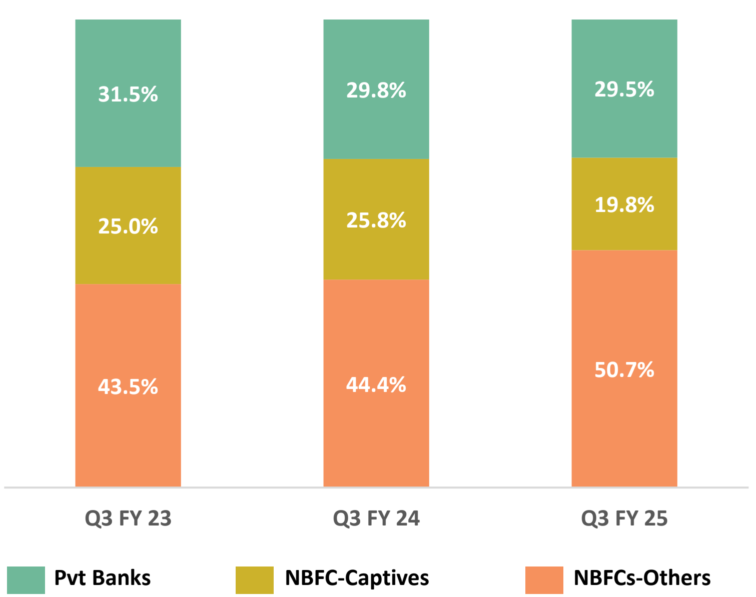
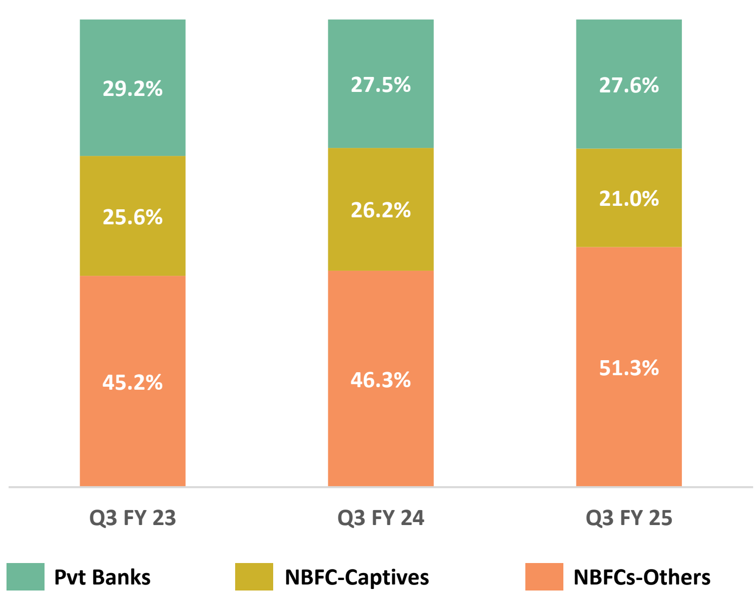
NBFC – Others dominate Market Share during Festive Season

Two-Wheeler Loans

Originations Value – Lender Type



Originations Volume – Lender Type



Leading players: NBFCs-Others steadily increased their market share during the festive season, with origination value rising from 43.5% in Q3 FY23 to 50.7% in Q3 FY25, and volume growing from 45.2% to 51.3%. This growth could be attributed to their focus on NTC customers, supported by customized solutions such as flexible loan terms and repayment options.

Other lenders: NBFC-Captives' market share dropped, with origination value falling from 25.0% to 19.8% and volume from 25.6% to 21.0% between Q3 FY23 and Q3 FY25. Private Banks remained stable with 29.5% (value) and 27.6% (volume) in Q3 FY25.

Lender Type 'Public Sec Banks' and 'Others' excluded from this analysis

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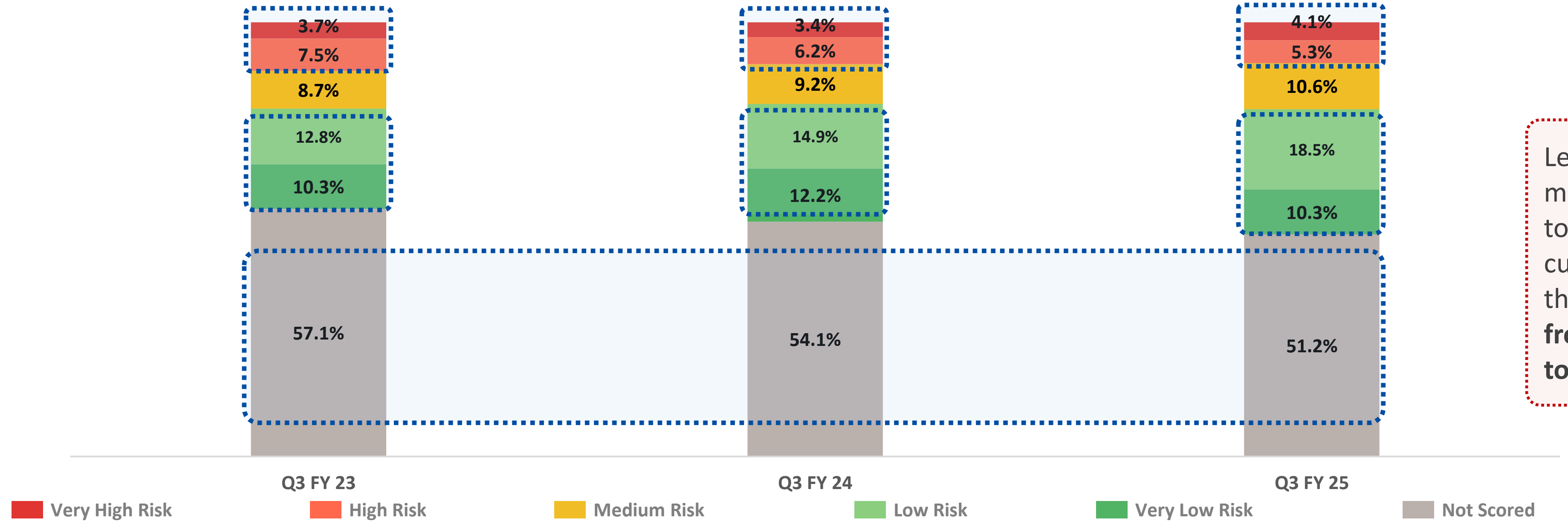
Reduction in originations to NTC borrowers

Two-Wheeler Loans

Borrower risk distribution based on CRIF Credit Scores*



Lenders adopted a more cautious approach towards **New-to-Credit** customers, reflected in their share **declining from 57.1% in Q3 FY23 to 51.2% in Q3 FY25.**

* Originations value considered. CRIF Credit Score, ranging from 300 to 900, predicts the possibility of customer defaulting. Score bands: Very High Risk (300–399), High Risk (400–577), Medium Risk (578–644), Low Risk (645–693), Very Low Risk (694–900), and Not Scored

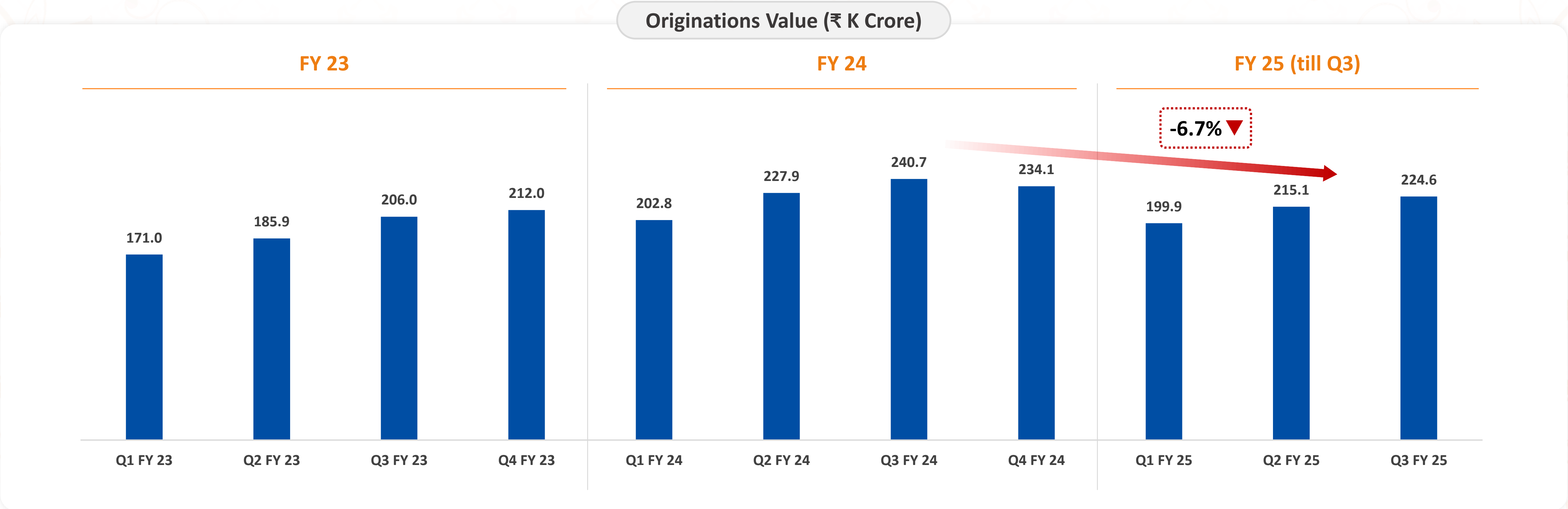
Highlights

The low-risk categories (overall) have shown a notable increase, growing from 23.1% in Q3 FY23 to 28.8% in Q3 FY25, reflecting a shift towards safer lending practices. Concurrently, a positive trend is evident in the reduction of high and very high-risk loans (overall), which decreased from 11.2% in Q3 FY23 to 9.4% in Q3 FY25, highlighting improving risk assessment and cautious lending decisions.

Personal Loan

Origination values declined by -6.7% YoY in Q3 FY25

Personal Loans



Degrowth

Personal loan origination values almost showed consistent growth up to Q3 FY24 but saw a steep decline in Q1 FY25. While some recovery has occurred since then, the market has yet to fully rebound. Q3 FY25 recorded a -6.7% YoY decline, and the average ticket size decreased by 17% YoY, from ₹71.2K in Q3 FY24 to ₹59K in Q3 FY25.

The decline in personal loans appears to be linked to the RBI's increase in risk weights for consumer credit. Additionally, a heightened risk perception in these segments and rising delinquencies in unsecured loans may have contributed to the trend.

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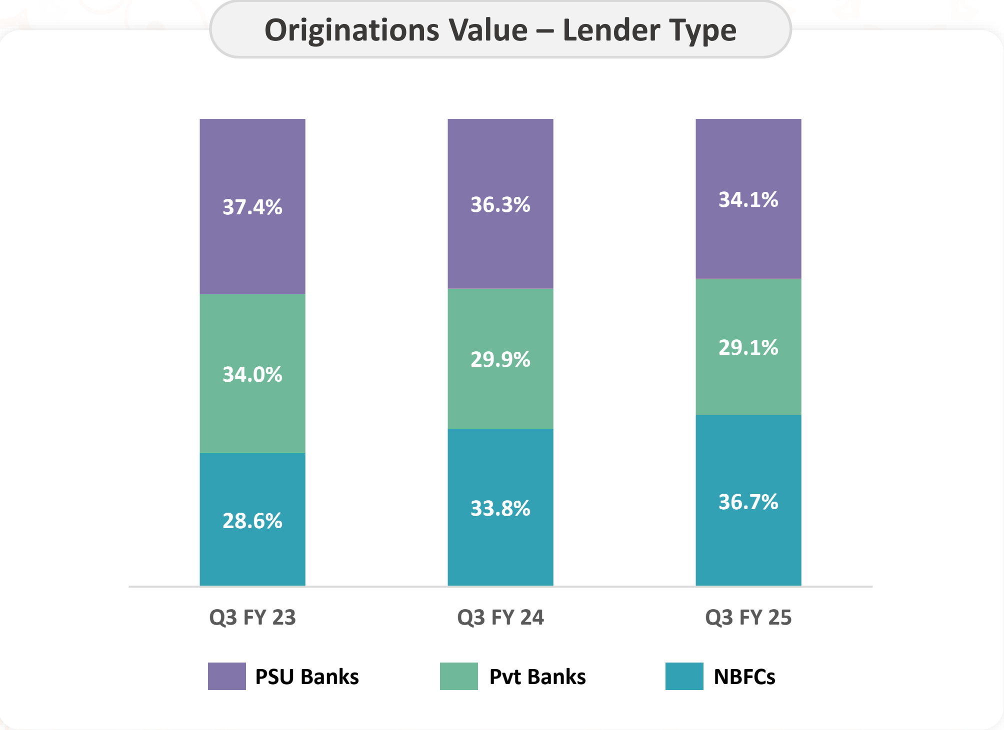
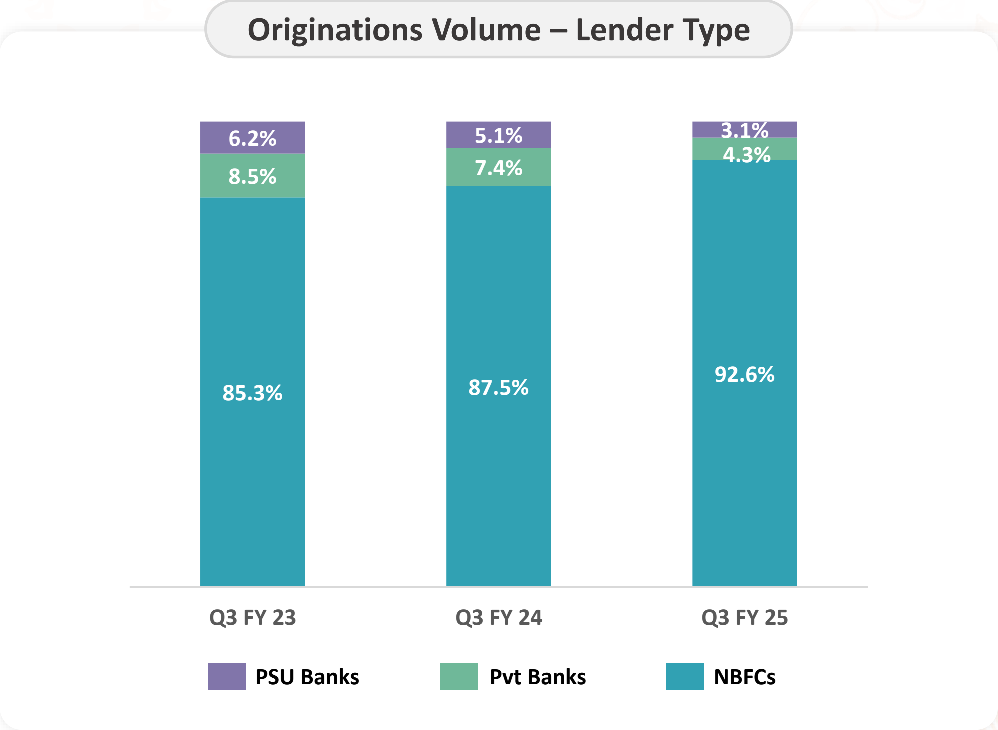
Growing market share of NBFCs in PL Originations

Personal Loans





NBFCs growth in personal loans

NBFCs have significantly increased their market share in personal loans, with originations value rising from 28.6% in Q3 FY23 to 36.7% in Q3 FY25, and volume from 85.3% to 92.6%, despite an overall decline in PL origination values.

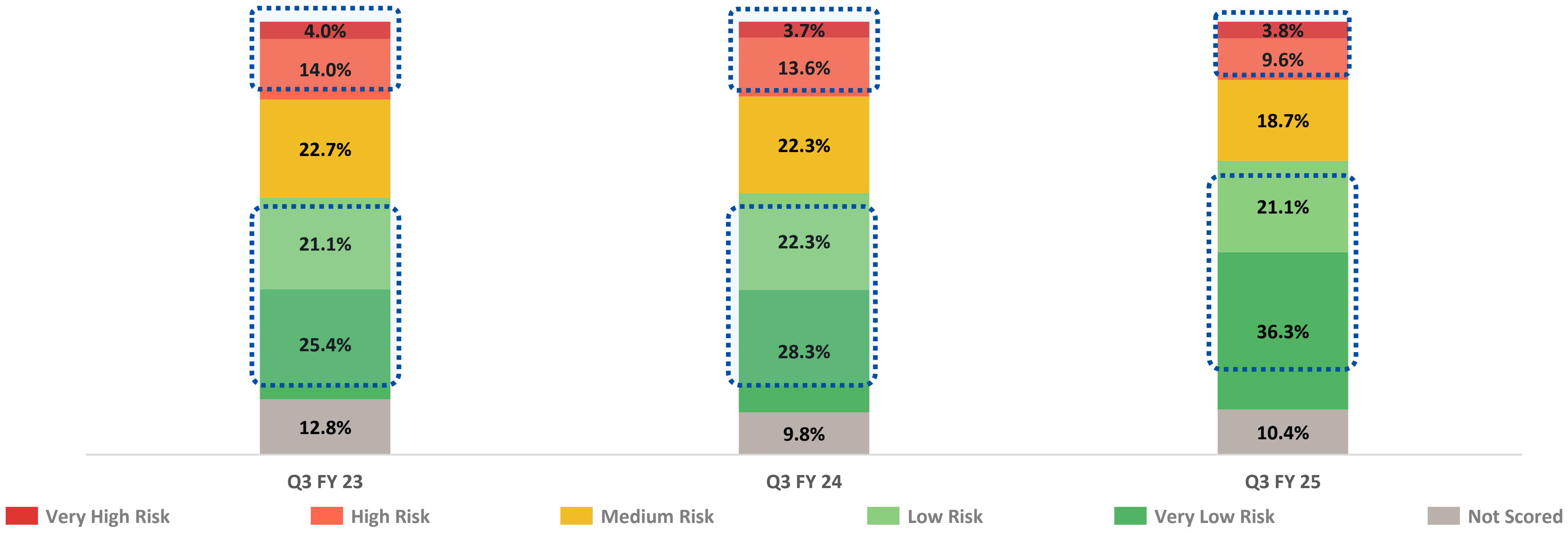
As traditional banks adopt a cautious stance following RBI advisories on unsecured loans, NBFCs—especially fintech lenders—seem to be gaining traction even amid slower sector growth.

Lender Type 'Foreign Banks' and 'Others' excluded from this analysis

Broadening focus on Very Low Risk borrowers.

Personal Loans

Borrower risk distribution based on CRIF Credit Scores*



* Originations value considered. CRIF Credit Score, ranging from 300 to 900, predicts the possibility of customer defaulting. Score bands: Very High Risk (300–399), High Risk (400–577), Medium Risk (578–644), Low Risk (645–693), Very Low Risk (694–900), and Not Scored

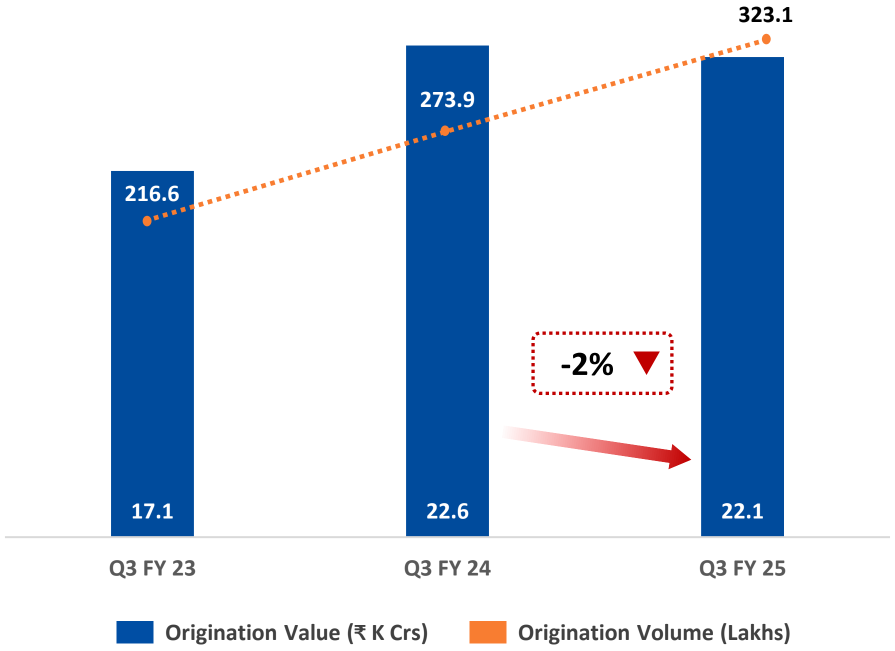
Highlights

There has been an increase in personal loan originations to Very Low and Low Risk borrowers, rising from 46.5% in Q3 FY23 to 57.4% in Q3 FY25. At the same time, the share of Very High Risk and High Risk borrowers declined from 18.0% in Q3 FY23 to 13.4% in Q3 FY25, suggesting a cautious approach by lenders, focusing on secure credit profiles and reducing exposure to higher-risk segments.

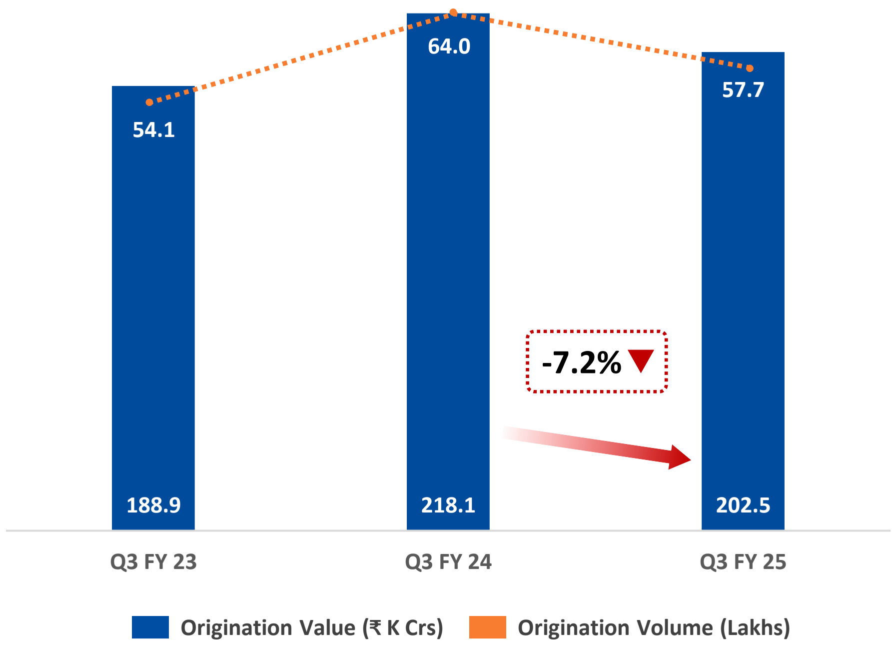
Small-ticket loans (<₹50K) continue to grow in volume

Personal Loans

PL Originations – Ticket Size <₹50K



PL Originations – Ticket Size >₹50K



Increased disbursement of <₹50K Loans during the festive season:
For personal loans with ticket sizes below ₹50K, origination volume has steadily risen YoY, growing from ₹216.6K Cr in Q3 FY23 to ₹323.1K Cr in Q3 FY25, indicating a preference for small-ticket loans.

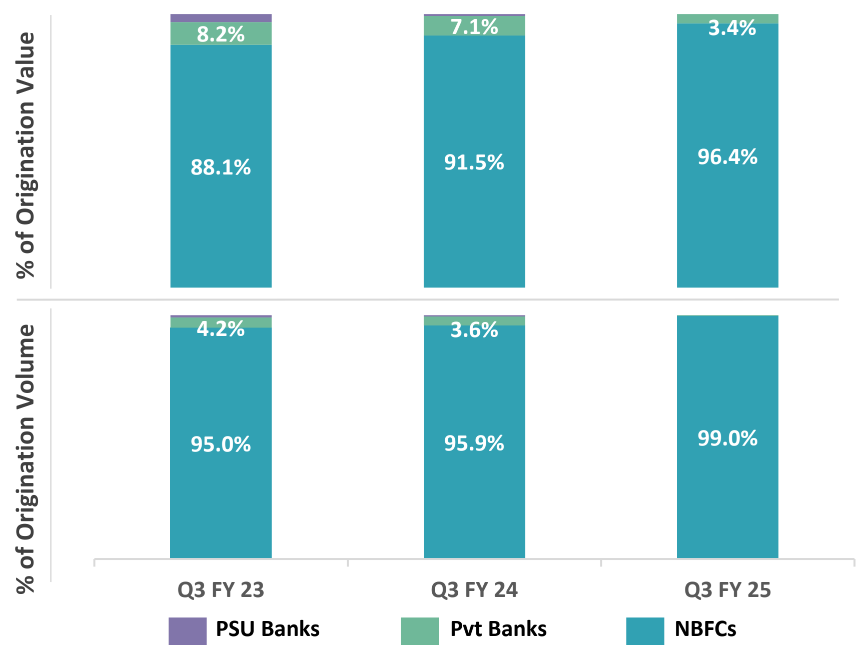
However, origination value, which increased from 17.1 Lakhs to 22.6 Lakhs by Q3 FY24, dipped slightly to 22.1 Lakhs in Q3 FY25, marking a 2% YoY decline

Decline in >₹50K loan origination:
For ticket sizes above ₹50K, origination value peaked at ₹218.1K Cr in Q3 FY24 but fell to ₹202.5K Cr in Q3 FY25, reflecting a 7.2% YoY decline. Origination volume followed a similar pattern, decreasing from 64 Lakhs to 57.7 Lakhs during the same period

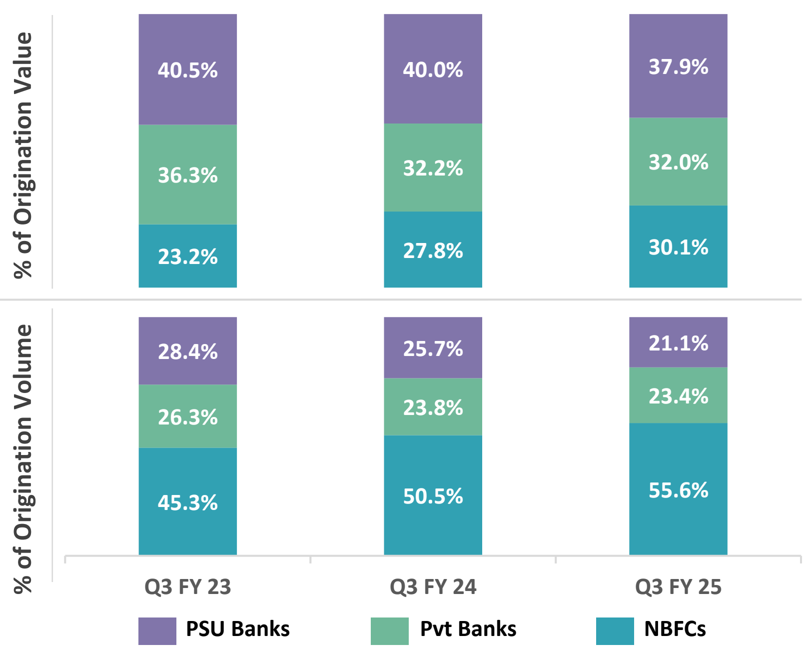
NBFCs gain Originations Share in both <=₹50K and >₹50K Loans

Personal Loans

PL Originations – Ticket Size <₹50K – Lender Type



PL Originations – Ticket Size >₹50K – Lender Type



NBFCs growing lead

For loans of ₹50K or less, NBFCs are prominent players in both value and volume, driven by Fintech NBFCs' focus on high-volume, small-ticket loans.

For loans above ₹50K, NBFCs seem to be gaining market share in origination value and volume, gradually outpacing PSU Banks and Private Banks, even amid a broader market slowdown.

Lender Type 'Foreign Banks' and 'Others' excluded from this analysis

Consumer Durable Loan

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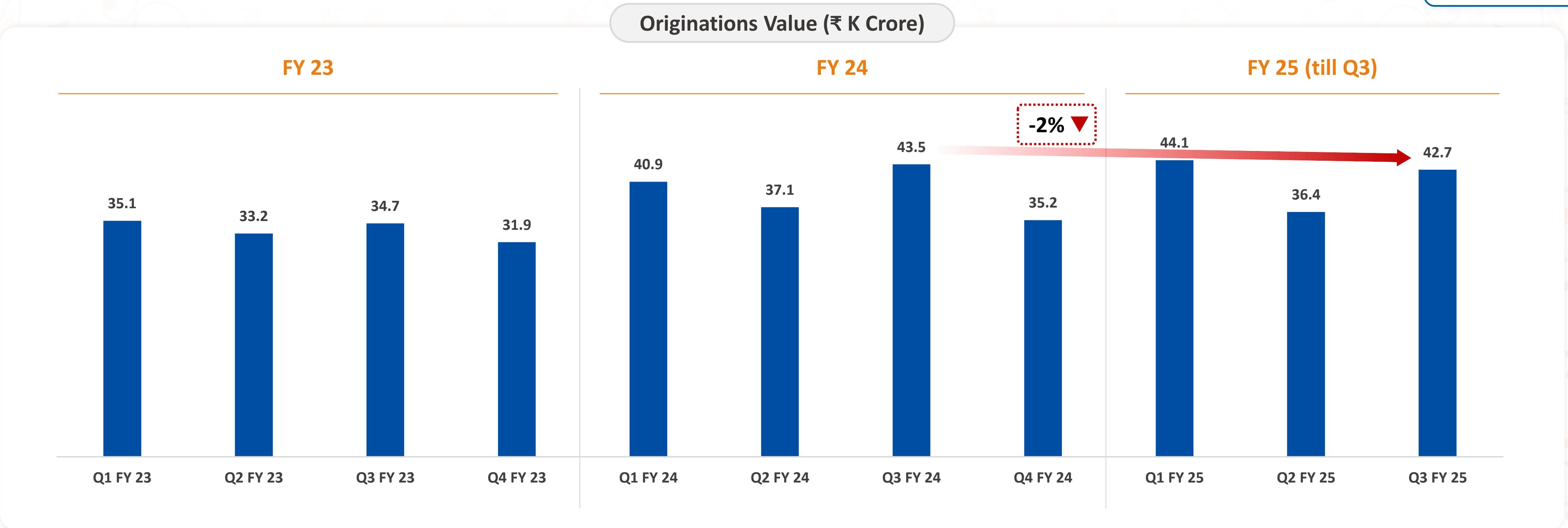
Decline in Growth during Festive Season for Consumer Durable Loans

Consumer Durable Loans



Slowdown

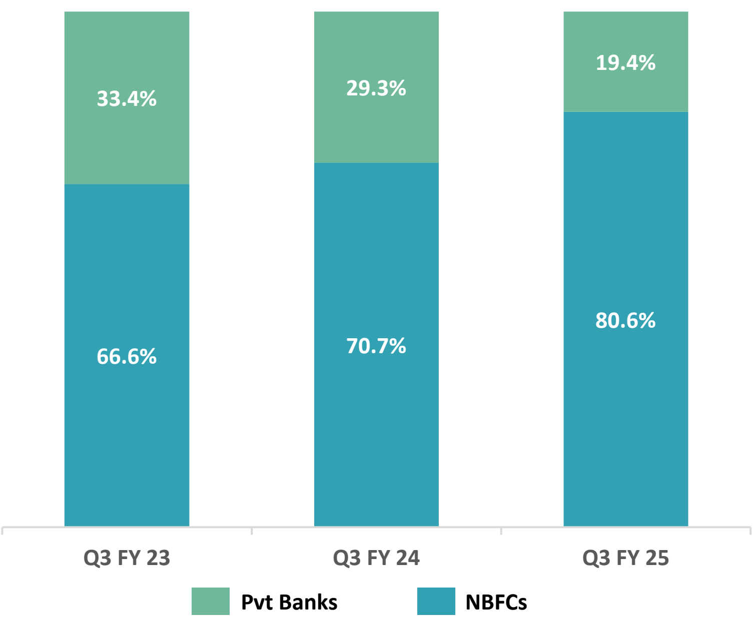
A 2% decline in origination value was observed between Q3 FY24 and Q3 FY25, suggesting slower momentum during the festive season, attributed to factors such as rising prices and stagnant real wage growth constraining consumer spending.

Additionally, the average ticket size for CD loans dropped by 8%, from ₹22.6K in Q3 FY24 to ₹20.8K in Q3 FY25, reflecting a shift in borrower spending patterns and preferences.

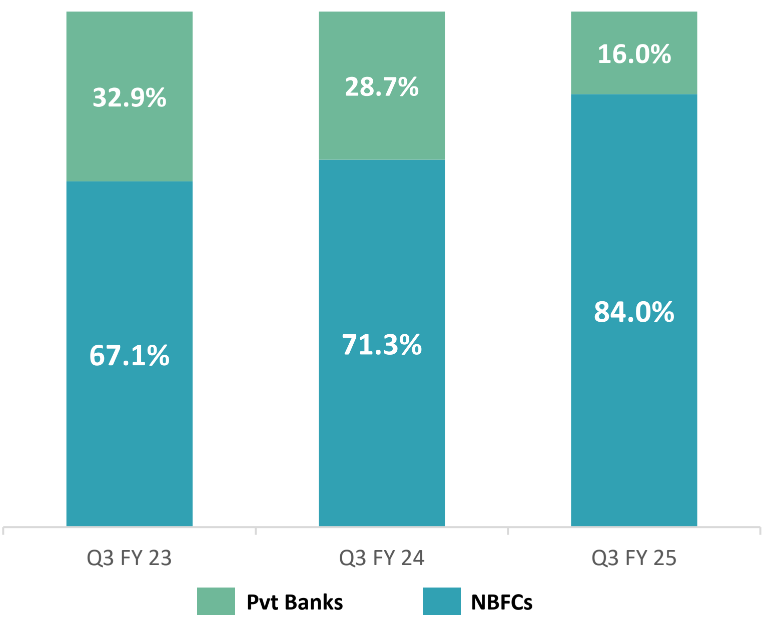
Sustained Dominance of NBFCs in CD Originations

Consumer Durable Loans

Originations Value – Lender Type



Originations Volume – Lender Type



NBFCs: NBFCs increased their share of CD loan origination value from 66.6% in Q3 FY23 to 80.6% in Q3 FY25, with volume rising from 67.1% to 84.0% during the same period. Factors like shorter replacement cycles, higher yields, and underpenetrated markets appear to support this growth from the demand perspective for NBFCs.

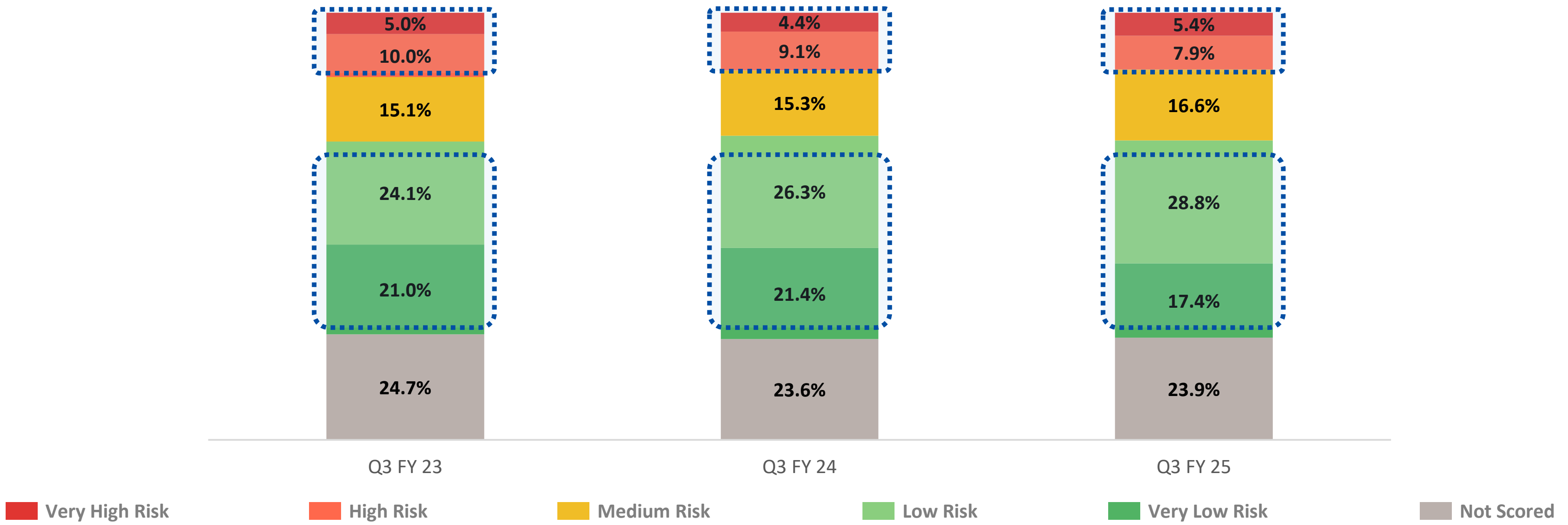
Private Banks: Private Banks' share in CD loans declined significantly, with origination value dropping from 33.4% in Q3 FY23 to 19.4% in Q3 FY25, alongside a sharp reduction in volume share.

Lender Type 'Public Sec Banks' and 'Others' excluded from this analysis

Slight increase in lending to Low Risk borrowers.

Consumer Durable Loans

Borrower risk distribution based on CRIF Credit Scores*



* Originations value considered. CRIF Credit Score, ranging from 300 to 900, predicts the possibility of customer defaulting. Score bands: Very High Risk (300–399), High Risk (400–577), Medium Risk (578–644), Low Risk (645–693), Very Low Risk (694–900), and Not Scored

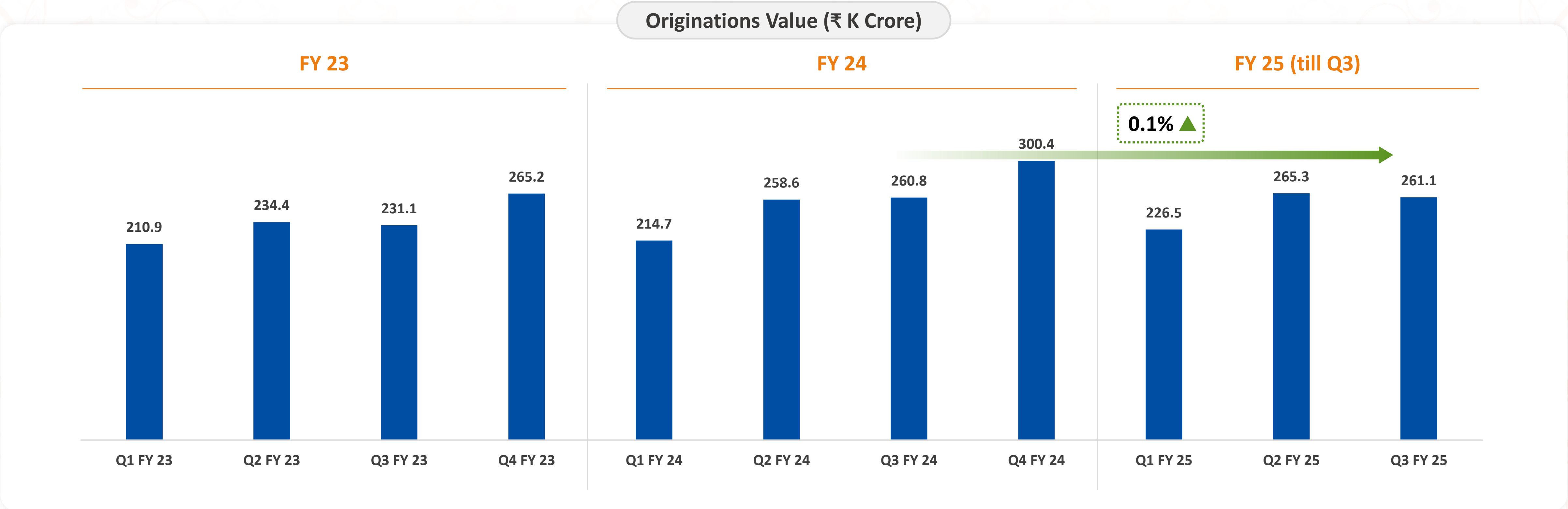
Highlights

Overall, the risk distribution remained range-bound between Q3 FY23 and Q3 FY25. The share of Very Low Risk and Low Risk borrowers increased from 45.1% to 46.2%, Medium Risk borrowers rose from 15.1% to 16.6%, while Very High Risk and High Risk borrowers declined from 15.0% to 13.3%. The share of New to Credit borrowers slightly moderated.

Home Loan

Home loan origination values experienced nearly flat growth

Home Loans



Subdued growth: During the festive season, home loan origination values experienced nearly flat growth, rising marginally from ₹260.8K crore in Q3 FY24 to ₹261.1K crore in Q3 FY25, reflecting an increase of just 0.1%. Contributing factors for this subdued growth may include rising average property prices, delayed residential launches*, and macroeconomic challenges such as tight liquidity conditions and interest rate volatility.

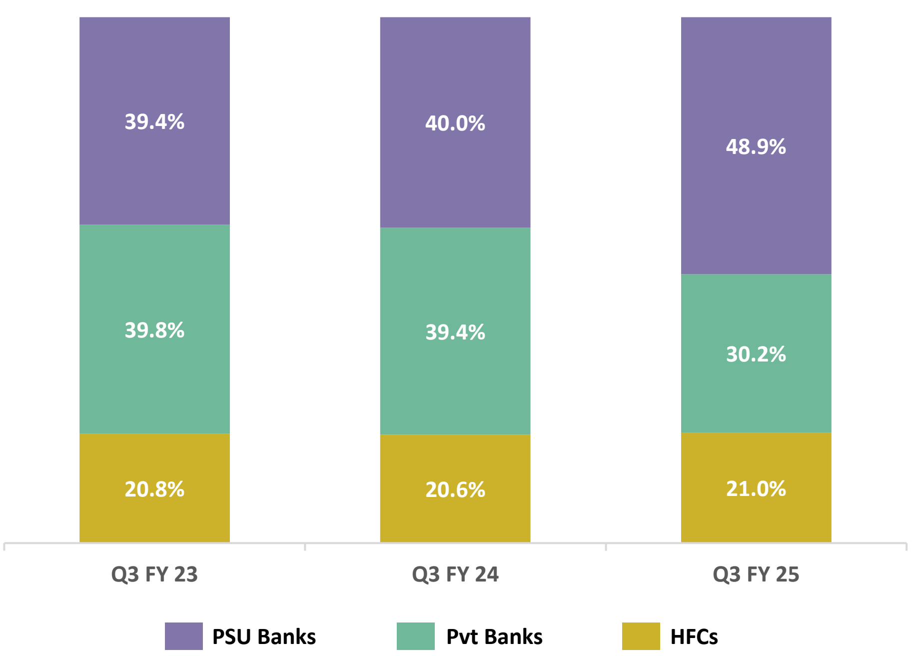
Ticket price: The average ticket size grew by 7.5%, increasing from ₹27.3L in Q3 FY24 to ₹29.4L in Q3 FY25

*Residential project launches in India's top eight cities dropped by 33% YoY, with sales falling 26% YoY in Q3 FY25, as per PropTiger.

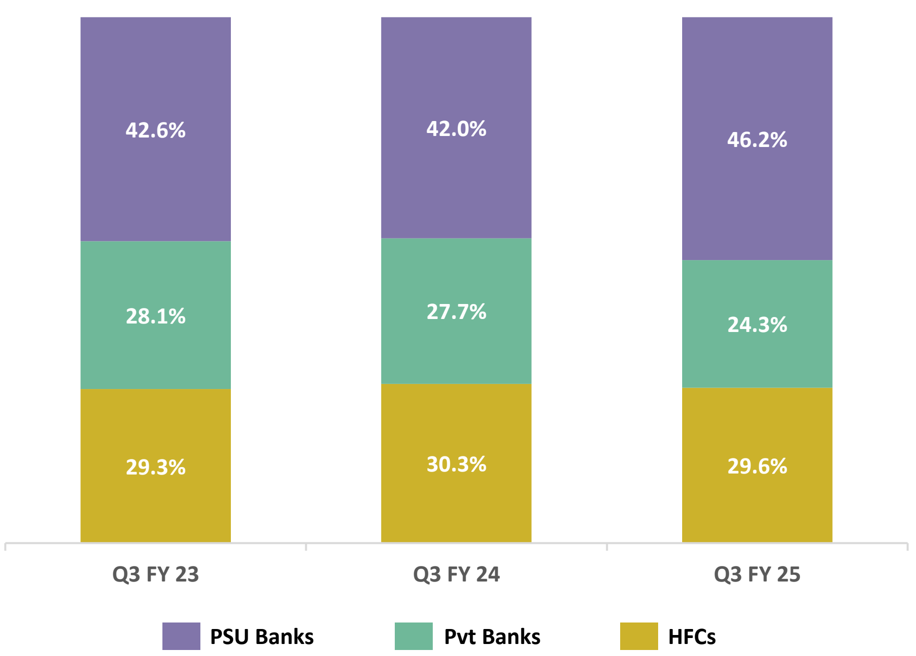
Public Sector Banks dominate originations (value and volume)

Home Loans

Originations Value – Lender Type



Originations Volume – Lender Type



Shift Toward PSU Banks: PSU Banks expanded their dominance in home loans, with origination value rising from 39.4% in Q3 FY23 to 48.9% in Q3 FY25, and volume increasing from 42.6% to 46.2%, likely driven by competitive rates and government initiatives.

Decline in Pvt Banks' Share: Private Banks experienced a notable decline in market share, with origination value dropping from 39.8% to 30.2% and volume decreasing from 28.1% to 24.3%, reflecting reduced competitiveness during this period.

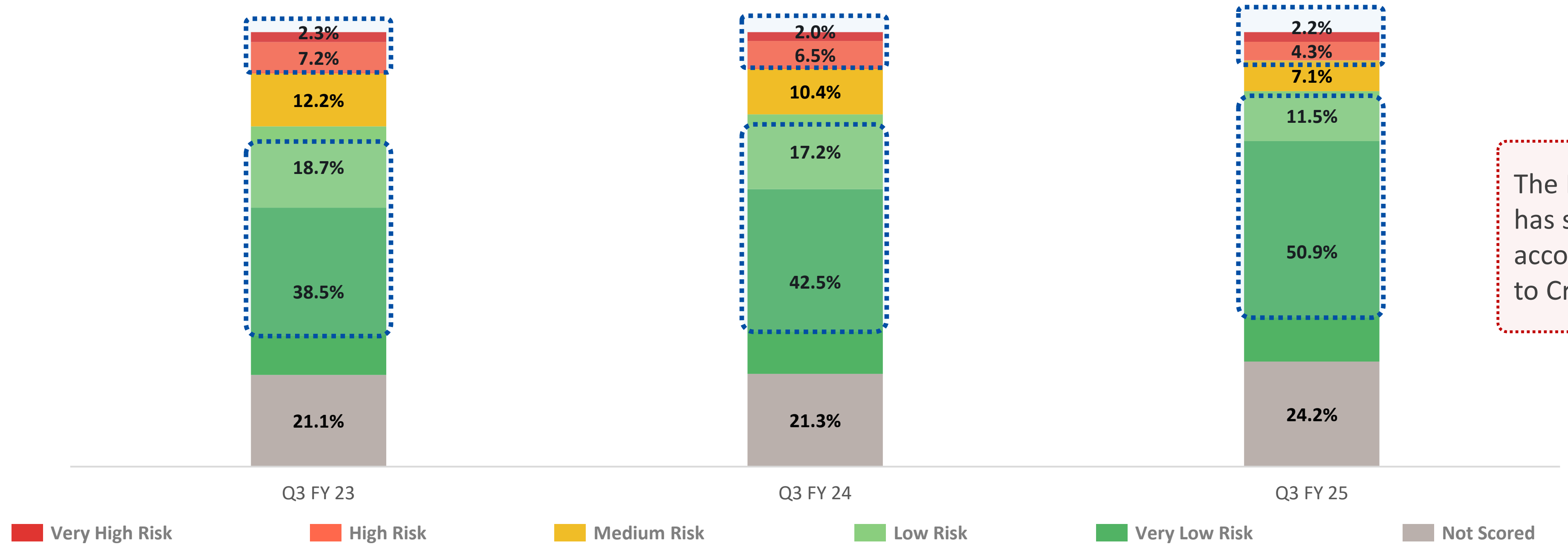
HFCs: HFCs demonstrated relatively stable performance, with minor fluctuations.

Lender Type 'Foreign Banks' and 'Others' excluded from this analysis

Gravitating toward Low Risk Borrowers

Home Loans

Borrower risk distribution based on CRIF Credit Scores*



The Home Loan segment has shown greater accommodation for New to Credit customers.

* Originations value considered. CRIF Credit Score, ranging from 300 to 900, predicts the possibility of customer defaulting. Score bands: Very High Risk (300–399), High Risk (400–577), Medium Risk (578–644), Low Risk (645–693), Very Low Risk (694–900), and Not Scored

Highlights

Origination values for very low and low-risk borrowers have steadily increased, with these two segments accounting for 62.4% of originations by Q3 FY25, up from 57.2% in Q3 FY23. There is a noticeable decrease in the share of medium, high, and very high-risk borrowers over the same period, indicating a preference for lending to lower-risk profiles.

CRIF Together to the next level

Definitions

Portfolio Outstanding or value refers to the current outstanding balance of the loan account	**Active Loans** or volume refers to the number/ count of active loans	**Originations Value** refers to total sanctioned amount	**Originations Volume** refers to number of loans sanctioned	**PAR** or **Portfolio at Risk** refers to the proportion of delinquent portfolio
ATS or **Average Ticket Size** refers to the average size of each loan type	Lender category **Others** comprises SFBs, RRBs, Co-op Banks, etc.	Lender category **NBFC-Captives** includes Bajaj Finance Limited, TVS Credit Services Limited, and Hero Fincorp Limited	**Top 8, Top 9-50, Top 51-100** and Beyond Top 100 (**BT100**) cities are identified as cities with highest consumer loans portfolio	**Mumbai MR** city comprises Mumbai, Mumbai Suburban, Raigarh and Thane districts
Hyderabad city comprises Hyderabad, Rangareddy, Medak and Nalgonda districts	**Chennai** city comprises Chennai, Kanchipuram and Thiruvallur districts	**Kolkata** city comprises Kolkata, Hugli, Haora, Nadia, North 24 Parganas and South 24 Parganas	**Delhi NCR** comprises National Capital Territory (NCT) of Delhi, surrounding urban areas covering 12 districts of Haryana, 7 districts of Uttar Pradesh and 2 districts of Rajasthan	

Disclaimer

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About How India Celebrates

How India Celebrates is an annual publication from CRIF High Mark on Festive Season lending in India. The publication analyses trends in business for major consumer lending products Auto Loans, Two-Wheeler Loans, Personal Loans, Consumer Durable Loans and Home Loans during festive season compared to rest of the year. Festive season is defined as third quarter of the financial year (Oct-Nov-Dec).

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About CRIF High Mark

CRIF High Mark is an RBI licensed credit bureau in India that commenced its bureau operations in March 2011. CRIF High Mark offers Credit Bureau Information and Identification and anti-fraud services. It is India's first full service credit information bureau which provides comprehensive information solutions for all borrower segments – MSME and Commercial borrowers, Retail consumers, and Microfinance borrowers. With the databases of individuals and businesses from over 5,000 financial institutions CRIF High Mark provides credit information services and supports millions of lending decisions every month.

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