



July 20

M I C R O ∞ D I V E

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introduction

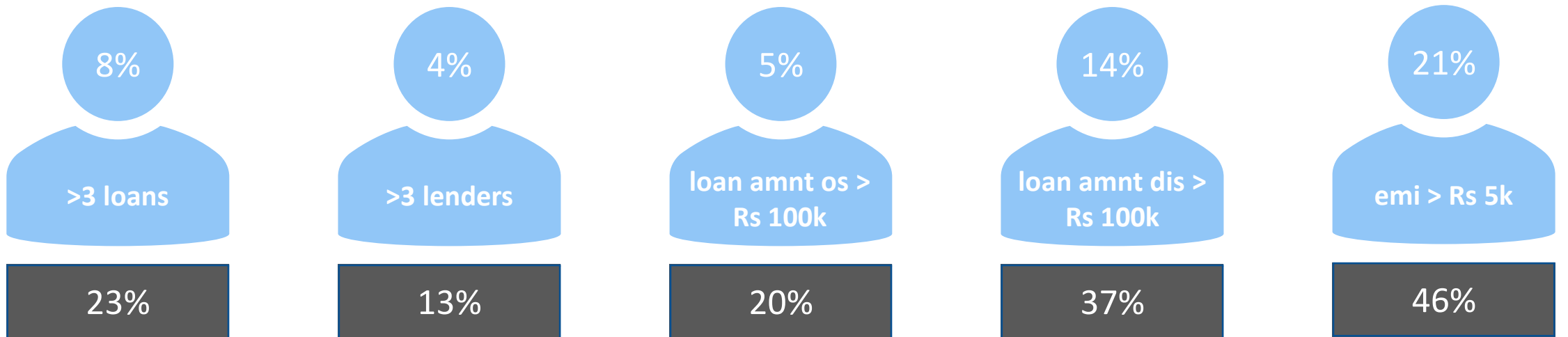
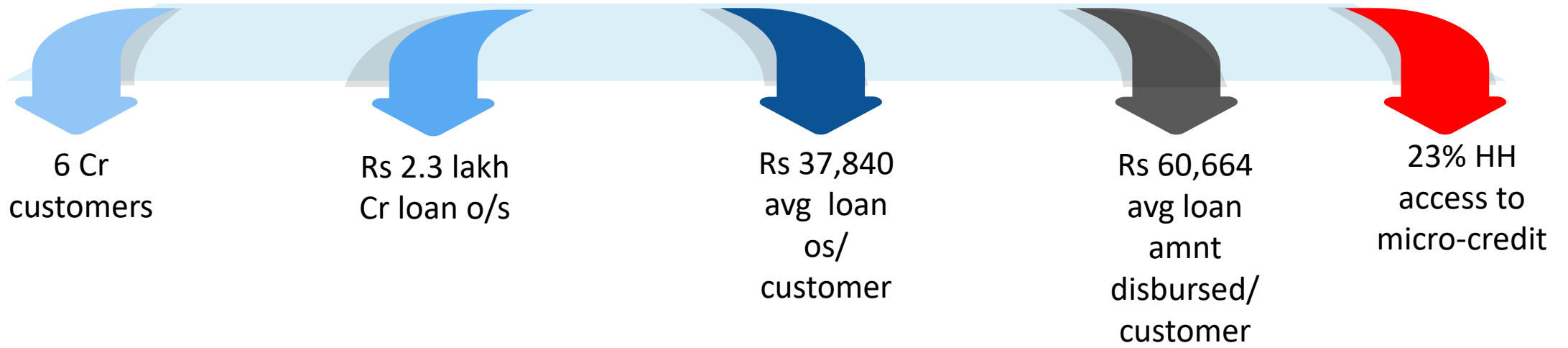
- This is the fourth issue of Microdive, which aims to support the micro-credit industry in understanding the critical industry issues through deeper and granular examination of industry data. This is an occasional series, focusing on topical and the relevant issues for the industry.
- This issue, studies the following in turn:
 - › High-level numbers across states in terms of outreach (disbursements, customers, loan amount outstanding, avg loan outstanding per customer and potential households access to micro-credit)
 - › Customer profiling on the basis of experience, multiple lending (count of loan accounts, count of lenders) and indebtedness (loan amount outstanding, disbursed amount and monthly debt obligation) as also the relationship between multiple-lending and over-lending
 - › Portfolio quality across states, its relationship to customer leverage including pattern of lending to delinquent customers, lending to delinquent customers, static portfolio performance of two pools sourced between Jul 19 – Sep 19 and Oct 19 – Dec 19
 - › Impact of Kerala floods on the portfolio overtime to understand the even risk
- This report uses complete micro-credit data (from all Lenders) available in microfinance segment of the credit bureau as of Feb 20/Mar 20. Due to issues in submission in Mar 20 data, Feb 20 was taken as base for many points.
- We sincerely thank our colleagues in Equifax for their keen interest in understanding the requirement and giving us required data to work on.
- Report has been prepared diligently to give accurate data and analysis. However, if any data/analysis contained in this report, seems to be at odd with your conventional wisdom, field-level knowledge or alternate data/evidence that you may have, please do reach out to us. This will help us to study the issue further and improve the quality of this report.

notes

- Data used in this report is pulled from Equifax Credit Information Pvt Ltd, a credit bureau. Data and analysis presented in this report includes data for all micro-credit lending submitted to the micro-finance segment of the credit bureau. Therefore, analysis is for the entire universe i.e. all customers getting micro-credit from all lenders (Banks, NBFC-MFIs, NBFCs, SFBs and others). Customer's credit records on consumer segment of the bureau, however, are not accounted for.
- Due to issues in Mar 20 data submission to CICs, Feb 20 was taken as base unless otherwise specified. This does not necessarily changed the representation of repayment frequency, tenure and ticket size. In case of absolute disbursements, data for Apr 19 – Mar 20 is taken. It may be noted that Mar 20 data reported for disbursement numbers may be on slightly lower side as submission of data to CICs from small-number of lenders was still pending at the time of pulling data for this report.
- For customer level data, unique customers sourced after Jan 15 were taken as a data set, totalling over 9.3 Cr customers. As of Feb 20, these customers were bucketed into inactive (3.3 Cr not having any open account as of Feb 20) and 6 Cr active (having an open account as of Feb 20). It may be noted that only customers who opened a trade line after Jan 15 were included in the data-set and not the customers who may have an active/closed account before Jan 15 and did not access micro-credit post Jan 15.
- For data on loan accounts per customer, distinct provider per customer, indebtedness and disbursed amount, the active customer (having an open account) view was taken as of Feb 20, unless specified otherwise.
- To estimate potential household (low-income-household) access to micro-credit in states, customer count is analysed with potential household count (calculated for Feb 20 based on 2011 census and assuming 70% of households being potential households. It is assumed that every unique customer belongs to a single household.
- For analysis on lending to delinquent customers, first-loan of the customers who opened an account between Apr 19 – Feb 20 were considered and hence 2.7 Cr loans were considered for analysis. As an example if customer has opened 3 loans in Apr 19, Sep 19 and Jan 20, here Apr 19 loan was considered to analyse status of customers (closed/delinquency) at the time of accessing loan in Apr 19. This way 2.75 Cr loans disbursed between Apr 19 – Feb 20 were analysed.
- A customer's delinquency status has been taken from her worst dpd for all her open loan accounts. So if a customer has indebtedness of Rs 10,000 and she has 3 open loan accounts with dpd =30, dpd=60, dpd=90, then her account status is tagged on the basis of her worst dpd account i.e. dpd=90. This means that delinquency levels in this report are on higher side compared to industry data available.
- For analysis of impact of floods in Kerala, those accounts were considered which were dpd 1- 59 in Aug 18 and were in lower dpd bucked (0-29) in July. This way, about 4.6 Cr loans were analysed.

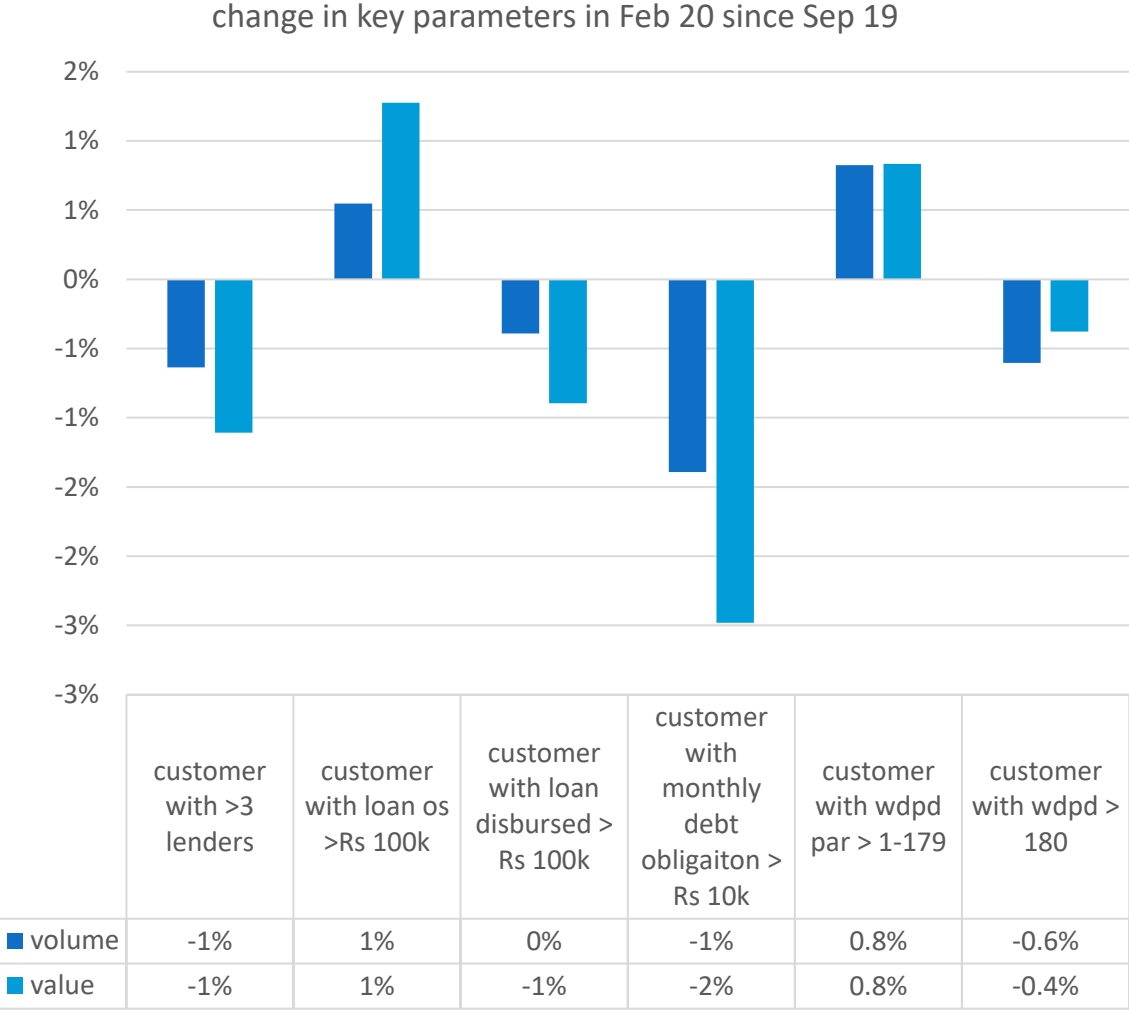
highlights

- **Outreach:** In Feb 20, 6 Cr customers had 10.86 loans, with loan amount outstanding of Rs 2.3 Lakh Cr. Avg Loan outstanding per customer being 37,840.
- **Households (HH) access to micro-credit:** At an all India level, it is estimated that since Jan 15, micro-credit has reached 34% of potential HH (low-income HH presumed to be 70% of total HH in Feb 20). On active customer base (active in Feb 20), 23% of potential HH are accessing micro-credit.
- **Disbursements:** Last financial year, 7.3 Cr loans were disbursed with disbursed value of Rs 2.52 Lakh Cr with avg ticket size of Rs 34,748. Growth slowed last year due to lower disbursement in few key states as well as halt in business in Mar 20 due to covid-19 which is the peak month for disbursements.
- **Leverage:** At an all-India level,
 - > 8% customers (23% in value terms) have > 3 loan accounts
 - > 4% customer (13% in value terms) have > 3 distinct lenders
 - > 5% customers (20% in value terms) have loan amount outstanding > Rs 100k
 - > 14% customers (37% in value terms) have loan amount disbursed > Rs 100k
 - > 21% customers (46% in value terms) have monthly debt obligation > Rs 5k
 - > Customers who have > 3 lenders have higher loan outstanding, loan amount disbursed and monthly debt obligations
 - > Customer who are more experienced (total tradelines > 5) have higher leverage and worse portfolio quality
 - > Customers mapped to multiple states have much higher leverage and worse portfolio quality
- **Portfolio quality**
 - > At an all India-level, in value terms, PAR > 1 (0-179) is at 6.2%, PAR > 30 (0-179) at 3.4%, PAR > 90 (0-179) at 1.7%. PAR > 180 (0-180+) is 6.4%. These are customer level wdpd. Customer level wdpd has deteriorated since Sep 19. Data show that portfolio quality deteriorates with increasing leverage of the customers. Static pool analysis of two pool sourced in Jul 17 – Sep 17 and Oct 17 – Dec 17 shows 2.7% loans being delinquent/written-off in Apr 20 – about 1% in value terms.
- Analysis of portfolio affected in Kerala floods shows that portfolio cures over the months and losses were contained to 4% in value terms.



● volume ■ value

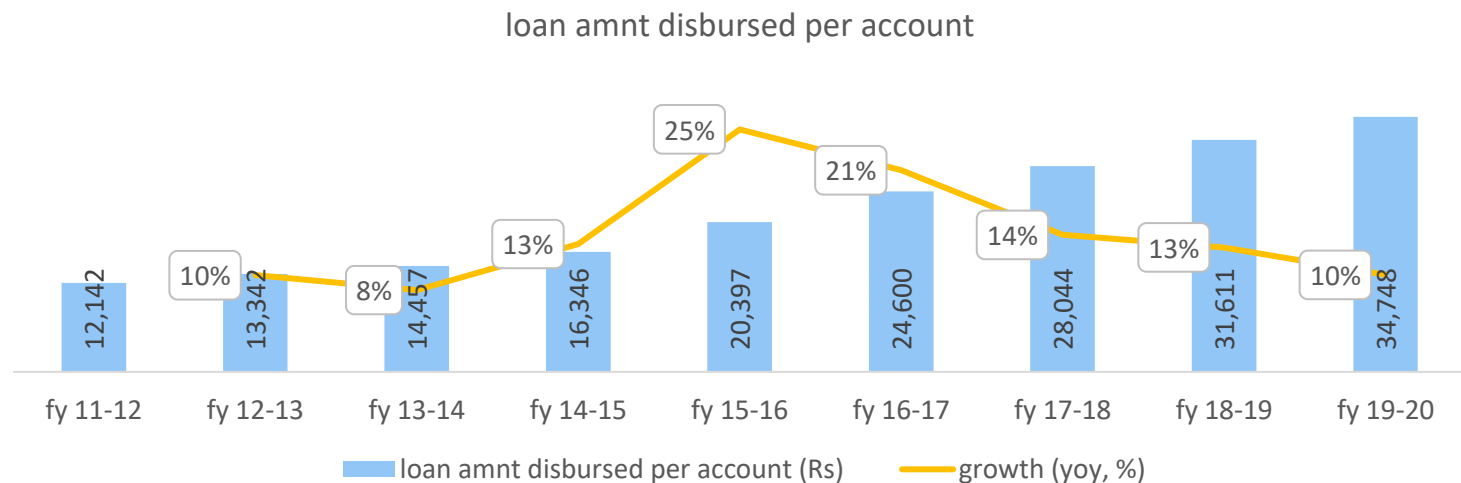
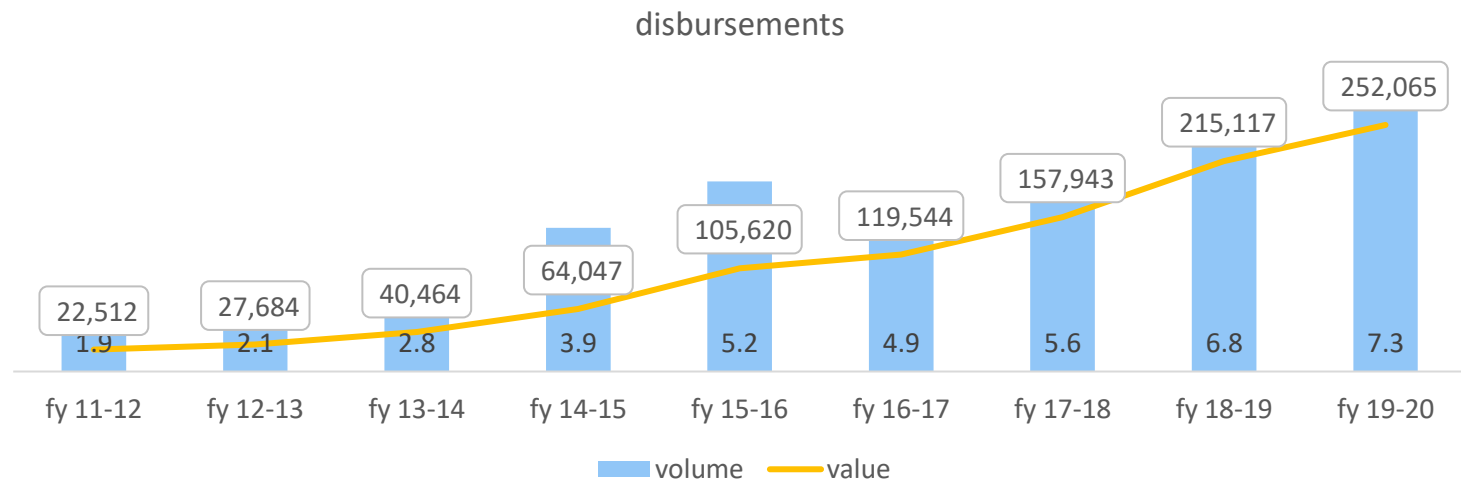
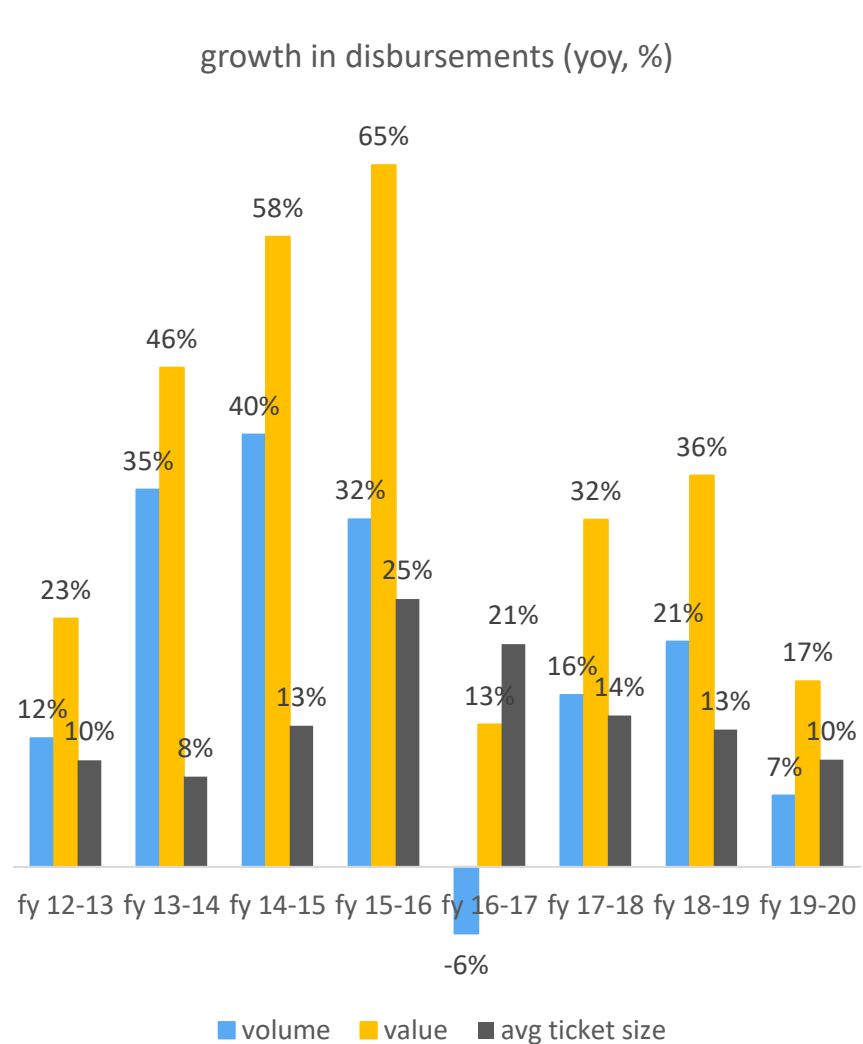
slight changes since Sep 19 in customers' leverage and portfolio quality



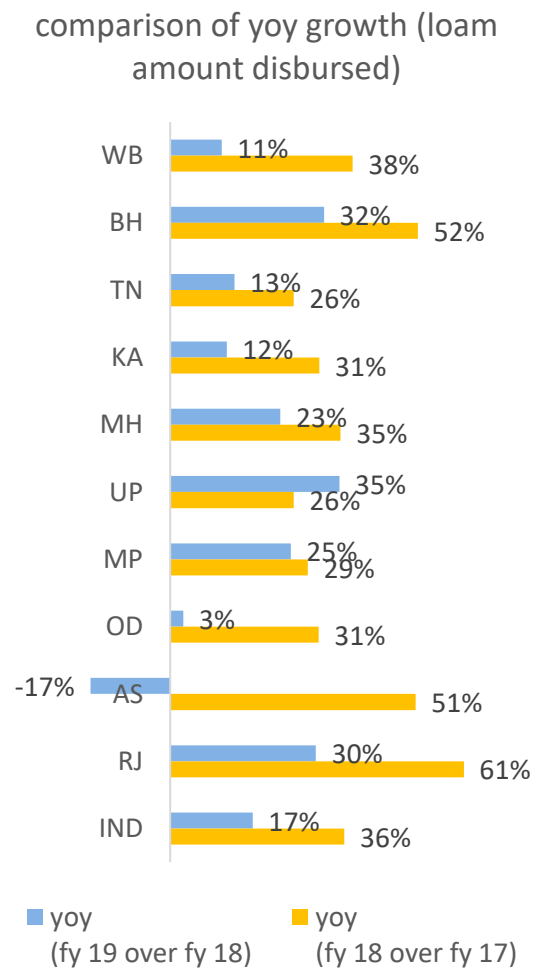
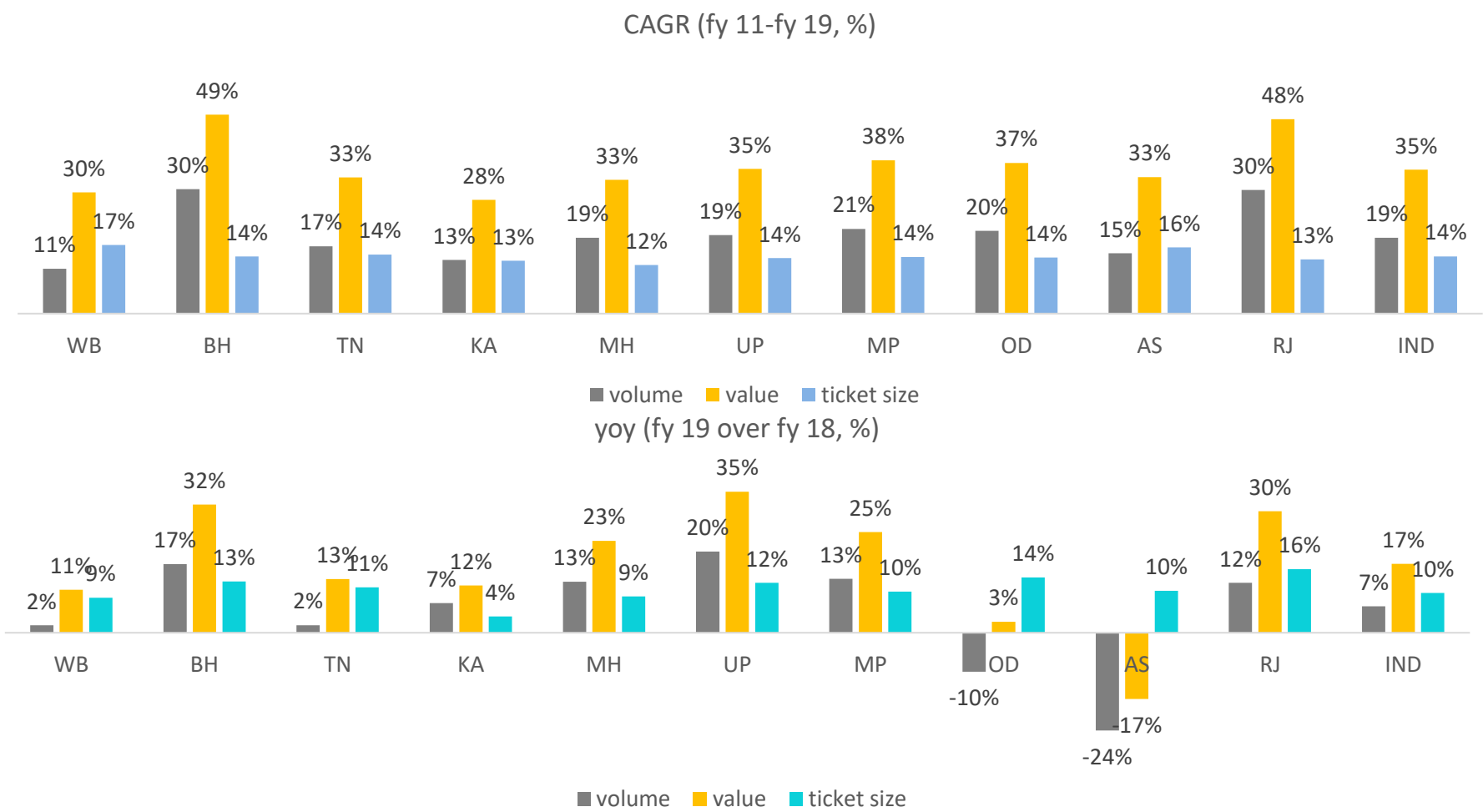
	lender count	1	2	3	>3	
Feb-20	volume	69%	19%	8%	4%	
	value	45%	25%	16%	13%	
Sep-19	volume	66%	21%	9%	4%	
	value	42%	26%	17%	15%	
	loan os	<50k	<50k	<50k		
Feb-20	volume	77%	18%	5%		
	value	47%	34%	20%		
Sep-19	volume	78%	17%	4%		
	value	49%	33%	18%		
	loan disbursed	<50k	50k-100k	>100k		
Feb-20	volume	60%	26%	14%		
	value	32%	31%	37%		
Sep-19	volume	58%	27%	15%		
	value	30%	31%	38%		
	monthly debt obligation	<2.5k	2.5k-5k	5k-10k	>10k	
Feb-20	volume	51%	28%	17%	4%	
	value	26%	28%	31%	15%	
Sep-19	volume	49%	28%	17%	5%	
	value	25%	28%	30%	17%	
	wdpd	1-29	30-89	90-179	>180	> 1
Feb-20	volume	2.2%	1.5%	1.4%	7.0%	5.1%
	value	2.7%	1.7%	1.7%	6.4%	6.2%
Sep-19	volume	2.2%	1.2%	0.9%	7.6%	4.3%
	value	2.9%	1.4%	1.0%	6.8%	5.4%

disbursements

growth rate slowed in fy 19-20, partly due to disruption in operations in peak disbursement month (Mar 20) due to covid-19



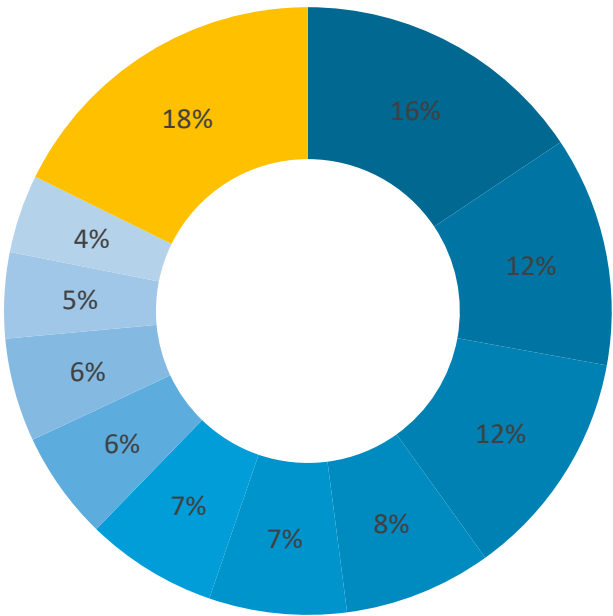
all top states slowed down in terms of growth this year, Uttar Pradesh, Bihar and Rajasthan led in growth terms



It is to be noted that Mar 20 number are slight depressed here as data for Mar 20 was not submitted to credit bureau by some lenders at the time of pulling this report.

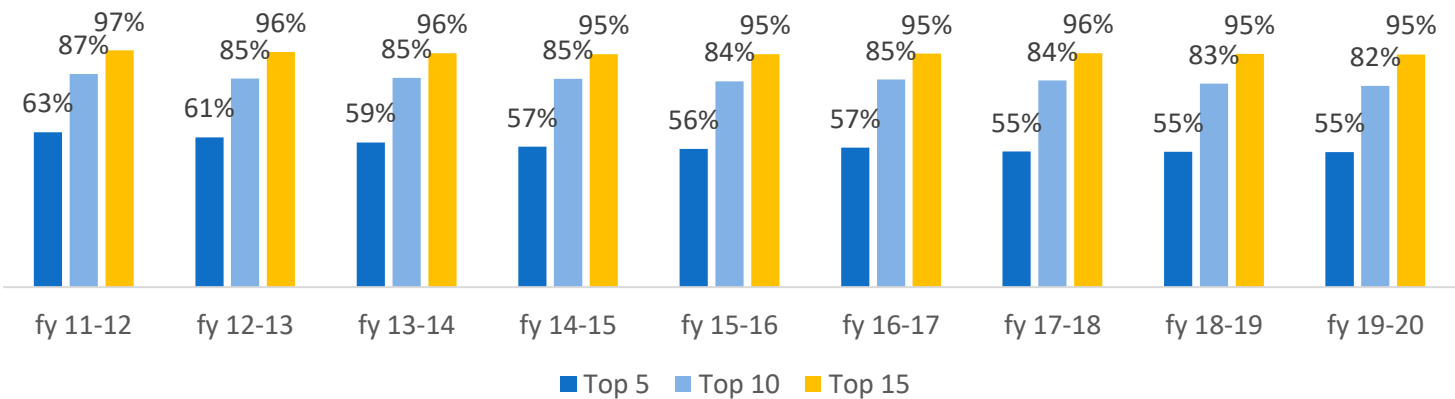
top 10 states continue to hold over 80% of business. Bihar matches Tamil Nadu in disbursement amount this year

disbursements across states (value, %)

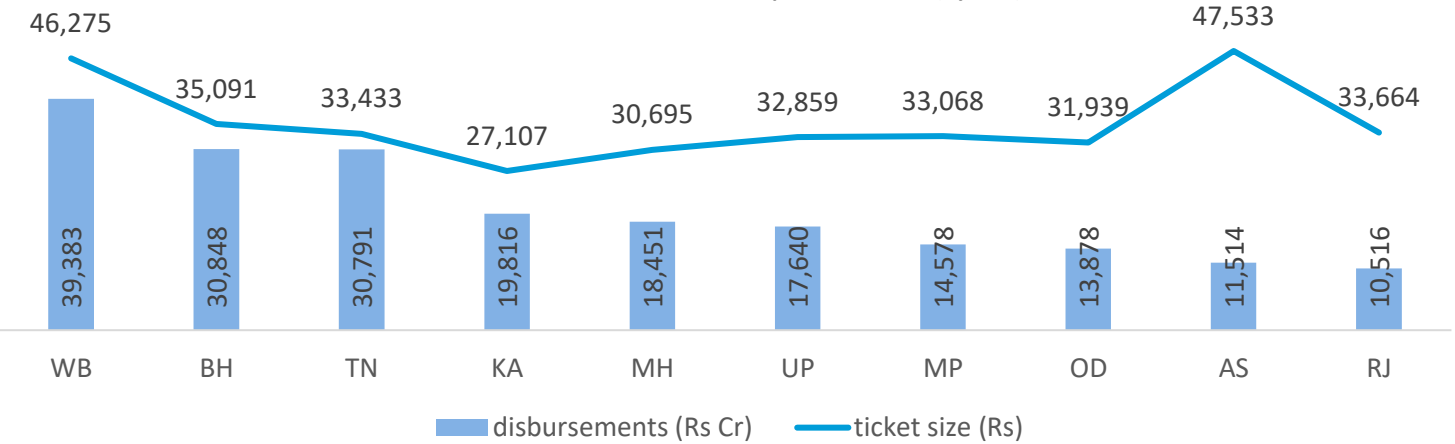


WB BH TN KA MH UP
MP OD AS RJ Other

share of top states in total disbursements (value, %)

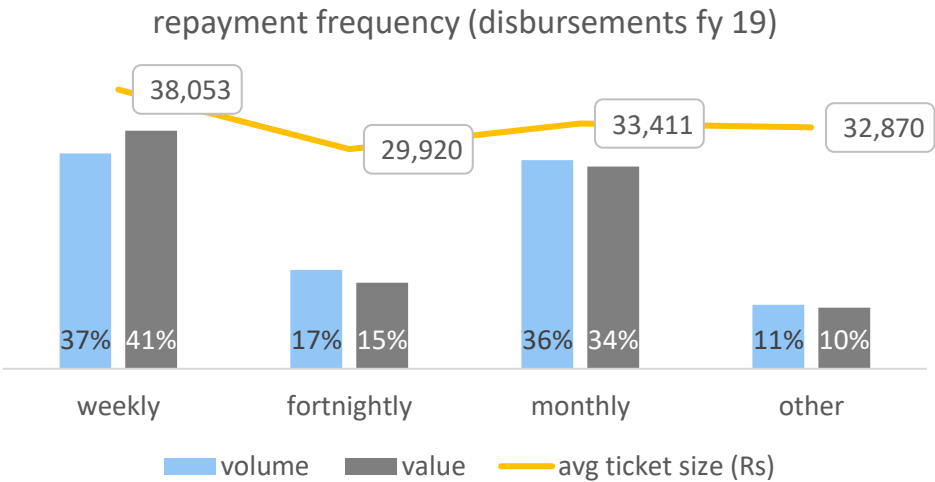


disbursements across top 10 states (fy 19)

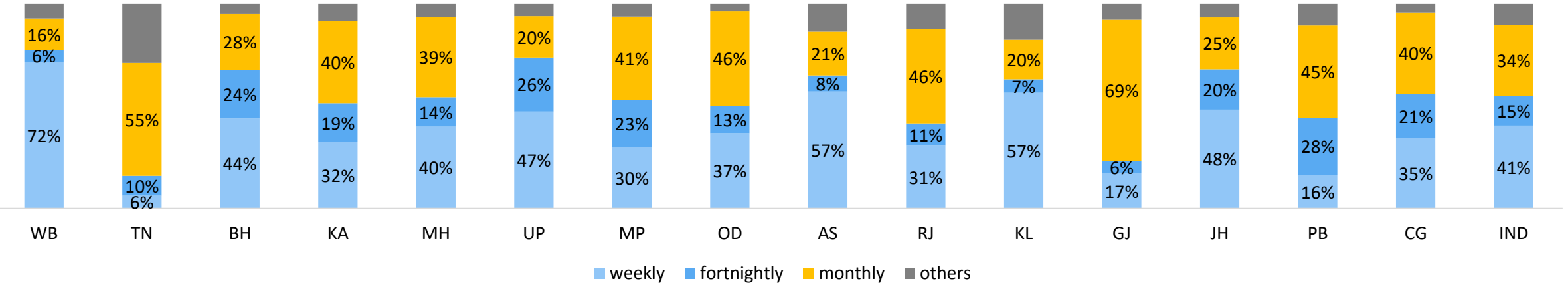


weekly repayment frequency remains most-common

Based on disbursement data for fy 19 (Apr 19 – Feb 20), in value terms, weekly is still the most-common repayment frequency accounting for 41% of disbursement (this was 44% in fy 18), monthly repayment account for 34% (no change since last year) and fortnightly for 15%. Distribution of products based on repayment frequency is shown for top 15 states in the chart below. Variation across states in repayment frequency is attributed to preference of the dominant lender in that state for a certain repayment frequency but also demands of the market and customers. Gujarat and Tamil Nadu have much higher ratio of loans under monthly repayment. West Bengal, Assam and Uttar Pradesh have higher ratio of weekly repayment.



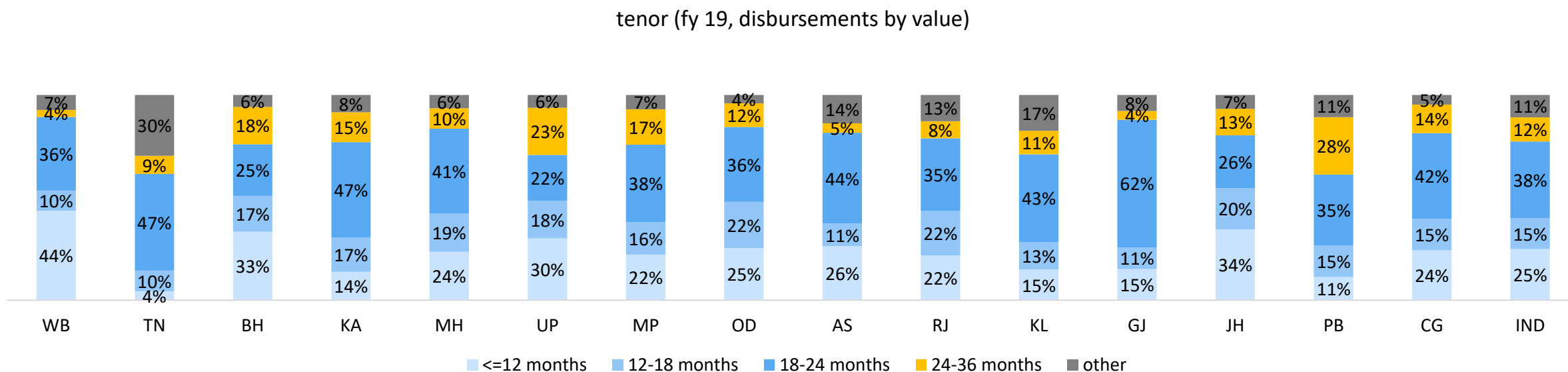
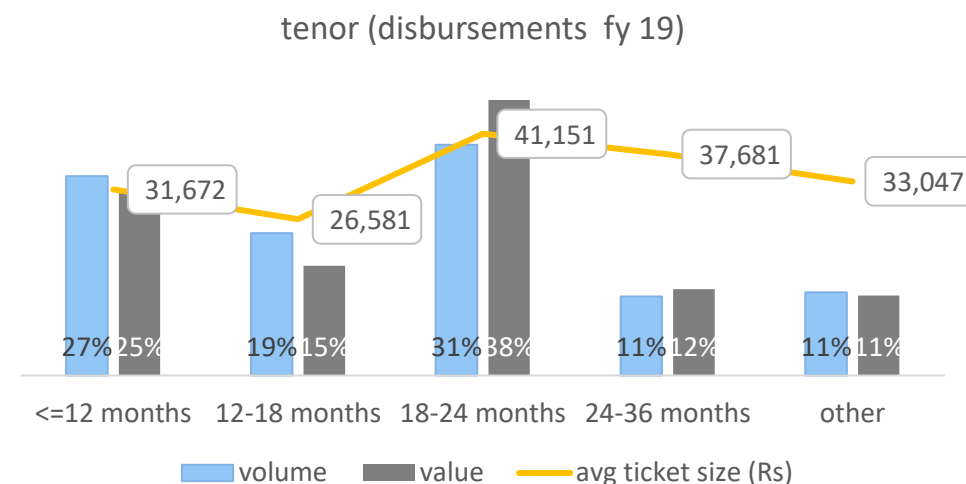
repayment frequency (fy 19, disbursements by value)



Other include junk/no-value submitted for repayment frequency in loans.

Tenor between 12-18 months is most prevalent

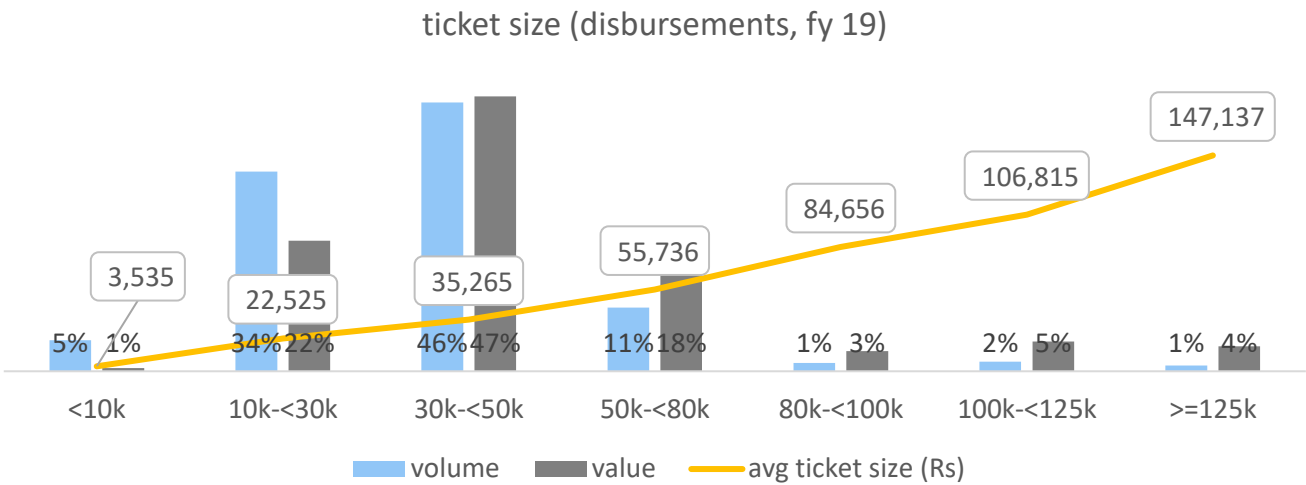
Disbursement data for fy 19 (Apr 19 – Feb 20), in value terms, shows 18-24 months tenure is most prevalent accounting for 38% of disbursements – no change from last year. Loan under tenure of < 12 months accounts for 25% (this was 28% in fy 18) and loans under tenure of 12-18 months account for 15% (last year this was 16%). Tenure > 24-months loans account for 12% of loans disbursed in fy 19. It may be noted that as per RBI Directions for NBFC-MFIs, loans > Rs 30,000 should have tenure > 24 months. However, other lenders are not bound to follow this norm. Therefore there is no linear relationship between tenure and ticket size. Distribution of products based on tenure is shown for top 15 states in chart below. There is a clear variation across states which is mostly, driven by preference of dominant lender for a particular tenure in that state as well as demand of the market and customers.



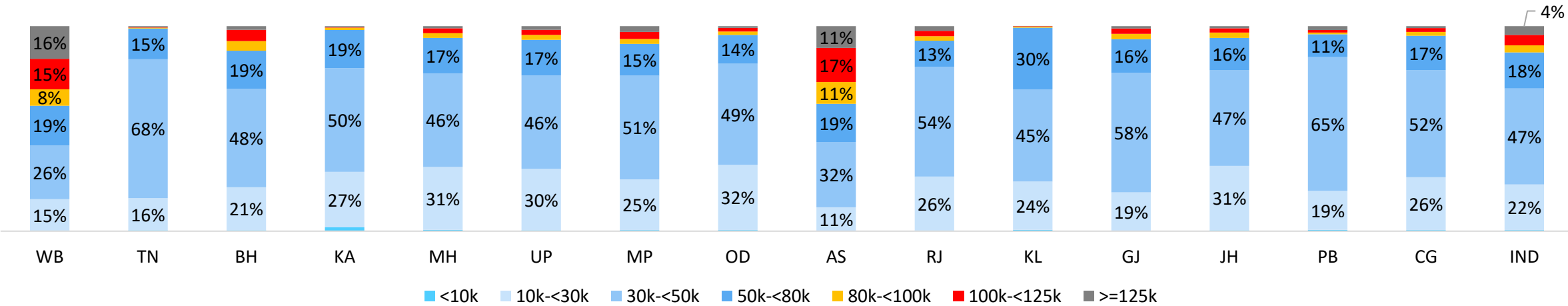
other include junk/no-value submitted for repayment frequency in loans.

ticket size btw Rs 30k-50 account for nearly half of the loans disbursed

In terms of ticket size (loan disbursed per account for fy 19), ticket size of Rs 30k-50k is most prevalent (accounting for 47% in value terms) followed by loans in range of Rs 10k-30k accounting for another 22%. In volume terms, 3% loans are crossing Rs 100k but they account for 9% of disbursement in value terms. West Bengal (31%) and Assam (27%) have much higher share of > Rs 100k ticket size loan. West Bengal and Assam, together account for 68% of high-ticket loans (> Rs 125k) in the country. Karnataka accounts for 28% of small ticket loans (Rs 10k) in the country.

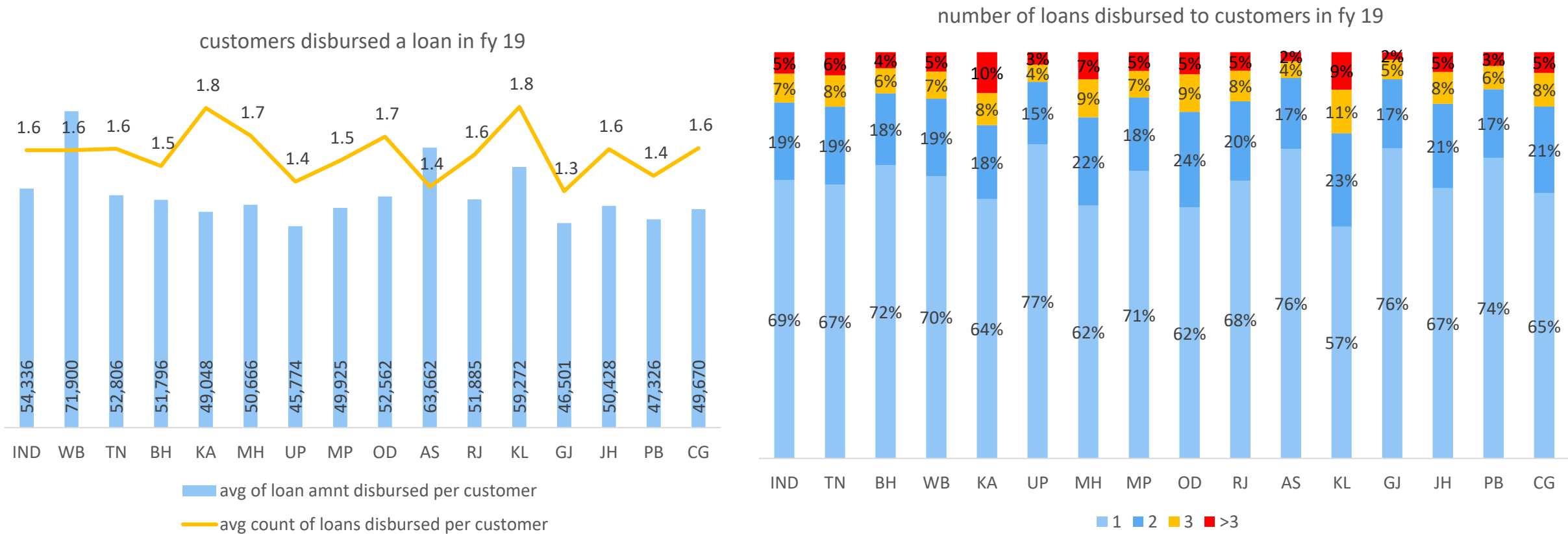


ticket size (disbursements by value, fy 19)



amongst customers disbursed loan in fy 19 (until Feb 20), 69% accessed single loan, 19% accessed two loans and 7% three loans

During fy 19 (until Feb 20), 6.8 Cr loans were disbursed to 4.3 Cr customers with avg of 1.6 loans disbursed per customer and avg disbursements of Rs 54,336. Avg count of loan disbursed per customer and avg loan amount disbursed per customer in top 15 states is given chart below. In West Bengal, customer received avg Rs 71,900 in disbursements, highest amongst the states. Amongst the customers who accessed a micro-credit loan in fy 19, 69% accessed only a single loan, another 19% accessed two loans and 7% accessed three loans. About 5% accessed more than 3 loans in a single year. Karnataka and Kerala has nearly 10% customers accessing more than 3 loans in a single year.



outreach

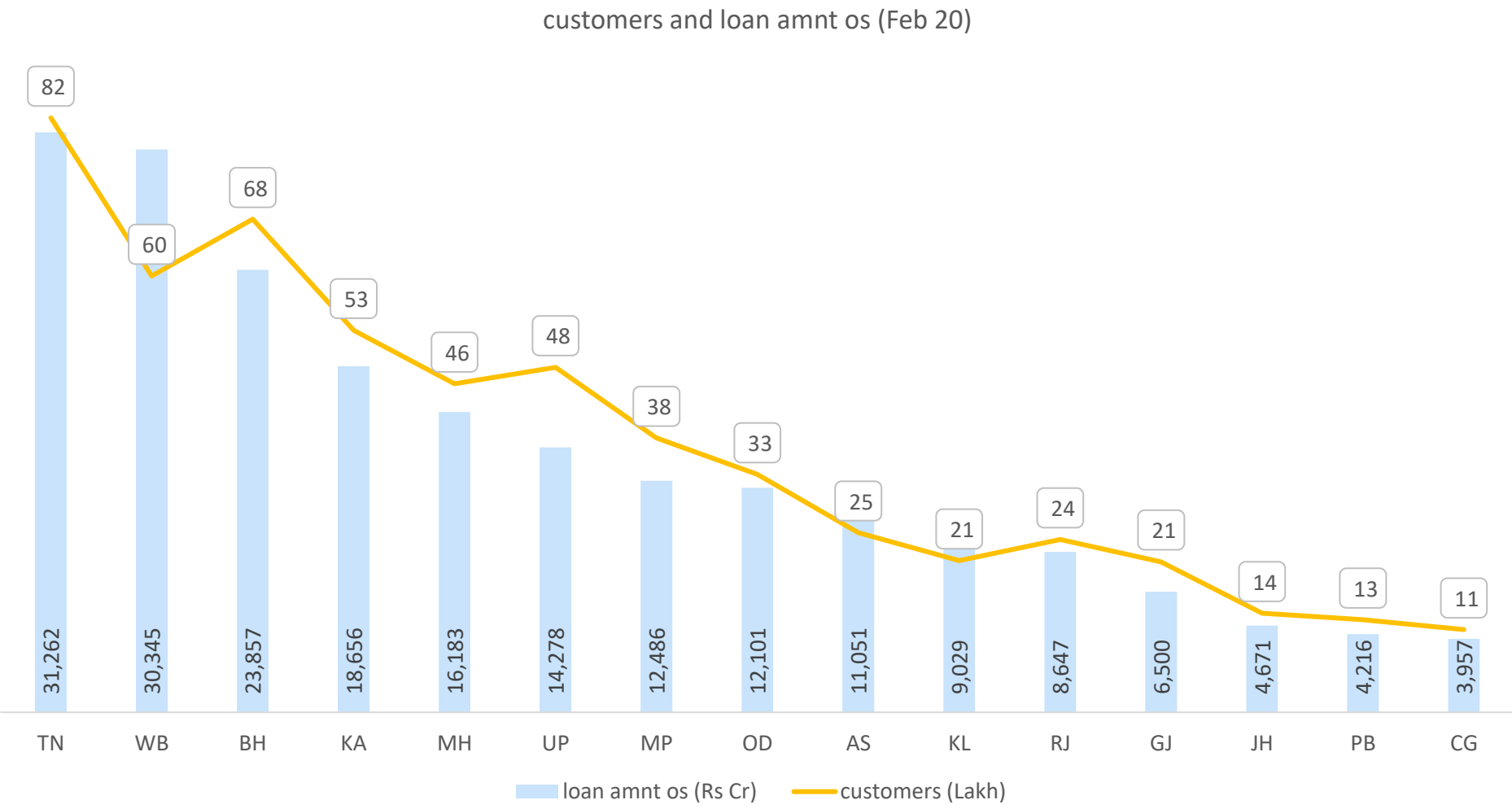


more than 6 Cr customers had micro-credit loans with loan amount outstanding of Rs 2.3 Lakh Cr by Feb 20

In Feb 20, 6 Cr customers had 10.96 loans with total loan outstanding of Rs 2.28 Lakh Cr.

These 6 Cr customers were disbursed nearly Rs 3.65 Lakh Cr.

Top 10 states account for 79% of industry loan amount outstanding and top 15 states account for 91% of loan amount outstanding

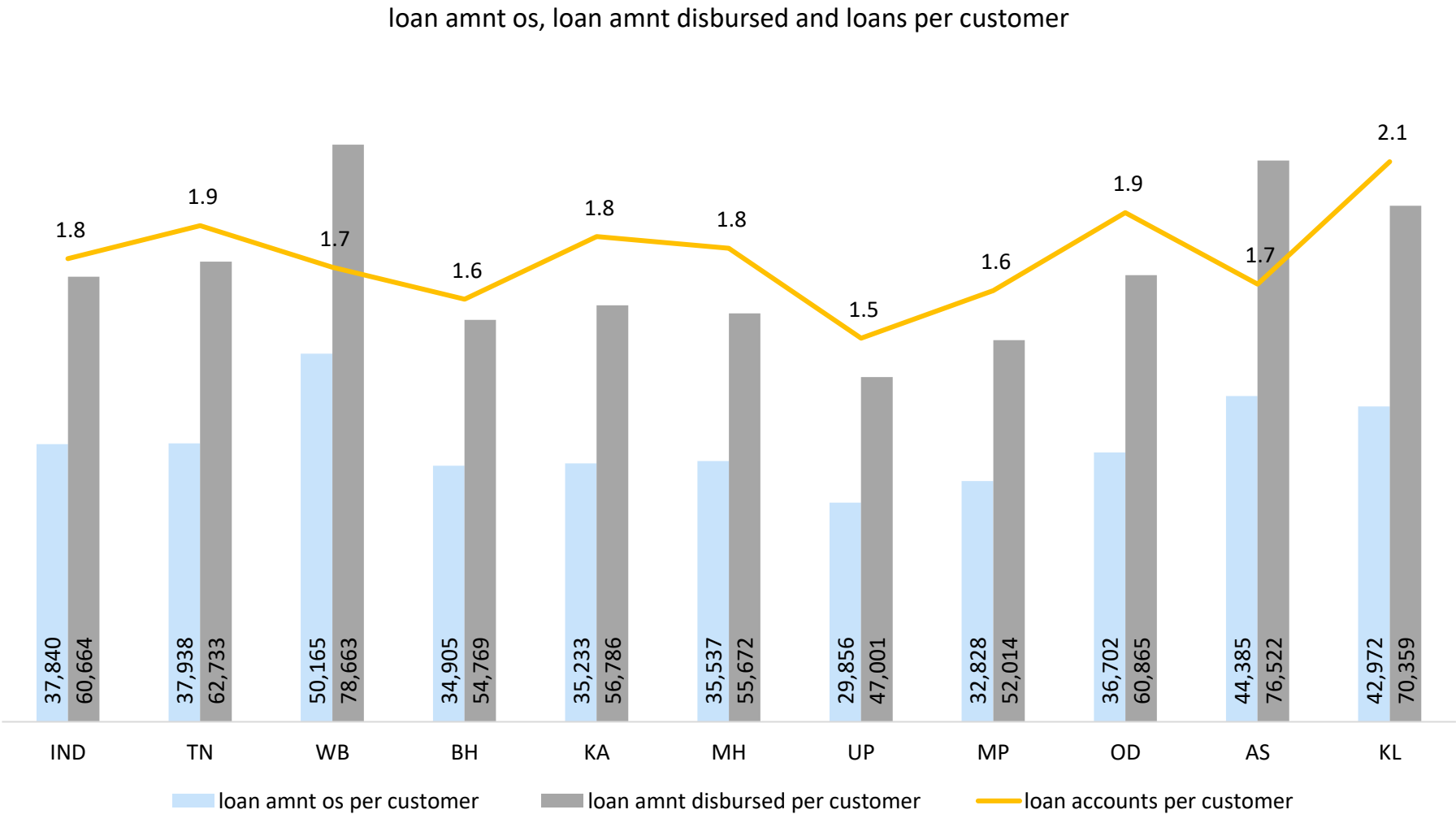


every customer has on avg 1.8 active loans and nearly Rs 38k as outstanding and with disbursed value in excess of Rs 60k

- At an India level,
- avg loan outstanding per customer is 37,840
 - avg loan amount disbursed per customer is Rs 60,664
 - avg 1.8 loans per customer

West Bengal, Assam and Kerala have loan amount disbursed per customer > Rs 70k.

Amongst the top 10 states, Uttar Pradesh has the lowest avg loan amount disbursed per customer at Rs 47,001 and loans per customer at 1.5.

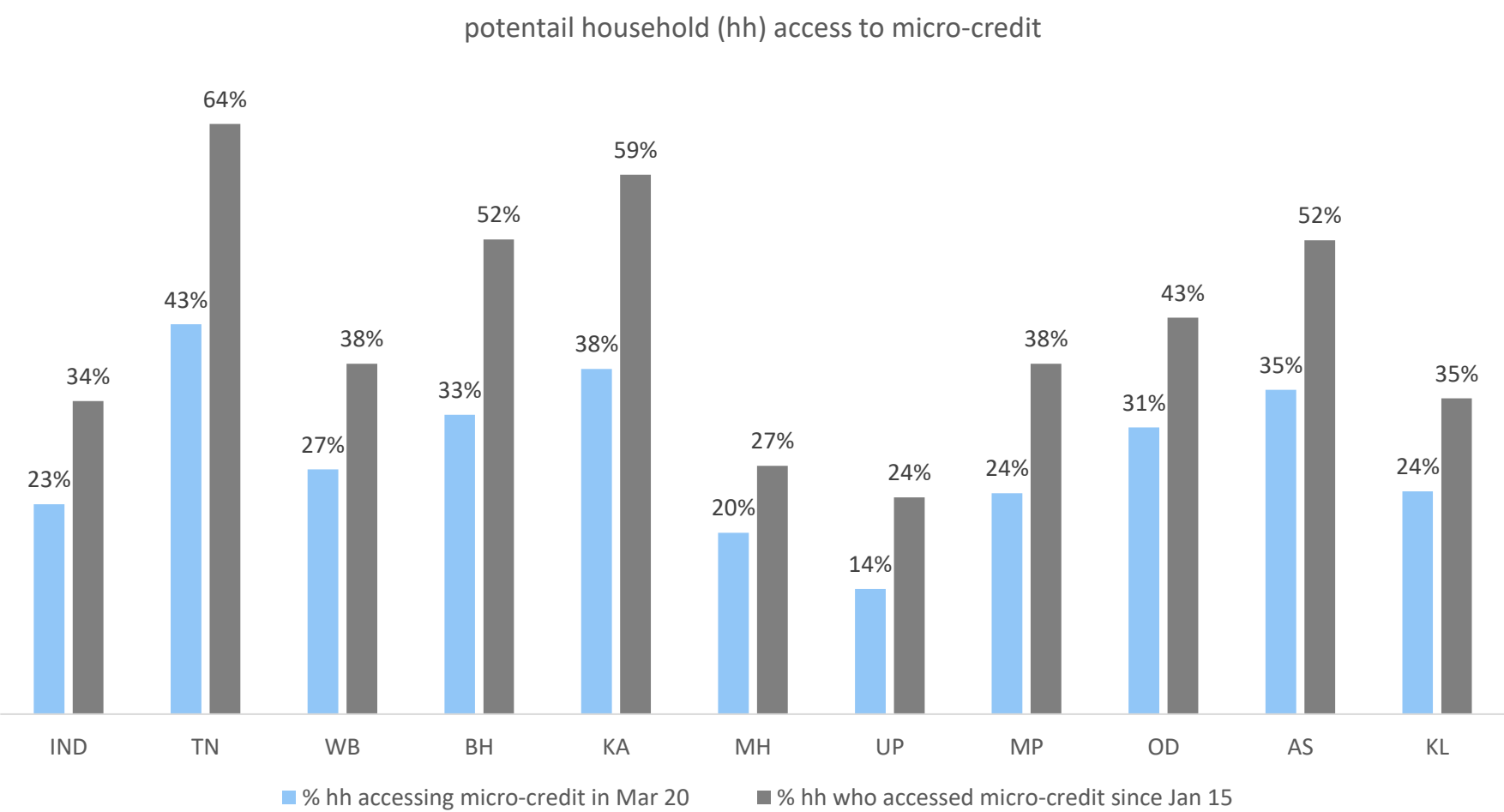


nearly 23% potential households had access to micro-credit in Feb 20 and more than one-third have accessed micro-credit since Jan 15

At an India level, about 23% low-income households (6 Cr) were accessing micro-credit in Feb 20. There are about 3.3 Cr customers who were inactive in Feb 19 but had accessed micro-credit since Jan 15. If these are added, 9 Cr customer i.e. more than one-third of potential household have accessed micro-credit since Jan 15.

Tamil Nadu, Karnataka and Assam have much higher share of potential household accessing micro-credit.

Amongst the top 10 states, Uttar Pradesh and Maharashtra have the lowest share of households accessing micro-credit.

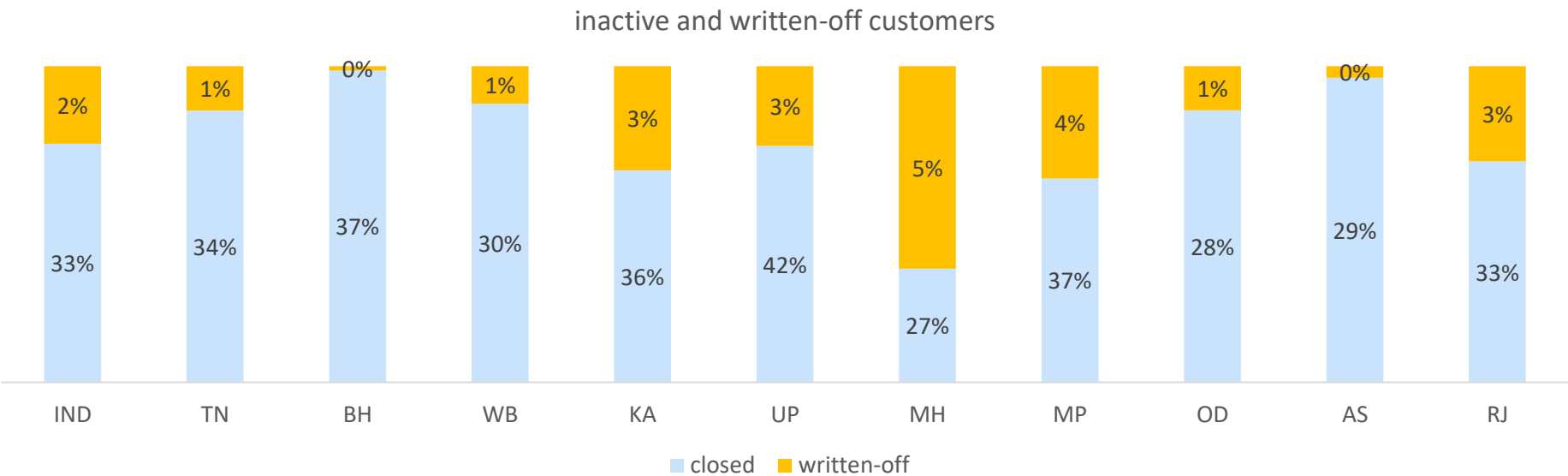


low-income HHs are estimated as 70% of total HHs in Feb 20. Data for Feb 20 is arrived based on 2011 census data

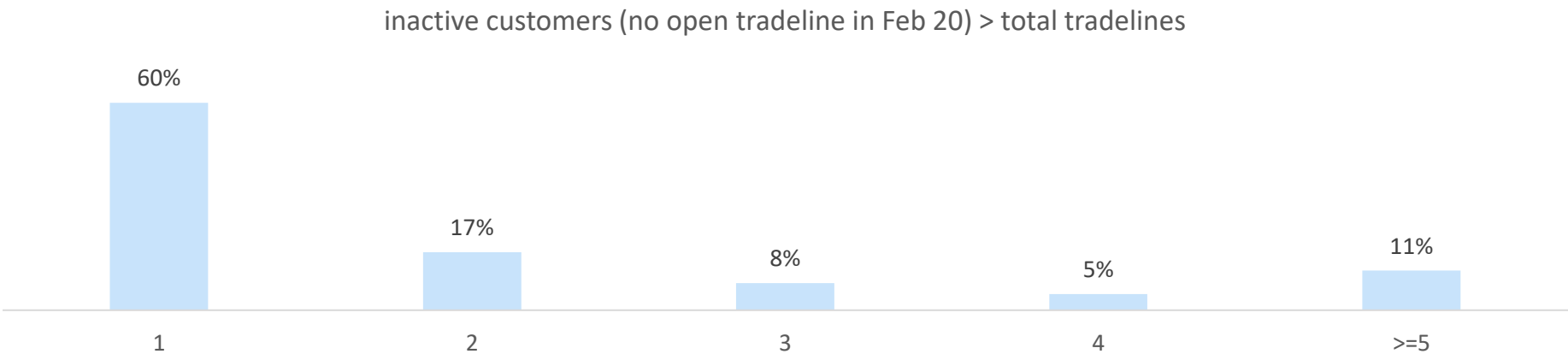
customer profile

one-third customer sourced since Jan 2015 were inactive in Feb 20, 60% after taking single loan

From 9.3 Cr customers who accessed micro-credit since Jan 15, there are about 3.3 Cr customers who were inactive as of Feb 20, i.e. they did not have an open account on Feb 20. Share of inactive (closed) and written-off customers for India and top 10 states is shown in the chart here. Uttar Pradesh has highest share of customers who are inactive.



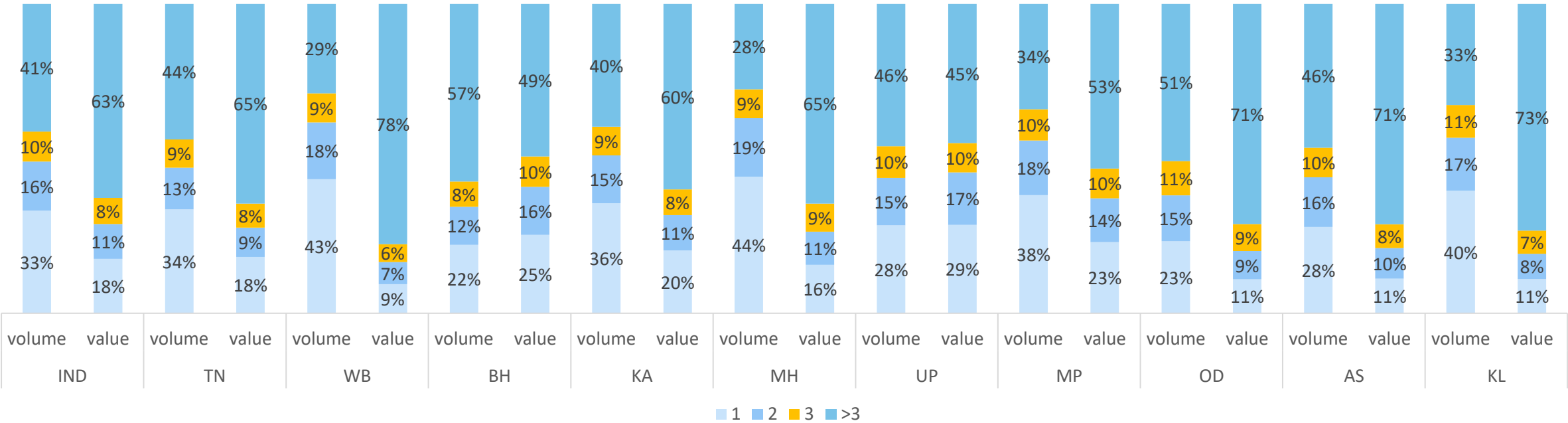
It is worth pointing out that amongst the inactive customer, 60% just had a single tradeline. This implies that after completing their first loan, they are not accessing micro-credit.



within the total customer base of 9.3 Cr sourced since Jan 15, 41% have accessed > 3 loans by Feb 20. These customers account for 63% of industry loan os

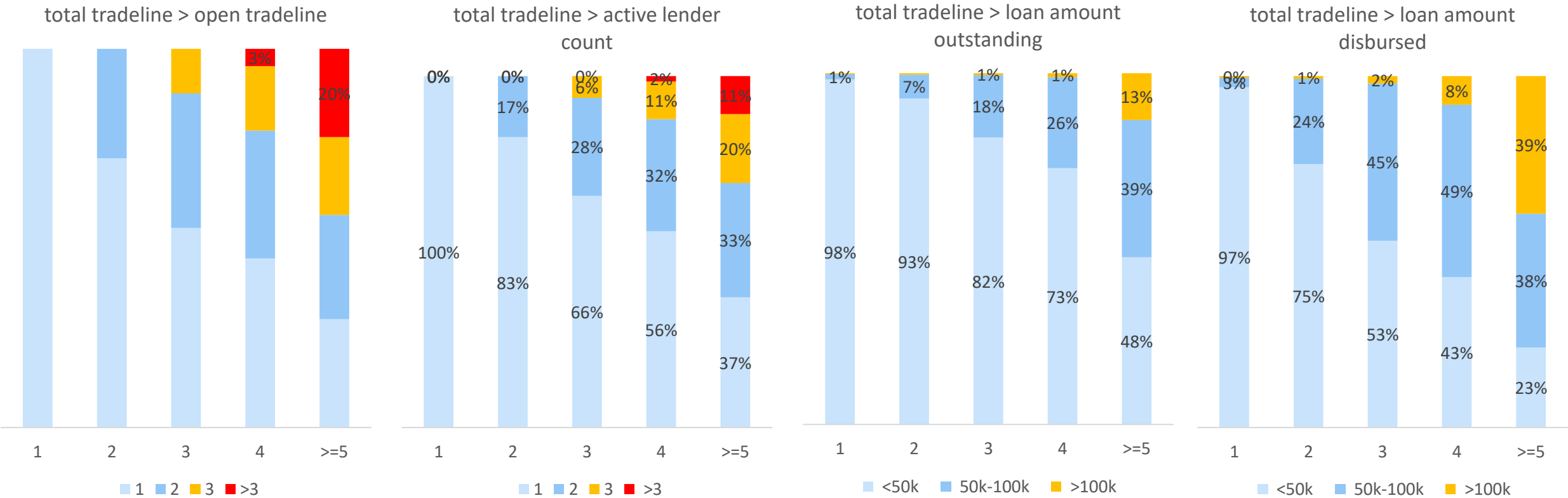
At an all India level, there are 33% customers with a single tradeline and 41% have more than > 3 total tradelines (these are more experienced customers having more than 3 loans by Feb 20, some of which may be closed). Naturally, more experienced customers have higher leverage and therefore these 41% customers (tradelines > 3) account for 63% of the aggregated industry loan amount outstanding.

count of total tradelines (open plus closed) per customer



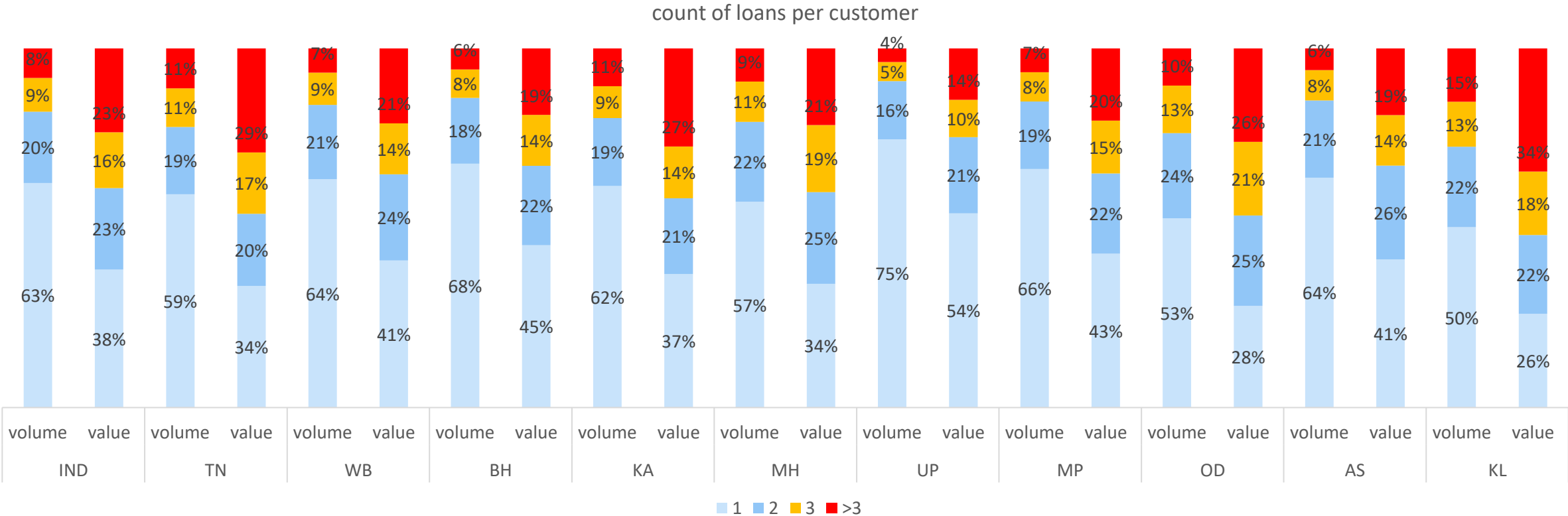
customers having more experience (loans) have higher leverage

Customers who have ≥ 5 tradelines, 20% have > 3 open accounts, 11% have relationship with > 3 lenders, 13% have loan amount outstanding $> \text{Rs } 100\text{k}$ and 39% have loan amount disbursed $> \text{Rs } 100\text{k}$.



23% of industry outstanding is with customers who have more than 3 loans

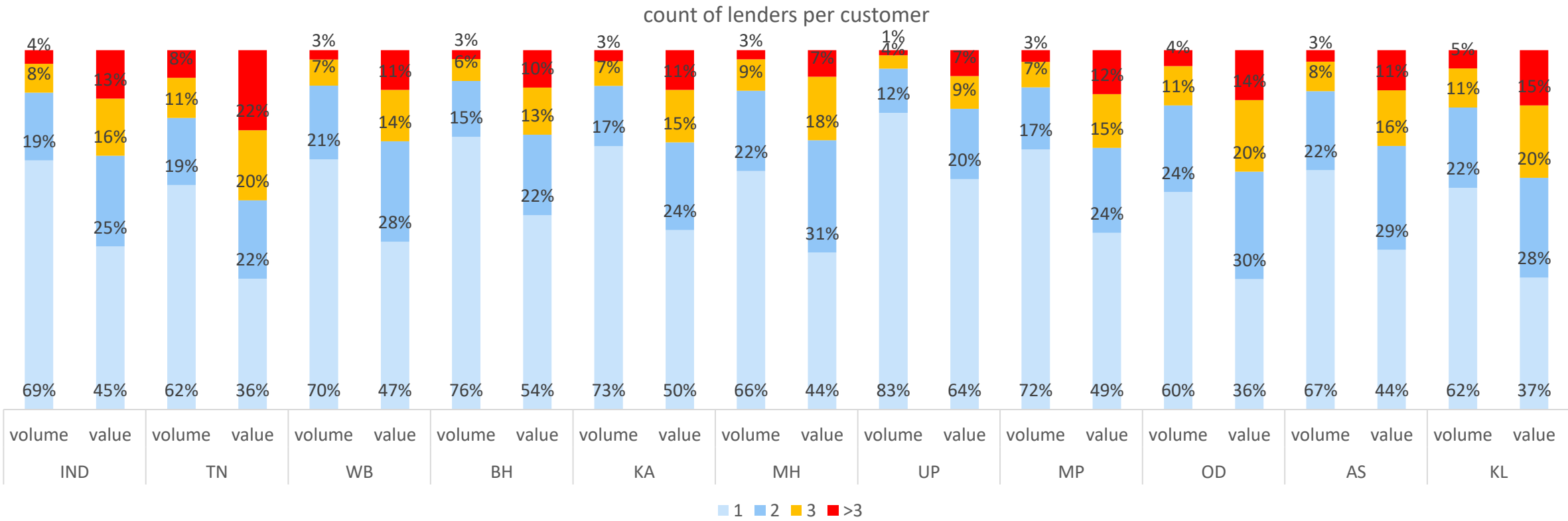
At an all India level, there are 8% customers who have more than 3 loans, accounting for 23% of loan outstanding. Tamil Nadu, Odisha and Kerala have a much higher % of customers who have > 3 loans. In Tamil Nadu 11% customers have >3 loans, Odisha, 10% customers have > 3 loans (accounting for 34% of loan outstanding) and Kerala has 16% customer who have > 3 loans (accounting for 37% of loan outstanding). Amongst the top 10 states, Uttar Pradesh has the lowest share of customers having > 3 loans.



loan count here is for open loans i.e. active loans

at pan-India level 4% customers have more than 3 lender relationship accounting for 13% of loan outstanding

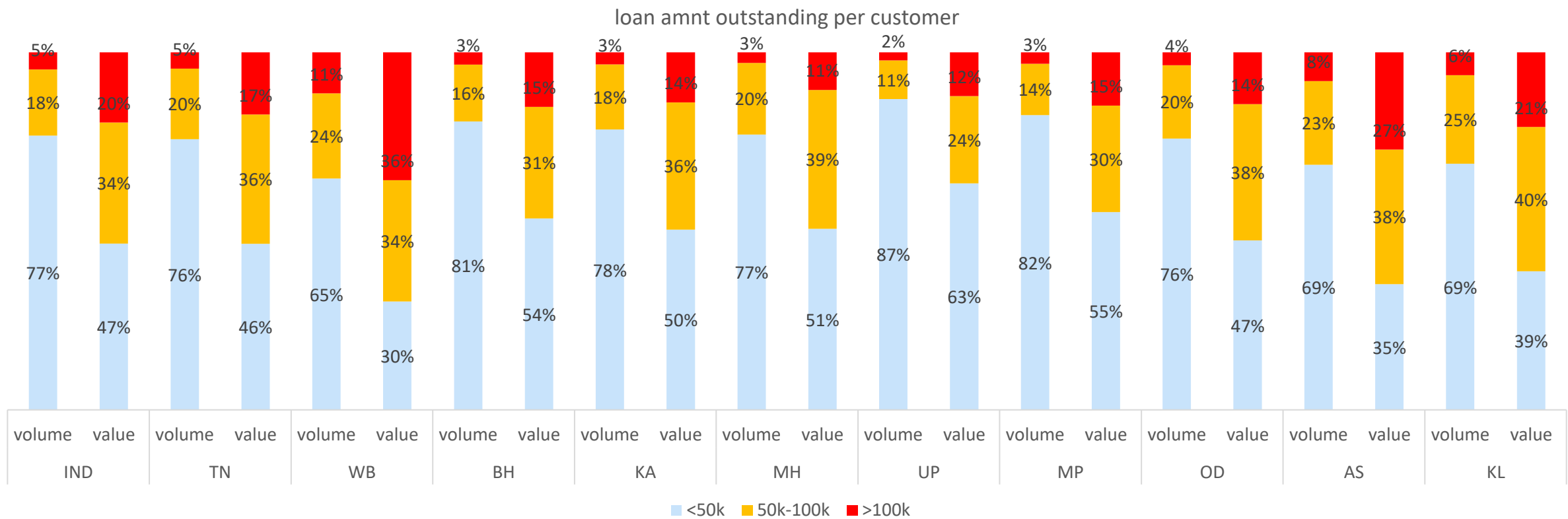
At an all India level, there are 4% customers who have more than 3 lenders, accounting for 13% of loan outstanding. Tamil Nadu and Kerala have higher % of customers who have > 3 lenders. 8% customers in Tamil Nadu have > 3 lenders accounting for 22% of loan outstanding and 6% customers Kerala have > 3 lenders accounting for about 15% of loan outstanding.



lender count here is for open loans i.e. active loans from distinct lenders

20% of industry outstanding is with 5% high-leverage customers with loan os > Rs 100k

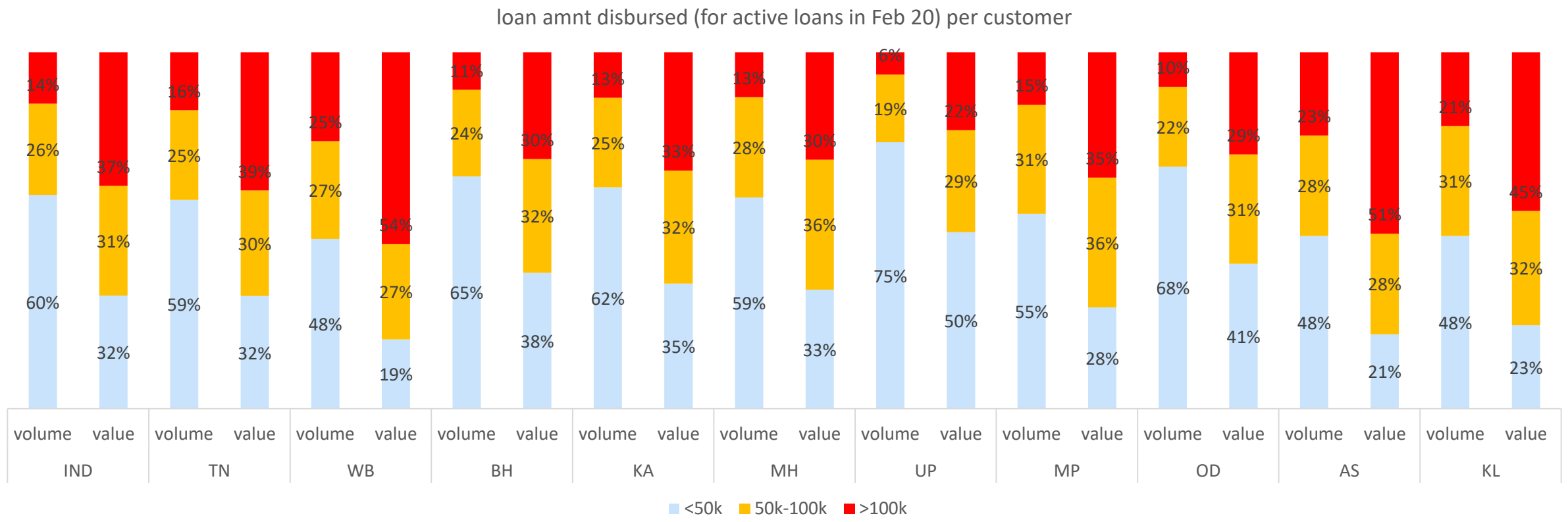
At an all India level, 5% customers have loan amount outstanding > Rs 100k, accounting for 20% of loan outstanding. West Bengal has 11% customers having loan os > Rs 100k, accounting for 36% of loan os in the state.



loan amount outstanding per customer is total value of outstanding loans to customer from all her open loans

14% customers have loan disbursed value > Rs 1 Lakh and they account for 37% of total disbursed value of the industry to live customers

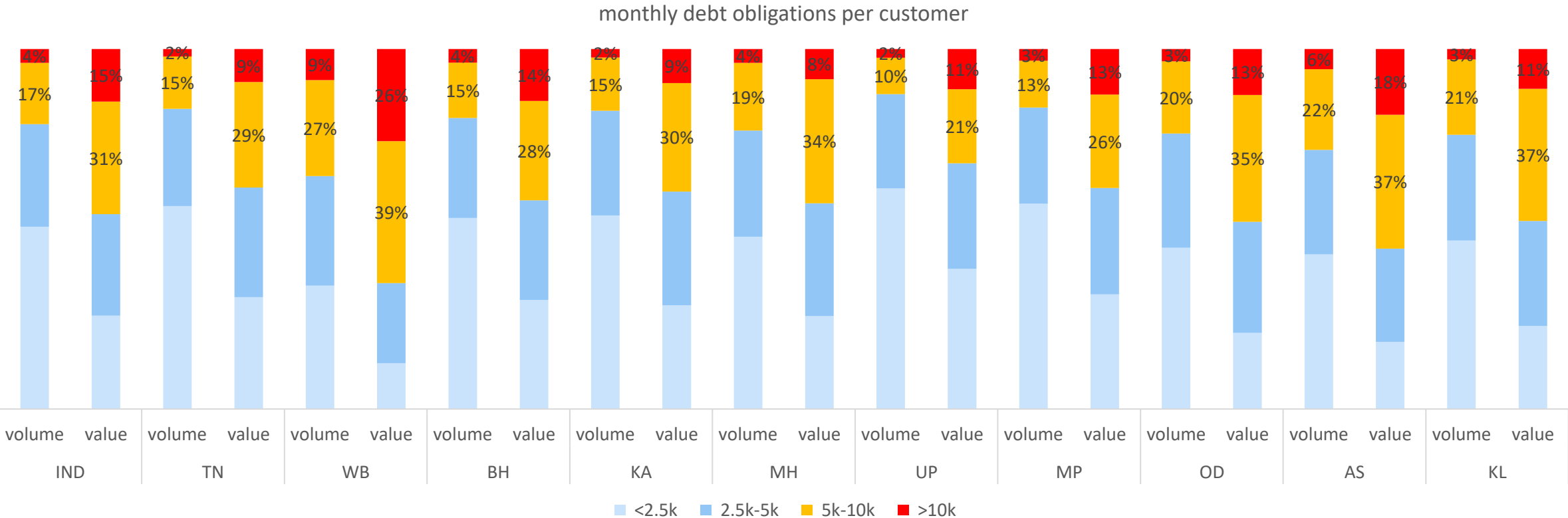
At an all India level, there are 14% customers who have taken loans > Rs 1 lakh loan (for active loans in Feb 20), accounting for 37% of loan disbursed value. While there are no regulatory and industry cap on loan amount disbursed, it is an important dimension to consider from the point of view of leverage and loan servicing. Only 4% customers have loan amount outstanding > Rs 1 lakh. It masks the fact that much higher 14% of customer have disbursed value in excess of Rs 1 Lakh. West Bengal, Assam and Kerala have much higher % of customers with disbursed value > Rs 1 Lakh.



Loan amount disbursed per customer is total value of all disbursed loan to customer for all her open loans

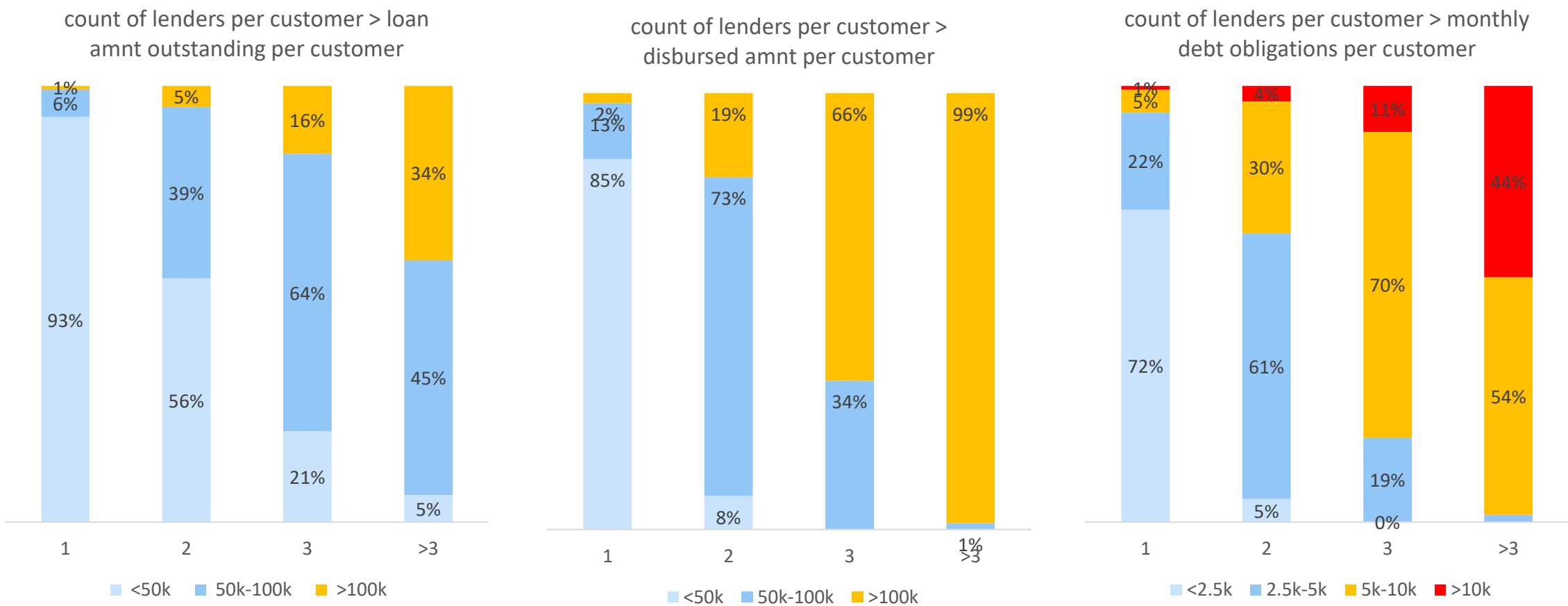
21% customers are serving monthly debt obligation in excess of Rs 5k with 46% industry outstanding amongst them

At all India level, there are 21% customers who have monthly debt obligation > Rs 5k, accounting for 46% on the industry portfolio. West Bengal and Assam have much higher share of customers having monthly debt obligation > Rs 5k.



customers who have more lender relationship have much higher leverage

There is high correlation between multiple lending and leverage. Amongst the customers who have > 3 lenders, 34% have loans outstanding > Rs 1 Lakh and 99% have loans amount disbursed > Rs 1 Lakh and 44% have monthly debt obligation in excess of Rs 10k.



customers who are mapped to multiple states have higher leverage and delinquencies

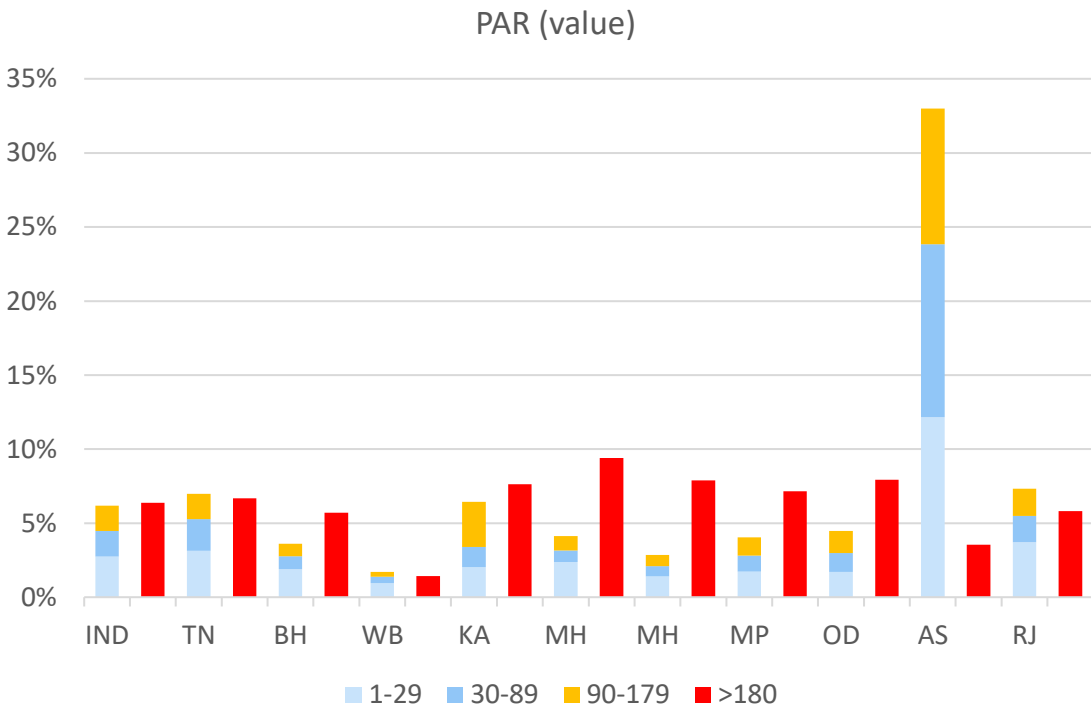
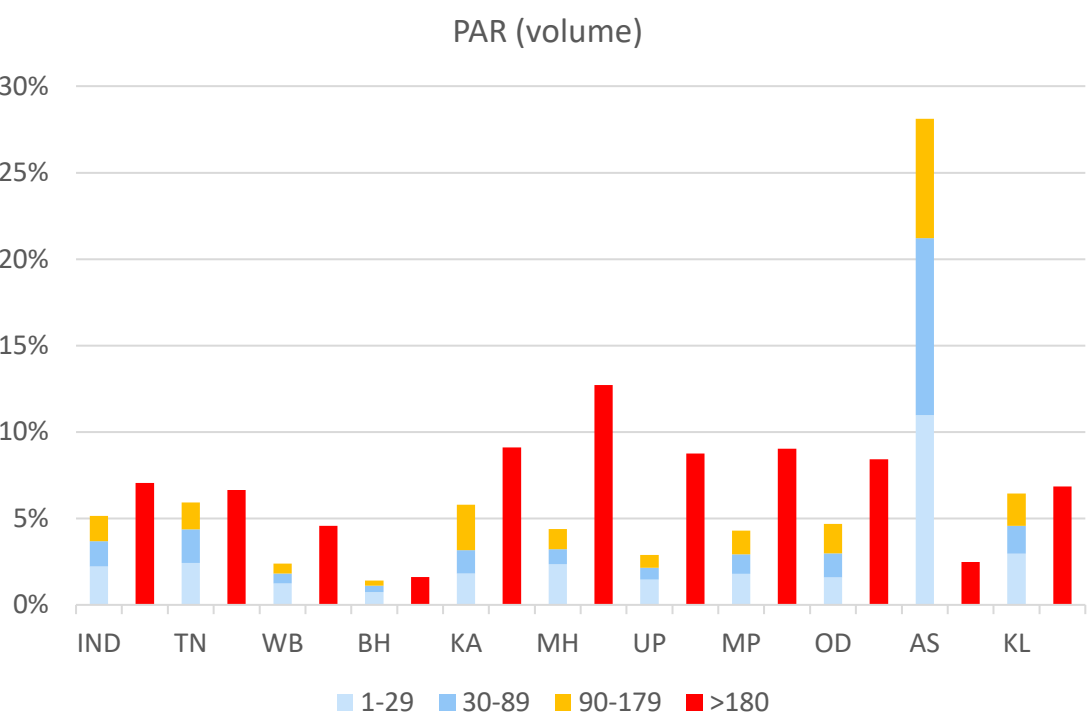
There are about 18 lakh customers with loan amount outstanding Rs 10,725 Cr, who are mapped to more than 1 state (i.e. **they have addressed mapped to** multiple states across open accounts) in Feb 20. These customers show much higher leverage and much worse portfolio quality. Please refer to table below. Share of such customers (>1 states) has almost doubled since Sep 19.

	avg loans per customer	avg loan os per customer	avg loan os per customer	portfolio quality (dpd 1-179)		portfolio quality (dpd 180+)		open accounts		total accounts		lenders per customer		loan os per customer		loan amnt disbursed per customer		EMI	
				volume	value	volume	value	volume	value	volume	value	volume	value	volume	value	volume	value	volume	value
								> 3	> 3	>3	>3	>3	>3	>100k	>100k	>100k	>100k	>10k	>10k
IND	1.8	37,840	60,664	5%	6%	7%	6%	8%	23%	33%	63%	4%	13%	5%	20%	14%	37%	4%	15%
> 1 state	2.8	59,367	96,401	7%	11%	13%	14%	19%	48%	68%	88%	11%	37%	12%	42%	28%	61%	11%	38%

portfolio quality

6% customers have wdpd > 1 days and 3.4% have wdpd > 30 days

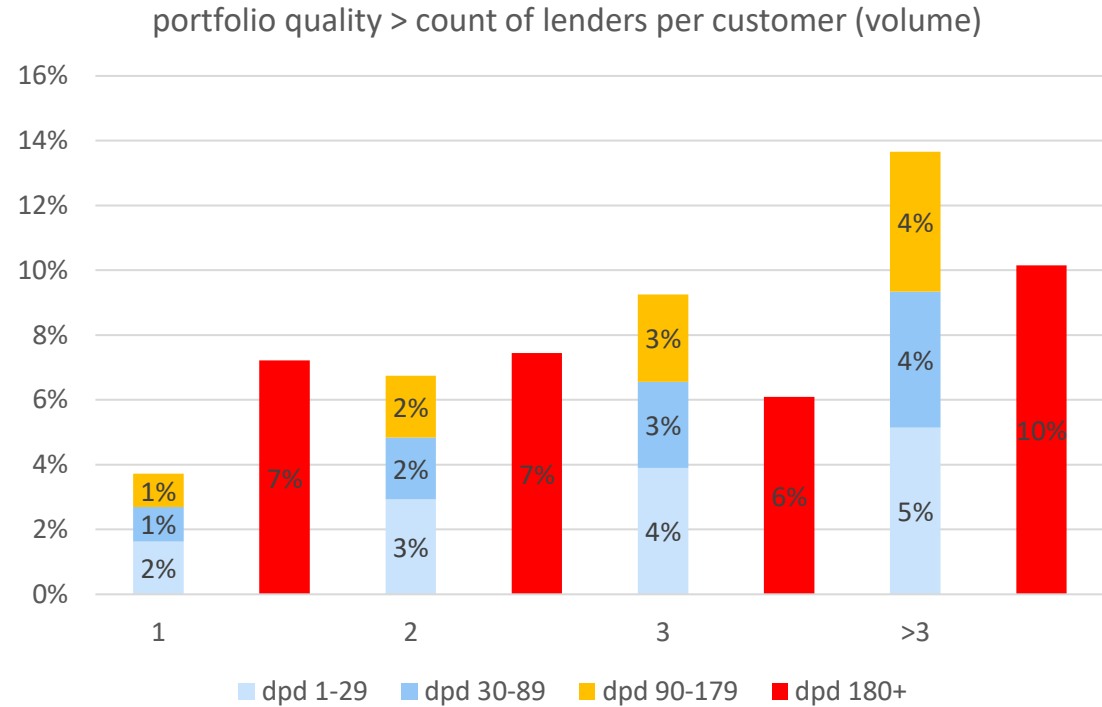
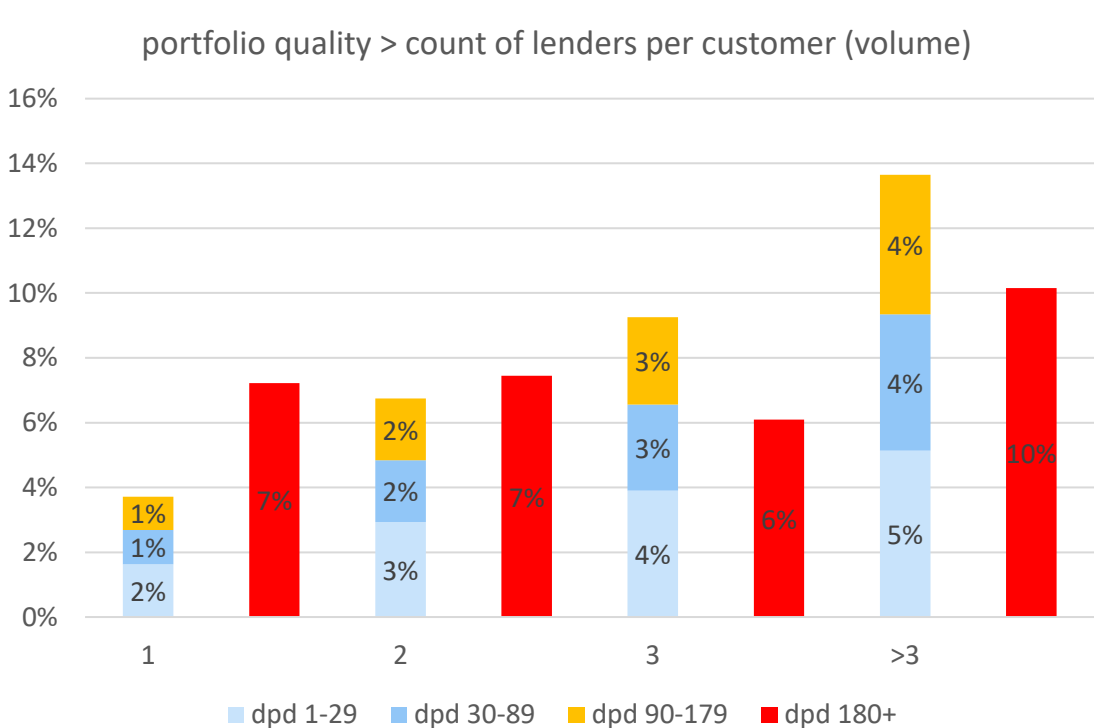
Portfolio quality at India-level and across top 10 states is given here by volume and value. For India, in value terms, PAR > 1 (0-179) is at 6.2% (this was 5.4% in Sep 19), PAR > 30 (0-179) at 3.4% (this was 2.4% in Sep 19), PAR > 90 (0-179) at 1.7% (it was 1% in Sep 19). PAR > 180 (0-180+) is 6.8% most of which is portfolio becoming delinquent post demonetization phase. Assam saw sharp rise in delinquencies last year.



A customer's delinquency status has been taken from her worst dpd for all her open loan accounts. So if a customer has indebtedness of Rs 10,000 and she has 3 open loan accounts with dpd =30, dpd=60, dpd=90, then her account status is tagged on the basis of her worst dpd account i.e. dpd =90. Hence PAR number here are higher compared to account-level PAR reports in other reports.

customer who have higher count of lender relationship have worse portfolio quality

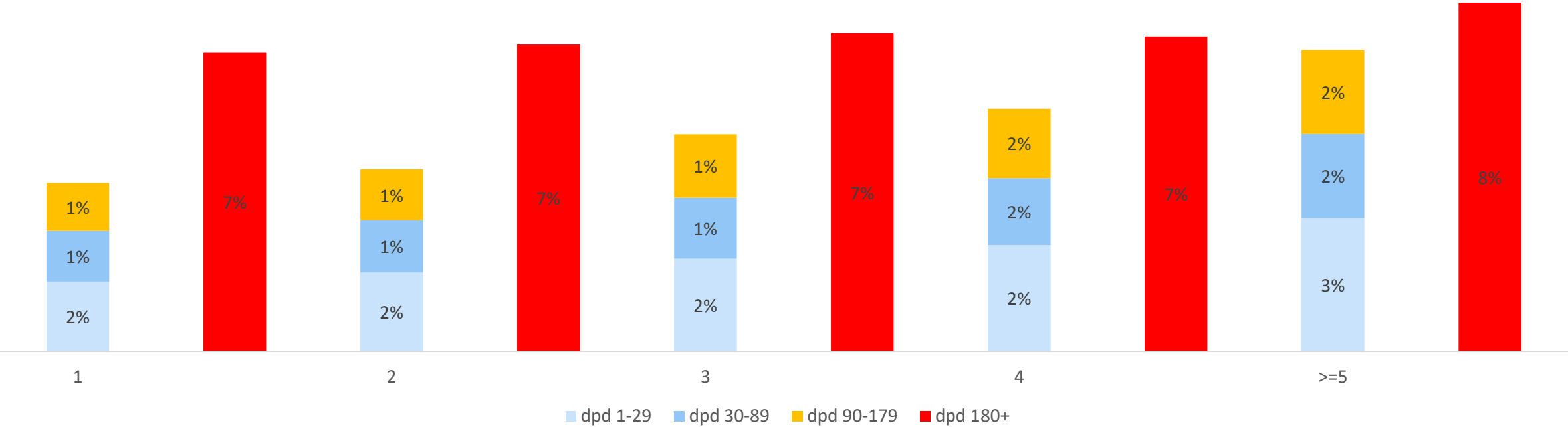
Data shows that portfolio quality deteriorates with increasing count of lenders and loan amount outstanding. PAR > 1 (1-179) is more than 3 times (i.e. 13%) for group of customers with more than 3 lenders vis-a-vis with customers having 1 lender (4%). PAR > 1 (1-179) is almost 3 times (11%) for group of customers with loan outstanding > Rs 125k vis-a-vis with customer having loan outstanding between Rs 30k-50k (4%).



more experienced customers show poor portfolio quality compared to those with lesser experience

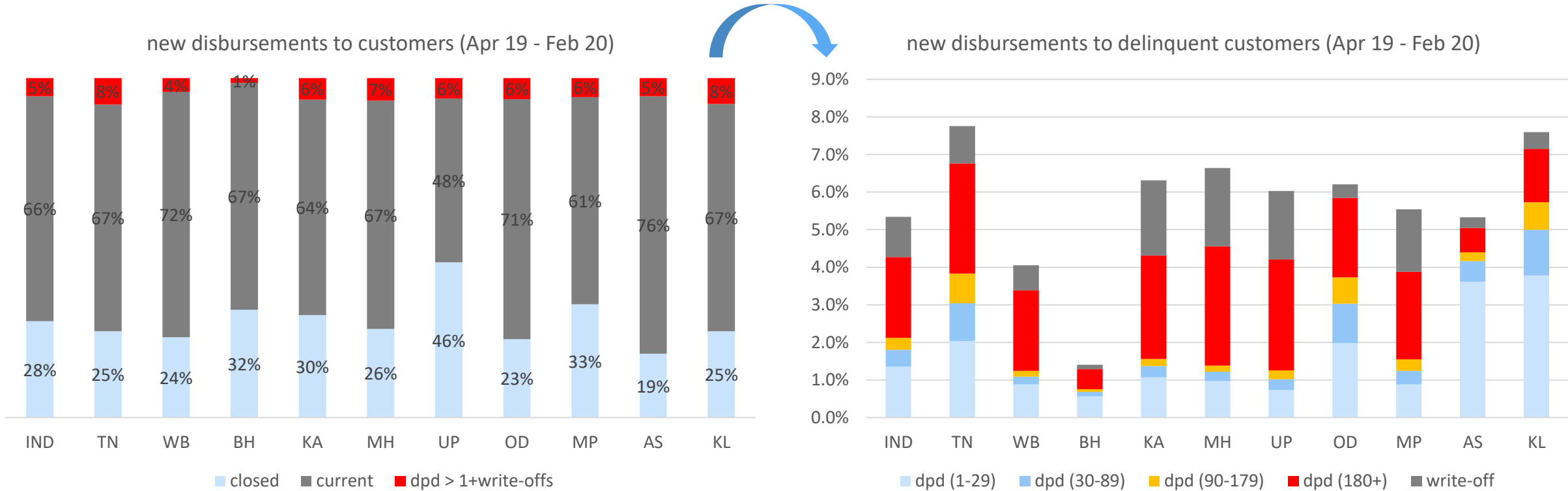
Data shows that portfolio quality deteriorates with increasing customer experience (total number of tradeline, including open and closed). PAR > 1 (1-179) is almost double (i.e. 7%) for group of customers ≥ 5 total tradelines vis-a-vis with customers having a single tradelines (4%).

portfolio quality > count of total tradelines per csutomer



about 5% of loans were given to delinquent (dpd >1) customers

Please refer to Notes to understand how sample data is pulled for this exercise. Amongst all the first loan (refer to notes) disbursed to customer during Apr 19 – Feb 20, 28% of loans were disbursed to customers with no-open tradelines (i.e. closed), 66% were given to customers who were current (dpd 0, on active accounts) and 5% were given to customers who had delinquent/written-off accounts. Two category of delinquent customers get max access to new credit, customers who have dpd < 30 and dpd > 180+. About 1% customer with written-off account were also able to access loans.

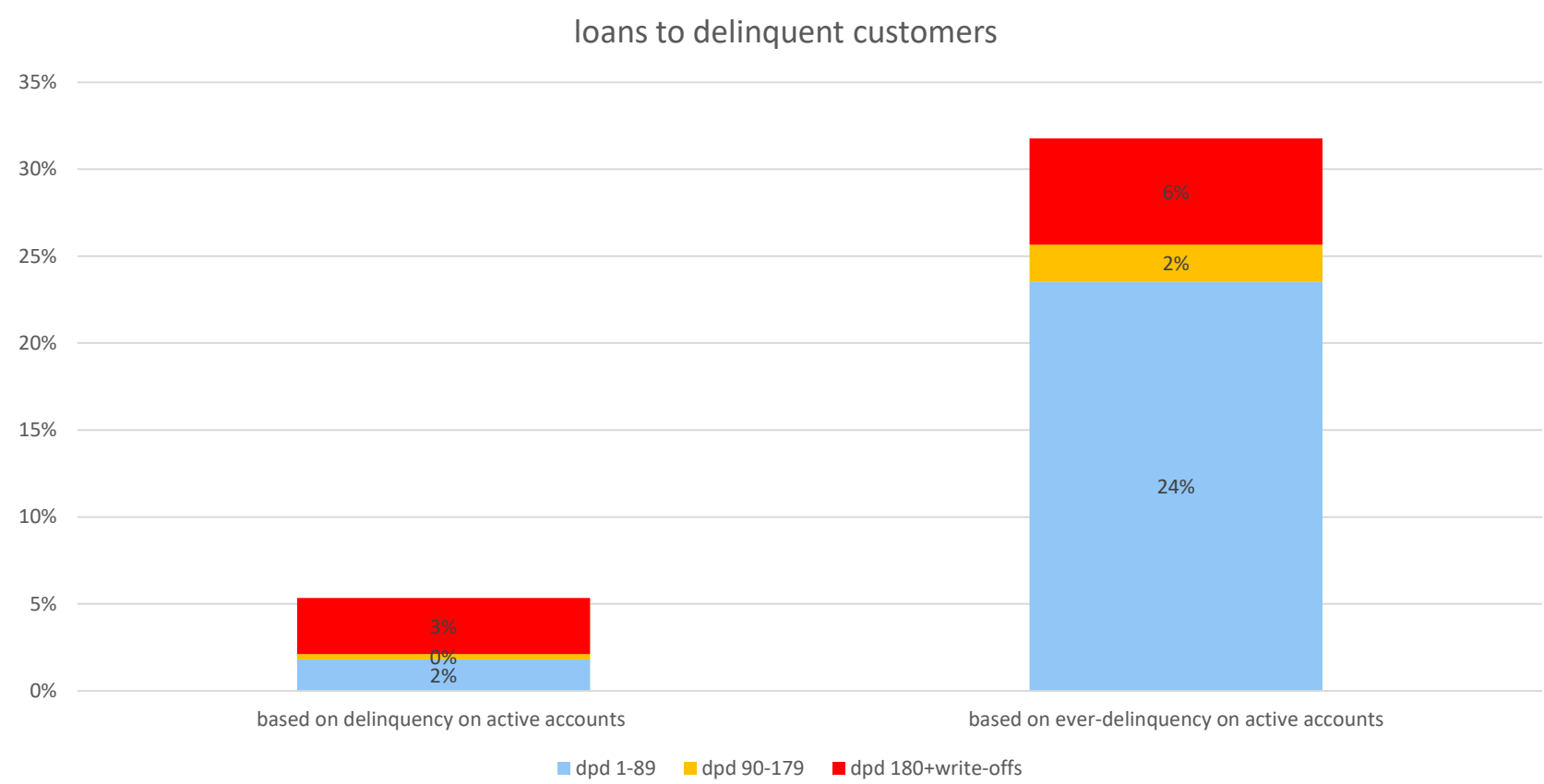


Note: Here customer’s delinquency on the date of loan being sourced is taken. So if a customer was delinquent before but not on the date of sourcing, she is not considered here. Further suppose the customer has taken 3 loans in say Apr 19, Sep 19 and Jan 20, then her first loan taken in the year, i.e. Apr 19 was considered for this exercise.

lending to customers having ever delinquent accounts

Lenders usually consider the delinquency of the customer for active accounts at the time of sourcing and therefore, lending to customer who are delinquent at the time of sourcing is usually low.

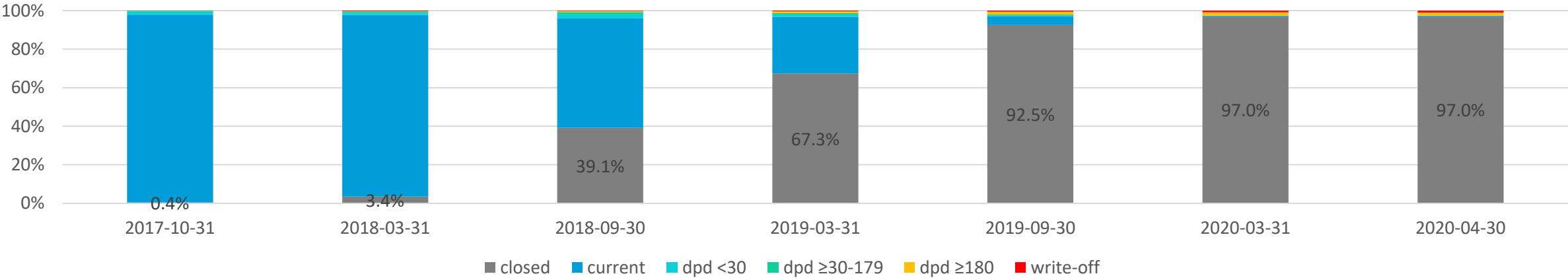
However, if ever-delinquency view is taken (i.e. customer's worst-delinquency is captured until the time of lending), data shows that 24% customer who have been delinquent at some point (dpd 1-89) were given loans. Similarly 2% customers who were ever-delinquent (dpd 90-179) were given loans.



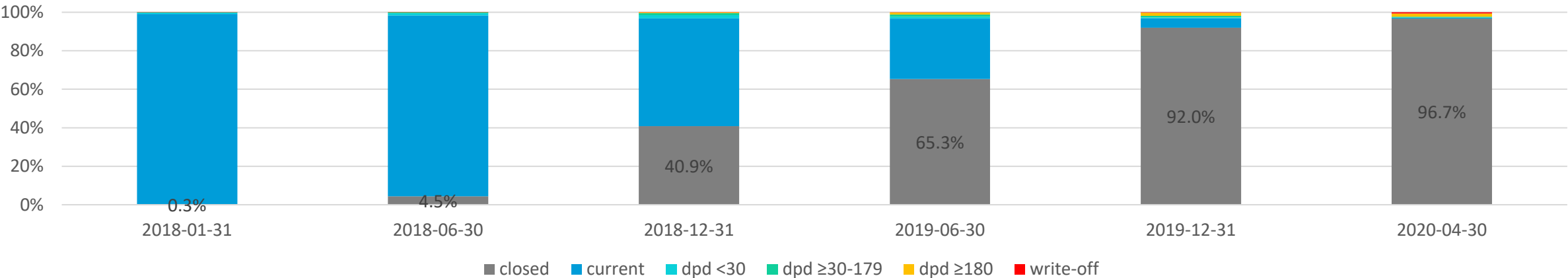
Here customer's delinquency until the date of loan being sourced is taken. So if a customer was delinquent before but not on the date of sourcing, she is considered here

portfolio quality analysis of static pool sourced in Jul 17- Sep 17 and Oct 17 – Dec 17 shows that 2.7% accounts are delinquent/written-off by Apr 20. However, in value term losses are limited to 1%

staus of loan sourced in Jul 17 - Sep 17 (over the months)



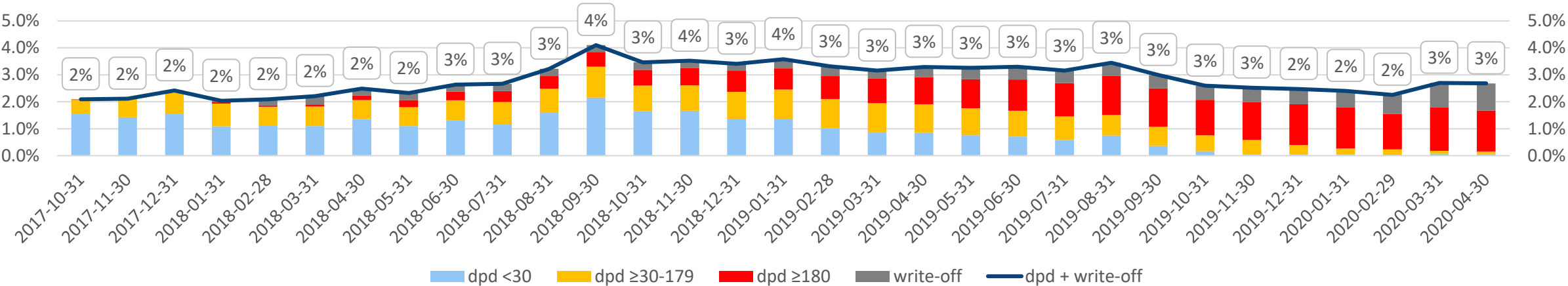
status of loans sourced in Oct 17 - Dec 17 over the months



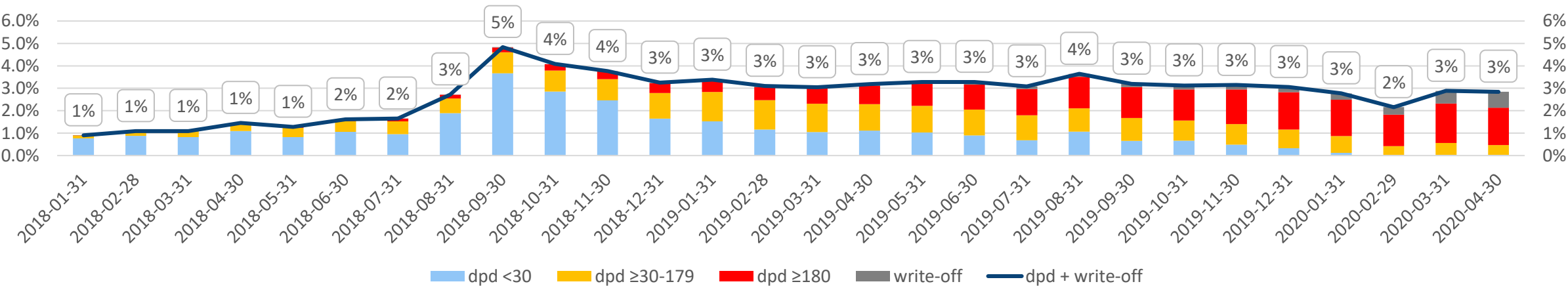
1.2 Cr loans in JAS 17 and 1.4 Cr loans sourced in OND 17 were analysed in this exercise. Inconsistencies were observed the account status of the loans and these were adjusted in overall numbers.

month wise performance of the two pools show similar trajectory

performance of loans sourced in Jul 17 - Sep 17 over the months (account level)



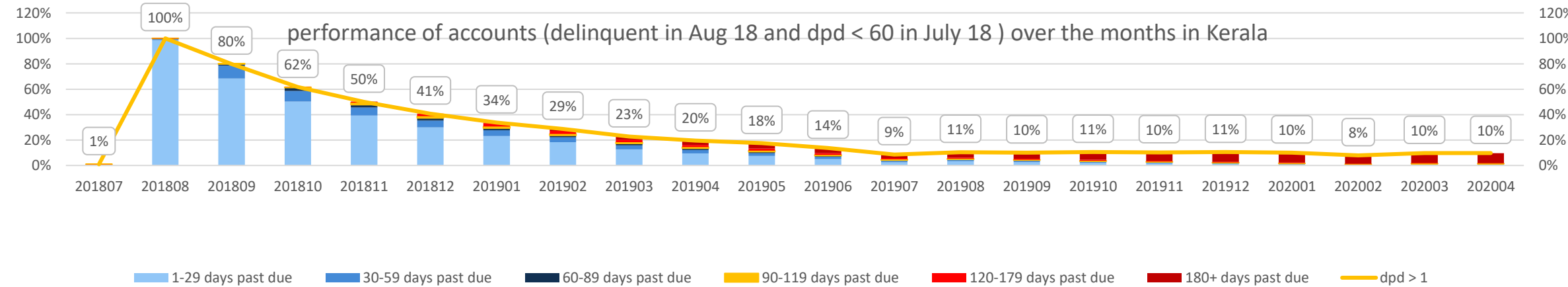
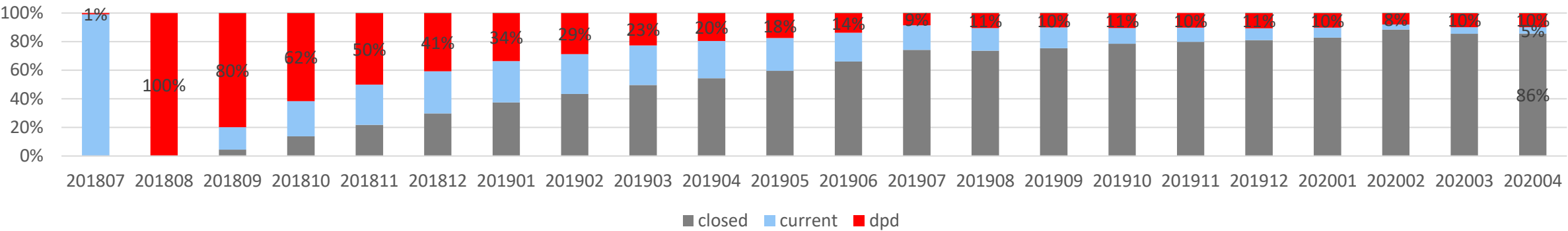
performance of loans sourced in Oct 17 - Dec 17 over the months (account level)



impact of Kerala floods shows that micro-credit loans gradually cure over the months and losses in value terms were contained to 4%

In the last couple of years, micro-credit industry has been affected by natural disasters. This time around we looked at performance of portfolio affected during the Kerala floods over the months. For analysis of impact of floods in Kerala, those accounts were considered which were dpd 1- 59 in Aug 18 and were in lower dpd bucket (0-29) in July. This way, about 4.6 Cr loans (with loan os Rs 708 Cr) were analysed. Static pool analysis of these account shows that about 10% accounts remain delinquent in Apr 20. However, in value terms, only 4% of outstanding becomes NPA (dpd > 179) in Apr 20.

view of accounts (delinquent in Aug 18 and dpd < 60 in July 18) over the months in Kerala



annexures



key numbers

Sl no	State	Customer lakhs, Feb, 20	Loan outstanding Rs Cr, Feb 20	% HH accessing micro-credit, Feb 20	Loan amnt disbursed in fy 19-20, Rs C	Avg ticket size (for loans disbursed in fy 19-20, Rs	% of customers (volume, Feb 20)						
							>3 lenders	Loan os/customer, Rs		Disbursed amnt/customer, Rs		Monthly debt obligation/customer, Rs	
								50k-100k	>100k	50k-100k	>100k	5k-10k	>10k
1	Andaman & Nicobar Islands	0.0	4	2%	2	42,937	0.0%	2%	0%	14%	0%	0%	0%
2	Andhra Pradesh	2.8	892	2%	1,288	31,108	0.1%	12%	2%	27%	5%	16%	2%
3	Arunachal Pradesh	0.1	20	2%	22	45,162	0.0%	13%	0%	30%	1%	1%	0%
4	Assam	24.9	11,051	35%	11,514	47,533	3.2%	23%	8%	28%	23%	22%	6%
5	Bihar	68.3	23,857	33%	30,848	35,091	2.5%	16%	3%	24%	11%	15%	4%
6	Chandigarh	0.1	21	3%	33	31,027	1.6%	12%	1%	24%	5%	13%	1%
7	Chhattisgarh	11.4	3,957	16%	4,598	31,385	4.0%	18%	3%	26%	13%	17%	3%
8	Dadra & Nagar Haveli	0.1	18	6%	29	48,232	0.2%	18%	3%	26%	12%	22%	4%
9	Daman & Diu	0.0	5	2%	6	36,734	1.7%	13%	2%	24%	7%	12%	2%
10	Delhi	1.8	555	6%	687	42,954	0.4%	11%	3%	20%	7%	11%	4%
11	Goa	0.3	122	9%	124	36,541	3.8%	20%	4%	25%	19%	22%	4%
12	Gujarat	20.9	6,500	19%	6,615	34,710	2.4%	14%	2%	25%	7%	12%	1%

key numbers

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								50k-100k	>100k	50k-100k	>100k	5k-10k	>10k
13	Haryana	10.5	3,547	25%	4,204	34,808	2.9%	15%	3%	22%	9%	14%	2%
14	Himachal Pradesh	0.2	51	1%	70	33,254	1.2%	14%	2%	21%	5%	8%	1%
15	Jammu & Kashmir	0.0	14	0%	17	29,530	0.0%	16%	2%	32%	8%	13%	1%
16	Jharkhand	13.7	4,671	17%	6,251	32,090	2.7%	17%	3%	26%	11%	17%	3%
17	Karnataka	53.0	18,656	38%	19,816	27,107	3.1%	18%	3%	25%	13%	15%	2%
18	Kerala	21.0	9,029	24%	9,910	32,596	5.1%	25%	6%	31%	21%	21%	3%
19	Madhya Pradesh	38.0	12,486	24%	14,578	33,068	3.3%	14%	3%	22%	10%	13%	3%
20	Maharashtra	45.5	16,183	20%	18,451	30,695	2.6%	20%	3%	28%	13%	19%	4%
21	Manipur	0.5	129	8%	156	36,341	0.1%	10%	1%	19%	3%	6%	0%
22	Meghalaya	0.4	142	6%	190	44,441	1.4%	22%	5%	27%	18%	24%	7%
23	Mizoram	0.2	76	9%	86	40,950	0.3%	11%	4%	16%	8%	8%	3%
24	Nagaland	0.2	60	4%	87	50,559	0.0%	21%	3%	36%	9%	22%	3%

key numbers

Sl no	State	Customer lakhs, Feb, 20	Loan outstanding Rs Cr, Feb 20	% HH accessing micro-credit, Feb 20	Loan amnt disbursed in fy 19-20, Rs C	Avg ticket size (for loans disbursed in fy 19-20, Rs	% of customers (volume, Feb 20)						
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								50k-100k	>100k	50k-100k	>100k	5k-10k	>10k
25	Odisha	33.0	12,101	31%	13,878	31,939	4.4%	20%	4%	31%	15%	20%	3%
26	Pondicherry	1.0	328	36%	468	33,710	4.4%	18%	2%	25%	11%	12%	1%
27	Punjab	12.8	4,216	24%	4,810	33,176	2.7%	13%	3%	21%	8%	12%	2%
28	Rajasthan	23.9	8,647	17%	10,516	33,664	3.4%	18%	4%	27%	12%	17%	3%
29	Sikkim	0.3	126	19%	145	54,682	2.6%	20%	12%	25%	24%	19%	8%
30	Tamil Nadu	82.4	31,262	43%	30,791	33,433	7.7%	20%	5%	25%	16%	15%	2%
31	Telangana	1.1	305	1%	369	30,036	0.0%	5%	2%	11%	3%	4%	2%
32	Tripura	4.0	2,382	25%	3,165	50,443	3.3%	27%	17%	26%	35%	33%	11%
33	Uttar Pradesh	47.8	14,278	14%	17,640	32,859	1.5%	11%	2%	19%	6%	10%	2%
34	Uttarakhand	3.0	999	22%	1,302	40,605	1.7%	13%	4%	20%	10%	14%	3%
35	West Bengal	60.5	30,345	27%	39,383	46,275	2.6%	24%	11%	27%	25%	27%	9%
36	India	601.9	2,27,767	23%	252065	34,748	3.8%	18%	5%	26%	14%	17%	4%

abbreviations

Andaman and Nicobar Islands	AN	Meghalaya	ML
Andhra Pradesh	AP	Mizoram	MZ
Arunachal Pradesh	AR	Nagaland	NL
Assam	AS	Odisha	OR
Bihar	BR	Puducherry	PY
Chandigarh	CH	Punjab	PB
Chhattisgarh	CG	Rajasthan	RJ
Dadra and Nagar Haveli	DN	Sikkim	SK
Daman and Diu	DD	Tamil Nadu	TN
Delhi	DL	Tripura	TR
Goa	GA	Uttar Pradesh	UP
Gujarat	GJ	Uttarakhand	UK
Haryana	HR	West Bengal	WB
Himachal Pradesh	HP	Average	Avg
Jammu and Kashmir	JK	dpd	days past due
Jharkhand	JH	o/s	outstanding
Karnataka	KA	HH	household
Kerala	KL	Avg	average
Lakshadweep	LD	Rs	rupee
Madhya Pradesh	MP	amnt	amount
Maharashtra	MH		
Manipur	MN		

For any suggestion/clarification/query, please contact at sugandhsaxena@mfinindia.org

